

**THE INFLUENCE OF ENTREPRENEURIAL MINDSET,
ENTREPRENEURSHIP MOTIVATION, AND RISK TAKING PROPENSITY
ON STUDENT INTENTION TO BECOME AN ENTREPRENEUR IN
STUDENTS IN SUKABUMI CITY**



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Abstract

Unemployment is considered a common problem in all countries. This can happen because of the increasing population or because people are not motivated to create their own jobs. Students have an active role in creating jobs and should have the motivation to become entrepreneurs. If these students have the motivation to develop their business and have a mindset about entrepreneurship, it can enable this generation to overcome concerns, by being ready to face challenges or risks that will be faced in the future in carrying out entrepreneurial activities. The purpose of this research is to determine the effect of entrepreneurial mindset, entrepreneurship motivation and risk taking propensity on students' intentions to become entrepreneurs. This research was conducted on students in the city of Sukabumi with a total of 240 students as respondents. The multiple linear regression analysis approach was used as a method for this research. The results of the study can be obtained based on SPSS calculations and research showing that entrepreneurial mindset has a positive and significant effect on students' intentions to become entrepreneurs. Entrepreneurship Motivation has a positive and significant effect on students' intentions to become entrepreneurs. Risk taking propensity has a positive and significant effect on students' intentions to become entrepreneurs.

Keywords: Entrepreneurial Mindset, Entrepreneurship Motivation, Risk-Taking Propensity, Entrepreneurial Intention

INTRODUCTION

Entrepreneurship is one of the main pillars in the economy of every country. In a successful business, innovation and creativity from entrepreneurs are also needed (Novia, R., Danial, R. D. M., & Nurmala, R., 2024). When a country is in a weak condition or has not been able to provide jobs for the community, entrepreneurs can create a source of income and become an alternative to earning income (Rahmah, 2017). The failure and success of a business can be seen and measured from the results of business performance (Falentina et al., 2022). Performance produces output in terms of quality and quantity of work according to the ability & skills in the company (Siska Apriliani Widiastuti et al., 2022).

According to (Wijaya, 2019), the current phenomenon shows that many young people, including students, prefer to work in the formal sector, both in private companies and government agencies. This tendency for students to only look for jobs in the formal sector is contrary to reality, which is not in line with the number of job vacancies available in Indonesia today. This situation contributes to the high unemployment rate.

Indonesians feel more satisfied to work in an office because they are considered to have a steady income and minimal risk (Panji, et al., 2022). Thus, there is a need to create new jobs and improve the economic situation by starting their own businesses. Witnessing this phenomenon, students who are considered as educated individuals should be able to play an active role in creating jobs, instead of just being job seekers in the formal sector.

In improving business performance, an entrepreneur must dare to take risks with the resources they have (Danial, R. D. M., & Nurmala, R., 2024). Risk taking propensity is often associated with entrepreneurs because entrepreneurship is an activity that is full of risks. According to (Harnett, Cummings, 2015) The tendency to take risks refers to the view that decision makers have the nature to choose or avoid actions that are considered risky.

A similar phenomenon is also revealed by (Wijaya, 2019), which shows that many students are still afraid to enter the world of entrepreneurship. Various studies have shown that there are internal factors that influence the intention to become an entrepreneur, such as personality and motivation. Generating entrepreneurial motivation among students is not an easy thing. In fact, many students prefer to work in the formal sector rather than becoming an entrepreneur. One of the obstacles often faced in fostering entrepreneurial intentions among students is how to increase entrepreneurial motivation and what factors influence these intentions. Although many programs and efforts have been made to encourage entrepreneurship (Koranti, 2013), there are still questions regarding students' entrepreneurial intention to start a career in this field after they graduate, which requires further research (Suharti & Sirine, 2012).

Sukabumi, as one of the growing cities in West Java, has a lot of potential in terms of entrepreneurship. However, the number of young entrepreneurs in Sukabumi is still relatively low. Hence, there are still many unemployed people. Data from sukabumikota.bps.go.id shows that there are 1,536 unemployed college graduates in Sukabumi City. This shows that there are quite a lot of college graduates. Sukabumi City has a number of universities that offer a variety of study programs. Some of the universities in Sukabumi include Universitas Muhammadiyah Sukabumi, Politeknik Sukabumi,

Universitas Linggabuana PGRI Sukabumi, STMIK Pasim Sukabumi, STIES Sayaga Saniskara, STH Pasundan, Yapkesbi Health Polytechnic, BBC Polytechnic, Bina Sarana Informatika University, Stikes Sukabumi, AMIK Citra Buana Indonesia. With so many universities, there are also many students in the city of Sukabumi. Therefore, it is important to dig deeper into how entrepreneurial mindset, entrepreneurship motivation and risk taking propensity factors can influence the intention of students in Sukabumi City to become entrepreneurs. This study aims to understand the extent to which these four factors can influence students' intention to become entrepreneurs after graduation and foster students' intention or intention in the field of entrepreneurship by creating jobs.

