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THE EFFECT OF ENTREPRENEURIAL ORIENTATION ON ENTREPRENEURIAL INTENTION: SELF- EFFICIENCY AS A MEDIATIOR

(Case Study on Young Entrepreneurs in Surabaya)

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Abstract: Indonesia is one of the countries that are focusing on encouraging its people to become an entrepreneur. This research was conducted to know the causes of many failed student businesses with the aims to determine the effect of entrepreneurial orientation on the entrepreneurian intention with self-efficacy as a mediating variable on young entrepreneurs in Surabaya. The data was collected by distributing questionnaires directly to the respondents using the Likert scale 1-5. The population of this study is 474 young entrepreneurs who are students of Ciputra University in Surabaya who are currently in business. The sampling method used was convenience sampling with sampling techinique using Hair et al., calculation producing 102 respondents. The data were analyzed using validity test, reliability test, classic assumption test, hierarchial regression test, and hypothesis test. The results of this study showed that (1) entrepreneurial orientation has a significant effect on self-efficacy; (2) self-efficacy has a significant effect on entrepreneurship intentions; (3) entrepreneurial orientation have a significant effect on entrepreneurial intentions; (4) and entrepreneurial orientation have a significant effect on entrepreneurial intentions after being mediated with self efficacy.

Keywords: *Entrepreneurial Intentions, Entrepreneurial Orientation, Self Efficacy*

1. Introduction

Indonesia is one of the countries developing that is being focused on the increase in the number of entrepreneurs in order to create a field of work, evidenced by the number ratio of entrepreneurs in Indonesia are already more than 7% compared to the amount of the total population or already there are more than 18 million entrepreneurs in Indonesia (Cash, 2018). This affects the number rate of unemployment open (TPT) in Indonesia, which has always experienced a decline in each year, ranging from 7.45 million people in the year 2015 to be 6,87 people in the month of February 2018. However, with TPT always declined every year, it turns out Indonesia still occupies rank three countries with the numbers TPT highest in ASEAN. Indonesia is only ahead of Brunei and the Philippines, and Cambodia has the lowest TPT rate. One of the ways to further decrease the number of TPT is to entrepreneurship it alone.

According da Cruz et.al (2015), one of the factors that affect the intention of entrepreneurship is the control of behavior, and it has a concept associated with the efficacy of self. Anggraeni and Nurcaya (2016), Adnyana and Purnami (2016), da Cruz et.al (2015) found that self- efficacy affected someone's entrepreneurial intention. Then, we did pre-initial survey toward 25 young entrepreneurs in Surabaya, which have their own business about the level of self-efficacy which is owned in business. The results proved that 19 of them were sure to have the ability to grow the business, while six of them had less confident in the ability.

We conducted two pre-survey to 28 young entrepreneurs to know the intentions of entrepreneurship owned. The results of the pre-survey prove that 25 students aspire to become an entrepreneur after graduation, but 24 students state that they don't have a business or their business is stagnant until now, and 19 students stated that the cause of their business being unable to survive was because the student's intentions were lack of entrepreneurial intention. This is an important issue because to become a world-class entrepreneur, of course, it takes a high entrepreneurial intention, and has a good entrepreneurial orientation. This research is interesting to study because the results of the pre-survey show that self-efficacy in young entrepreneurs has not been able to encourage students' intentions to do business. This is different from the results of research from Anggraeni and Nurcaya (2016), Farrukh et.al (2017), and Ladd et.al (2018) which state that self-efficacy has a positive effect on entrepreneurial intentions. Therefore, this research is entitled "EFFECTS OF ENTREPRENEURSHIP ORIENTATION ON ENTREPRENEURSHIP INTENTION WITH SELF-EFFICIENCY AS A MEDIATION VARIABLE".

2. Research Method

2.1. Literature Review

Adnyana and Purnami (2016), Anggraeni and Nurcaya (2016), and Farrukh et.al (2017) stated that self-efficacy has a positive and significant effect on entrepreneurial intentions in undergraduate students. Devi (2017) told that entrepreneurial orientation has a positive and significant effect on entrepreneurial intentions. Ladd et.al (2018) found that self-efficacy significantly mediates the relationship between entrepreneurial orientation and entrepreneurial intention.

Entrepreneurial Orientation

Entrepreneurship orientation is an orientation to be the first and innovate in the market, as well as being willing to takerisks and be proactive to changes that occur (Miller in Purwanto, 2017). According to Lumpkin and Dess in Sine (2015) and Purwanto (2017), there are 4 indicators that can be used as benchmarks in entrepreneurship orientation, including: (1) Autonomy, namely independence in entrepreneurship and running a business to achieve the desired vision. (2) Innovativeness, namely the willingness and ability to create something new and can create more value to customers. (3) Risk taking, namely the courage to create a business or take different actions than others with the aim of making a profit. (4) Competitive aggressiveness, namely the ability to outperform competitors both in product quality, work processes, prices to improve the company's position.

Self Efficacy

Self-efficacy is the belief in one's own ability to organize and perform a series of appropriate actions to achieve an expected result (Bandura in Sasmita and Rustika, 2015). According to Bandura in Jarnawi and Untara (2016), there are 3 dimensions that can measure a person's level of self-efficacy, namely: (1) Magnitude, which is related to the individual's view of the level of difficulty of the task given. (2) Strength, which is related to the strength and weakness of an individual's belief in carrying out tasks. (3) Generality, which relates to the field of work, how broad the individual has confidence in carrying out the task.

Entrepreneurial Intention

According to Peng et.al in Anggraeni and Nurcaya (2016), entrepreneurial intentions are desires and expectations that can influence a person's choice of entrepreneurship. According to Ajzen in da Cruz et.al (2015), there are three indicators that can determine the intention of entrepreneurship, among others: 1) Attitudes (attitude) , ie k ecenderungan to react effectively in response to the risks that would be faced in business. (2) Subjective Norms (Subjective Norms), the influence of the social environment in influencing individual decisions in entrepreneurial activity. (3) Behavioral Control (Control Behavior), which is a feeling within the individual in performing a task, find it easy or difficult to be resolved.

Hypothesis

1. Entrepreneurial orientation affects self-efficacy
   Previous research by Ladd et.al (2018) proves that there is a significant influence between entrepreneurial orientation on self-efficacy. Thus, the researcher formulates the second hypothesis as follows:
   H1: Entrepreneurial orientation has a significant effect on self-efficacy
2. Self-efficacy affects entrepreneurial intentions
   Previous research by Anggraeni and Nurcaya (2016) stated that there was a significant influence between self- efficacy and entrepreneurial intentions . Based on previous research, the researchers formulated the third hypothesis as follows:
   H2: Self-efficacy has a significant effect on the entrepreneurial intention
3. Entrepreneurial orientation has an effect on entrepreneurial intentions
   Previous research by Ibrahim and Mas'ud (2016) proved that there is a significant influence between entrepreneurial orientation and entrepreneurial intention. Based on the previous research above, the researchers formulated the first hypothesis as follows:
   H3: It is suspected that the entrepreneurial orientation has a significant effect on the entrepreneurial intentions
4. Entrepreneurial orientation has an effect on entrepreneurial intentions after being mediated by self-efficacy Research conducted by Ladd et.al (2018) proves that self-efficacy mediates significantly between entrepreneurial orientation and entrepreneurial intentions. Based on previous research, the researchers formulated the fourth hypothesis as follows:
   H4: Suspected Orientation entrepreneurial influence on the enterpreneurial intention which is mediated by the self-eficacy.