REVIEW OF LITERATURE

Entrepreneurial Mindset

Entrepreneurial Mindset is defined as a way of thinking that is more focused on finding opportunities rather than challenges, considering every opportunity rather than failure, and looking for solutions to the problems faced (Faradillah & Christina Whidya Utami, 2023). Dimensions of entrepreneurial intention according to (Manafe et al., 2023), namely: 1.) Orientation to opportunities. 2.) Innovation. 3.) Proactive attitude. 4.) Risk-taking.

Entrepreneurship Motivation

Entrepreneurial motivation is a condition that encourages, drives and directs individual desires to engage in entrepreneurial activities in a way that is independent, confident, future-oriented, risk-taking, creative and able to innovate (Gielnik et al., 2015). The dimensions of entrepreneurship motivation according to (Mahardika, et al., 2019), namely: 1.) Profit. 2.) Independence. 3.) Freedom. 4.) Personal Dream.

Risk-Taking Propensity

According to (Harnett and Cummings, 2015) risk taking propensity is the belief that decision makers have a tendency to take or avoid actions that are considered risky. The dimensions of risk taking propensity according to (Maulana, 2016), namely: 1.) Physical status. 2.) Lifestyle. 3.) Livelihood.

Entrepreneur Intention

Entrepreneurial intention or intention is a thought that makes people motivated to create a business, intention is a person's willingness to be able to run something, namely by creating a new product through a business opportunity (Wijaya & Hidayah, 2022). Dimensions of entrepreneur intention according to (Gonzales, 2016), namely: 1.) Personality. 2.) Business knowledge. 3.) Entrepreneurial motivation. 4.) Self-confidence. 5.) Self- confidence.

RESEARCH METHOD

The research method used is quantitative research. This research was conducted on students in Sukabumi City. The sample used in the study amounted to 240 students. The data collection techniques used were observation, interviews, questionnaires. The data analysis techniques used are Multiple Correlation Coefficient, coefficient of determination, multiple linear regression, Simultaneous Test (F), and Partial Test (t) (Ghozali, 2018).

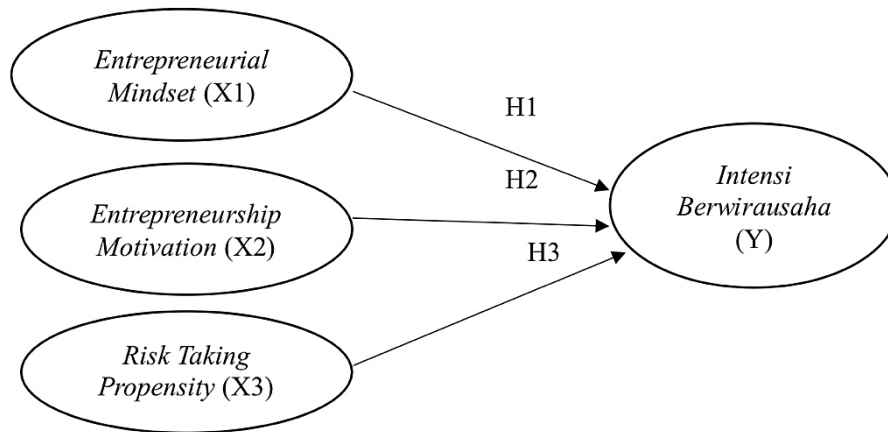
Research Hypothesis

Based on the research framework and previous research above, the Ha (Hypothesis) in this study is:

1. Entrepreneurial mindset significantly influences students' intention to become entrepreneurs.
2. Entrepreneurial motivation significantly influences students' intention to become entrepreneurs.
3. Risk-taking tendency significantly influences students' intention to become entrepreneurs.

Research Model

The quantitative research model consists of four variables. Entrepreneurial Mindset, Entrepreneurship Motivation, and Risk-Taking Propensity serve as the X (independent) variables, while Student Intention to Become an Entrepreneur serves as the Y (dependent) variable.



RESULTS AND DISCUSSION

The following are the research results obtained from the analysis using SPSS, namely.

Table 1.
Regression Analysis
Anova

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|-------|------------|----------------|-----|-------------|---------|-------------------|
| 1 | Regression | 25648.681 | 3 | 8549.560 | 266.053 | .000 ^b |
| | Residual | 7583.815 | 236 | 32.135 | | |
| | Total | 33232.496 | 239 | | | |

Source: Data processed (2025)

Table 2.
Coefficients^a

| Model | | Unstandarized | Std. Error | Standardized | t | Sig. |
|-------|------------------------------------|---------------|---------------|--------------|-------|------|
| | | Coefficients | | Beta | | |
| 1 | (Constant) | 4.706 | 1.921 | | .2450 | .015 |
| | <i>Entrepreneurial Mindset</i> | .322 | .079 | .256 | 4.086 | .000 |
| | <i>Entrepreneurship Motivation</i> | .252 | .080 | .196 | 3.153 | .002 |
| | <i>Risk Taking Propensity</i> | .785 | .096 | .481 | 8.217 | .000 |

Source: Data processed (2025)

Table 3.
Correlation Coefficient and Determination Coefficient Test

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | .879 ^a | .772 | .769 | 5.669 |

Source: Data processed (2025)

T Test

Based on the calculations above, as shown in Table 4.3, the calculated t-value for the entrepreneurial mindset variable on students' intention to become entrepreneurs is 4.086 > 1.65. Therefore, it can be concluded that entrepreneurial mindset (X1) has a positive and significant influence on students' intention to become entrepreneurs (Y).