2.2. Research Metodhology

This type of research uses quantitative methods, namely research where the data is in the form of numbers (Punch, 2016). There is 1 independent variable (entrepreneurial orientation), 1 mediator variable (self-efficacy) and 1 dependent variable (entrepreneurial intention) in this study. According to Bungin (2013), the population is the entire object of research that can be a source of research data. The population in this study were students from Ciputra University who classified into 2015 and 2016 batches in Surabaya who were currently running a business, with a total of 474 students. We chose them to ensure that they had carried out business processes for more than 1 year. The sample is part of the population unit to be studied and can represent the characteristics of the population (Priyono, 2016). This sample selection method uses a convenience sampling technique, where researchers directly meet and provide questionnaires to the desired respondents (Saptono and Indrawati, 2018). The way the researcher determines the number of samples is by using Hair et.al (2014) which states that the minimum sample size that must be achieved is 5 times more than the number of research indicators, and even better if the sample ratio is 10:1. The number of indicators in this study was 10, so the number of samples in this study was 100 respondents. This research will use primary data. Primary data was obtained directly through a closed questionnaire/questionnaire method which was filled out by the respondents. The closed questionnaire method is a method where respondents honestly answer all alternative answers listed in the questionnaire (Bungin, 2013). The data obtained will be examined using statistical techniques with the help of the SPSS 23 program. The measurement of the data in the questionnaire was made using a Likert scale to get an idea of the behavior of the research subjects (Kuncoro, 2013). The researcher used a measurement score scale of 1-5 because it was able to interpret the results of the questionnaire that the researcher wanted.

2.3. Methods

Validity and Reliability

According to Bungin (2013), the validity test is a test to determine the accuracy of the measuring instrument used to obtain the truth of the data. To achieve the level of validity of the research instrument, the measuring instrument used must also have good validity. According to Kuncoro (2013), the validity criteria can be seen from the *Pearson Correlation* and Sig. (2-tailed). If n use values *of Pearson correlation* is greater than the r-critical, then the item is declared invalid. In addition, if the significance value is <0.05, the item is also declared valid .

According to Kuncoro (2013), the reliability test is a test to determine the consistency and stability of the score (measurement scale) on research instruments and indicates whether a measurement is biased or not. The reliability test can be measured from the *Cronbach's Alpha* value *, the Cronbach's Alpha value of* 0.5 indicates poor reliability, but can still be continued in research. Value *Cronbach's Alpha* between 0.6 to 0.7 is a pretty good value, and values exceeding 0.8 has a good reliability (Hastini, Mariyanti, and Mustika, 2017)

Classic Assumption Test

1. Normality Test

The normality test is used to determine the certainty of the distribution of the data obtained (Sudaryono, 2014). According to Widarjono (2015), the normality test was carried

out using the *Kolmorogov-Smirnov* test method which aims to determine whether the sample comes from the population and has been normally distributed. If the probability value > the level of significance (0.05) then the data is normally distributed.

2. Multicollinearity Test

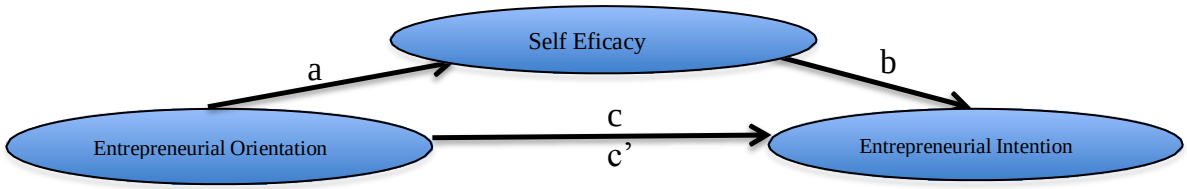
The multicollinearity test is a test to determine the linear relationship between the independent variables in the regression model (Widarjono, 2015). The method used in the multicollinearity test in this research is to look at the VIF and *Tolerance* values in each regression model. If the VIF value is < 10 and the *Tolerance* value is > 0.1, then there is no multicollinearity in the regression model (Priyatno in Potale and Uhing, 2015)

3. Heteroscedasticity Test

Heteroscedasticity test is a test to find out whether in the regression model there is a constant variance of the disturbance variable or not (Widarjono, 2015). In this study, the method used in the heteroscedasticity test is the *Spearman* correlation method . According to Widarjono (2015), the results of heteroscedasticity detection can be known if the value of t count < critical t and the significance value > the level of significance (0.05), then there is no heteroscedasticity.

Multilevel Regression Analysis

According to Baron Kenny (1986) in Ariarni and Afrianty (2017), multilevel regression analysis is used to examine the effect of the mediating variable in the relationship between the independent variable and the dependent variable. According to Baron Kenny (1986) in Ariarni and Afrianty (2017), there are 4 stages to test the impact of mediation variables and their calculation formulas,



1. The independent variable must have a significant effect on the mediator variable (path a).

$$M = a + b_1X$$

2. The mediator variable must have a significant effect on the dependent variable (path b).

$$Y = a + b_2M$$

3. The independent variable must have a significant effect on the dependent variable (path c).

$$Y = a + b_1X$$

4. Full mediation occurs when the independent variable has no significant effect on the dependent variable, after being mediated by the mediator variable. Partial mediation occurs when the independent variable still has a significant effect on the dependent variable, but the significance value is different (path c').

$$Y = a + b_1X + b_2M$$

Hypothesis testing

1. F test

The F test is a test to determine the significance of the effect of all independent variables simultaneously on the dependent variable (Widarjono, 2015). If F count > F critical, then the independent variable simultaneously affects the dependent variable .

2. t test

The t-test was conducted to prove whether the independent variable individually had an effect on the dependent variable or not (Widarjono, 2015). If the value of t arithmetic > critical t, the independent variable partially significantly affects the dependent variable.

Coefficient of Determination (R^2) and Adjusted R^2

The coefficient of determination (R2) is used to determine the variation of the dependent variable with the coefficient of determination (Widarjono, 2015). If R2 is getting very close to 1, the better the regression line. If R2 is getting closer to the number 0, then the less well the regression line. Adjusted R2 is an alternative to R2 , but adjusted for degrees of freedom.

3. Results and Discussion

This study involved active students of Ciputra University class 2015 and 2016 who had taken general Entrepreneurship and Social Entrepreneurship classes, the total is 102 students. Researchers have distributed offline and online questionnaires to 102 students and all of them met the research criteria, so that the return rate for the questionnaire was100%.

3.1. Characteristics of Respondents

Based on the research that has been done, the following is a description of the characteristics of the respondents. A total of 63 respondents were students of 2015 batch and 39 respondents were students of 2016 batch. 99 students took the Entrepreneurship class, and 3 others joined Social Entrepreneurship class. Based on the business fields built by the respondents, the most established businesses were in the food and beverage sector with 51 respondents, followed by the fashion sector with 23 respondents and the creative industry sector with 11 respondents, while the other 17 respondents chose other business fields. 69 respondents had built a business for 12-24 months, 13 respondents had a business for 25-36 months, and each of 10 respondents had a business for less than 12 months and more than 36 months. 38 respondents had a net income from their business under Rp1,500,000, 37 respondents with a net income of Rp1,500,000– Rp2,500,000, 15 respondents with an income of Rp2,500,001–Rp5,000,000, 5 respondents with Rp5,000,001–Rp10,000,001, and 7 respondents with net income above Rp10,000,000. Based on the number of employees, 50 respondents said they had no employees, 49 respondents had 1-10 employees, 1 respondent had 11-20 employees, and 2 respondents had more than 20 employees.

3.2. Description of Research Variables

The description of the research variables can be seen from the mean and standard deviation of each question item. The higher the mean value, the more agree the respondent to a statement. The higher the standard deviation value, the more diverse the answers from respondents to the statement item. Table 1 shows the category intervals for the assessment of respondent's answers:

Table 1 Category of Rating

Mean	Category
1,00 – 1,80	Strongly Disagree
1,81 – 2,60	Disagree
2,61 – 3,40	Just Agree
3,41 – 4,20	Agree
4,21 – 5,00	Strongly Agree

Source: Furqon dalam Suindari *et.al* (2017)

The mean value of the answer to the statement of entrepreneurship orientation item is 4.14 and is included in the category of agreeing assessment (see table A in the attachment list). The mean value of the answer to the self-efficacy statement item is 4.16 and is included in the category of agreeing assessment (see table B in the attachment list). The mean value of the answer to the statement of entrepreneurial intention item is 4.21 and is included in the category of assessment strongly agree (see table C in the attachment list).