The calculations based on Table 4.3 above show that the calculated t-value for the entrepreneurial motivation variable on students' intention to become entrepreneurs is 3.153 > 1.65. Therefore, it can be concluded that entrepreneurial motivation (X2) has a positive and significant impact on students' intention to become entrepreneurs (Y).

Furthermore, based on Table 4.3 above, the calculated t-value for the entrepreneurial motivation variable on students' intention to become entrepreneurs is 8.217 > 1.65. Therefore, it can be concluded that risk-taking propensity (X3) has a positive and significant impact on students' intention to become entrepreneurs (Y).

F Test

From the results obtained from the existing calculations, the value of $F_{count} > F_{table}$. This means that the variables of entrepreneurial mindset (X1), entrepreneurial motivation (X2) and risk-taking tendencies contribute to having a significant influence on the intensity of students becoming entrepreneurs (Y).

The Influence of Entrepreneurial Mindset (X1) on Students' Intention to Become Entrepreneurs (Y)

The hypothesis results show that the value of α is greater than α , with α of 4.086 and α of 1.65. ($4.086 > 1.65$) and a significance level of $0.000 < 0.05$. This indicates a positive influence of entrepreneurial mindset on students' intention to become entrepreneurs in Sukabumi City. So it can be interpreted that, to increase the Entrepreneurial Mindset of students in Sukabumi city, various methods can be used, for example in the dimension of creating a business and self-confidence by starting to create an innovation that is oriented towards business opportunities.

The Influence of Entrepreneurship Motivation (X2) on Student Intention to Become an Entrepreneur (Y)

The hypothesis results show that the value of t_{count} is greater than t_{tabel} , with t_{count} 3.153 and t_{tabel} 1.65. ($3.153 > 1.65$) and sig ($0.002 < 0.05$). This indicates a positive influence between entrepreneurship motivation and student intention to become an entrepreneur in Sukabumi City. This means that to increase entrepreneurial motivation among students in Sukabumi, various methods can be used, for example, within the profit dimension, which involves determining profits independently; freedom, which involves freely managing time and actions; personal dreams, which involves determining one's own standard of living or destiny; and independence, which involves self-monitoring.

The Effect of Risk-Taking Propensity (X2) on Student Intention to Become an Entrepreneur (Y)

The hypothesis results show that the risk-taking propensity value is greater than the risk-taking value, with a value of 8.217 and a value of 1.65. ($8.217 > 1.65$) and a significance level of $0.000 < 0.05$. This indicates a positive effect of risk-taking propensity on student intention to become an entrepreneur in Sukabumi City. This means that to increase risk-taking propensity among students in Sukabumi City, various methods can be used, for example, by daring to take risks and being disciplined and focused in running a business.

CONCLUSION

Judging from the research produced by researchers on the variables of entrepreneurial mindset, entrepreneurship motivation and risk taking propensity on student intentions to become entrepreneurs for students in the city of Sukabumi, the following conclusions can be drawn:

1. The description of entrepreneurial mindset given by students in the city of Sukabumi is in the high category, meaning that students in the city of Sukabumi have a mindset that is ready to compete in the business world. Respondents' assessment of entrepreneurship motivation is in the high category, meaning that students in the city of Sukabumi are motivated to have an entrepreneur. Risk taking propensity is in the high category, meaning that students in the city of Sukabumi have the courage to take risks that prove students are capable of entrepreneurship. Entrepreneurial intention is in the high category, meaning that students in the city of Sukabumi have high entrepreneurial intentions.

2. Based on the results showed entrepreneurial mindset has a positive and significant influence on the intention of students to become entrepreneurs in students in the city of Sukabumi. This means that the higher the entrepreneurial mindset owned by students which includes creativity, innovation and the ability to see and take advantage of opportunities, the higher their desire to do entrepreneurial activities.
3. Based on the results of the study, it shows that entrepreneurship motivation has a positive and significant influence on students' intention to become entrepreneurs for students in the city of Sukabumi. Strong motivation such as the desire to be independent or realize ideas can encourage students to have greater intentions in carrying out entrepreneurial activities.
4. Based on the results of the study, it shows that risk taking propensity has a positive and significant effect on the intention of students to become entrepreneurs in students in the city of Sukabumi. This means that students who have the courage to take risks in facing uncertainty and business challenges tend to have a higher intention to become an entrepreneur.

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