3.3. Validity and Reliability

Validity

All statement instruments from the variables of entrepreneurship orientation, self-efficacy, and entrepreneurial intention have R count > R table (0.1927) and also a significance value <0.05, so it can be concluded that all statement items in the entrepreneurship orientation questionnaire, self-efficacy, and entrepreneurial intentions are declared valid (see table D in the attachment list).

Reliability

All statement instruments from the variables of entrepreneurial orientation, self-efficacy, and entrepreneurial intention have a Cronbach Alpha value > 0.05 so it can be concluded that the statement items are reliable (see table E in the attachment list).

3.4. Classic assumption test

The results of the normality test in table F (see the attachment list) shows that the significance value is 0.2 and is greater than the significance level (0.05) so it can be concluded that the data are normally distributed. The results of the multicollinearity test in table G (see the attachment list) shows that the tolerance value is > 0.1 and the VIF value is < 10, so it can be concluded that there is no multicollinearity. The results of the heteroscedasticity test in table H (see the attachment list) show that the significance value of each variable is higher than the significance level (0.05), so it can be concluded that there is no heteroscedasticity.

3.5. Multilevel Regression Analysis

Table 2 Multilevel Regression Test Results

Model	Constant	T	Koefisien (β)	Significance (sig)
X ke M	0,867	10,836	0,795	0,000
M ke Y	2,044	6,392	0,522	0,000
X ke Y	1,567	7,692	0,639	0,000
X ke Y melalui M	1,402	4,017	0,488	0,000

From table 2, it can be seen that the equations that can be generated are:

$$M = 0{,}867 + 0{,}795\ X1$$

1. The independent variable must have a significant effect on the mediator variable (path

2. The mediator variable must have a significant effect on the dependent variable (path b).

$$Y = 2{,}044 + 0{,}522\ M$$

3. The independent variable must have a significant effect on the dependent variable (line c).

$$Y = 1{,}567 + 0{,}639\ X1$$

4. Full mediation occurs when the independent variable has no significant effect on the dependent variable, after being mediated by the mediator variable. Partial mediation occurs when the independent variable still has a significant effect on the dependent variable, but the significance value is different (path c').

$$Y = 1{,}402 + 0{,}191\ X_1 + 0{,}488\ M$$

From the results of the multilevel regression analysis, several things can be concluded, including:

1. Path a → Entrepreneurial orientation had a significant effect on self-efficacy (**β** = 0,795, t = 10,836, sig < 0.05)
2. Path b → Self efficacy had a significant influence on entrepreneurial intention (**β** = 0,522, t = 6,392, sig < 0.05)
3. Path c → Entrepreneurial Orientation had significant influence on entrepreneurial intention (**β**= 0,639, t = 7,692. Sig < 0.05)
4. Path c' → Self efficacy partially mediated the relationship between entrepreneurial orientation towards entrepreneurship intention. This can be seen from the first to the third stages that meet the requirements of Baron and Kenny's (1986) calculation formula, but in the fourth stage, the significance value changes (**β** = 0,488, t = 6,392, sig <0,05).

3.6. Hypothesis testing

The t test showed that all the models tested have t value higher than t table (1.65993), so it can be concluded that the entrepreneurial orientation influenced entrepreneurial intentions (X to Y), entrepreneurial orientation partially affected self efficacy (X to M), and self efficacy influenced entrepreneurial intentions (M to Y). The results of the F test indicatethat the F value

is greater than the f table, so it can be concluded that entrepreneurial orientation and self-efficacy simultaneously affected entrepreneurial intentions.

3.7. Coefficient of Determination (R^2) and *Adjusted* R^2

Entrepreneurial orientation contributes to self-efficacy by 0.535 or 53.5%, while the remaining 46.5% is influenced by other variables outside this study, thus showing a positive relationship to self-efficacy and its effect is the strongest compared to other models. Self-efficacy contributes to the influence of entrepreneurial intentions by 0.283 or 28.3% while the remaining 71.7% is influenced by other variables that are not included in this model. That is, self-efficacy has a positive effect on entrepreneurial intentions, but the effect is lowest compared to other models.

Entrepreneurial orientation contributes 0.65 or 36.5% to entrepreneurial intention, while the remaining 63.5% is influenced by other variables not included in this model. That is, entrepreneurial orientation has a positive effect on entrepreneurial intentions. Entrepreneurial orientation after influencing self-efficacy contributed 0.377 or 37.7% to entrepreneurial intention while the remaining 62.3% was influenced by other variables not included in this model. That is, the entrepreneurial orientation after being mediated by self-efficacy has a positive influence on entrepreneurial intentions. This value increases compared to the direct influence of entrepreneurial orientation on entrepreneurial intentions.

3.8. Discussion

The indicator of entrepreneurial orientation that most respondents agree on is 'respondents always make plans to minimize risk (X12)'. That is, young entrepreneurs want to avoid the risk of business failure so that a plan is made in advance. This affects self-efficacy, it can be seen from the M6 indicator where young entrepreneurs agree that past experiences greatly affect confidence in working in the future. This means that young entrepreneurs are aware that business failures can affect their confidence in the future, so to avoid or minimize the risk of failure, these young entrepreneurs will make a business plan in advance.

The statement on the self-efficacy indicator that has the highest mean value is the M1 statement, i.e. young entrepreneurs are confident in completing simple work. This result is in accordance with Y1's most agreed statement on entrepreneurial intentions, namely young entrepreneurs are interested in existing business opportunities. This means that young entrepreneurs are more confident in completing work at a simple level, thus causing their intention to explore other business opportunities to be low as well. As a result, young entrepreneurs tend to make business fields that the majority of other young entrepreneurs are engaged in, namely food and drink and *fashion* because according to them it has low risk. This fact can be seen from the characteristics of the respondents that 74 out of 102 respondentshave businesses in the food and beverage and *fashion* sectors.

One of the indicators of entrepreneurship orientation that most young entrepreneurs agree on is youngentrepreneurs are always looking for new ways to get work done effectively (X7)'. This affects their entrepreneurial intentions and can be seen in Y6's statement, namely young entrepreneurs are confident in their ability to manage a business and become entrepreneurs. This means that by successfully completing a lot of work in an effective way, it will lead to self-confidence that they are able to face various challenges in business, so that it can lead to an intention to become an entrepreneur. This is also proven by the answers of

the respondents whose majority of their businesses have been running for 1 to 2 years, so it can be seen that their business orientation is clear at the beginning and this is able to increase their intentions to become entrepreneurs well.

Another phenomenon the respondents who own a business, one of the statements on entrepreneurship orientation and entrepreneurial intention that was most agreed upon was the statement X9 and Y1, which means that young entrepreneurs are always looking for good business opportunities and they are interested in running them. Meanwhile, the M6 statement also tends to be the most widely approved, namely that their beliefs in business can be influenced by their past experiences. This means that past experiences can better support them to be more daring to run the business opportunities that have been thought of, even though in fact without past experience, the business opportunities found will still be carried out.

Table 3 Implication of the Research

Research result	Implications of Research Results
Entrepreneurial orientation affects young entrepreneurs' self-efficacy in doing business.	Young entrepreneurs can offer collaboration projects with universities, so that the initial orientation in doing business is clearer and has definite goals, so that their confidence in doing business will also increase.
Self - efficacy affects young entrepreneurs' entrepreneurial intentions .	Young entrepreneurs are advised to participate in many seminars and sharing activities from successful young businessmen so that they can become more confident to explore themselves and have confidence to increase their entrepreneurial intentions.
The entrepreneurial orientation of young entrepreneurs affect their intentions in entrepreneurship.	A clear goal at the beginning in doing business will arouse young entrepreneurs' entrepreneurial intentions. They are expected to be able to take broader business learning processes, such as clear market surveys, competitor price surveys, how many competitors are there so that they understand the opportunities that can be obtained so that the intentions formed will also increase.
Self-efficacy has been shown to partially mediate the relationship between entrepreneurial orientation and entrepreneurial intention.	With self-efficacy as a mediating variable, young entrepreneurs students are expected to know and participate in many university programs that can encourage their business, such as participating in business exhibitions, collaborating with companies that are expected to increase their self-confidence and help entrepreneurship orientation to run a business well.

4. Conclusion

Based on the discussions and tests that have been carried out regarding the effect of entrepreneurial orientation on entrepreneurial intentions with self-efficacy as a mediating variable on young entrepreneurs who run their businesses in Surabaya, the following conclusions are that entrepreneurial orientation has a significant effect on self-efficacy of

young entrepreneurs in Surabaya. Self-efficacy has a significant effect on the entrepreneurial intention of young entrepreneurs in Surabaya. Entrepreneurial orientation has a significant effect on entrepreneurial intentions on young entrepreneurs in Surabaya. Entrepreneurial orientation influences the entrepreneurial intention of young entrepreneurs in Surabaya, partially mediated by self-efficacy.

The limitations of this study are that the results of the research are most in line with the characteristics of young entrepreneurs in Surabaya, and the researchers cannot directly reach the respondents when filling out the questionnaire. We suggest that universities can increase their focus on student entrepreneurial orientation because a clear and strong orientation at the beginning will lead to high entrepreneurial intentions as well. Suggestions for further research is to consider other mediating variables that can affect the relationship between entrepreneurial orientation and entrepreneurial intention for future research. Sampling was also reproduced in order to be more representative of the population.

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ATTACHMENT

Table A. Description of Entrepreneurial Orientation Variables

Statements	Answers										Mean	Standard Deviation
	1		2		3		4		5			
	T	%	T	%	T	%	T	%	T	%		
X1	1	0,98	5	4,90	11	10,78	59	57,84	26	25,49	4,02	0,808
X2	0	0,00	1	0,98	13	12,75	53	51,96	35	34,31	4,20	0,690
X3	0	0,00	1	0,98	10	9,80	52	50,98	39	38,24	4,26	0,674
X4	0	0,00	0	0,00	10	9,80	51	50,00	41	40,20	4,3	0,642

											0	
X5	0	0,00	1	0,98	10	9,80	47	46,08	44	43,14	4,31	0,689
X6	0	0,00	2	1,96	14	13,73	52	50,98	34	33,33	4,16	0,728
X7	0	0,00	1	0,98	10	9,80	55	53,92	36	35,29	4,24	0,663
X8	0	0,00	5	4,90	16	15,69	47	46,08	34	33,33	4,08	0,829
X9	0	0,00	0	0,00	9	8,82	51	50,00	42	41,18	4,32	0,632
X10	1	0,98	8	7,84	29	28,43	37	36,27	27	26,47	3,79	0,958
X11	0	0,00	1	0,98	13	12,75	58	56,86	30	29,41	4,15	0,666
X12	0	0,00	0	0,00	10	9,80	57	55,88	35	34,31	4,25	0,620
X13	0	0,00	5	4,90	32	31,37	43	42,16	22	21,57	3,80	0,833
X14	0	0,00	2	1,96	21	20,59	49	48,04	30	29,41	4,05	0,763
X15	0	0,00	0	0,00	12	11,76	53	51,96	37	36,27	4,25	0,652
Entrepreneurial Orientation											4,14	

Table B. Description of Self-Eficacy Variables

Statements	**Answers**										**Mean**	**Standard Deviation**
	1		**2**		**3**		**4**		**5**			
	T	**%**	**T**	**%**	**T**	**%**	**T**	**%**	**T**	**%**		
M1	0	0,00	0	0,00	7	6,86	49	48,04	46	45,10	4,38	0,614
M2	0	0,00	5	4,90	16	15,69	55	53,92	26	25,49	4,00	0,783
M3	2	1,96	10	9,80	17	16,67	31	30,39	42	41,8	3,99	1,076
M4	1	0,98	4	3,92	19	18,63	50	49,02	28	27,45	3,98	0,844
M5	1	0,98	0	0,00	8	7,84	57	55,88	35	34,31	4,25	0,699
M6	0	0,00	1	0,98	6	5,88	52	50,98	42	41,18	4,35	0,655

Self-Eficacy	4,16	

Table C. Description of Entrepreneurial Intention Variables

Statements	Answers										Mean	Standard Deviation
	1		2		3		4		5			
	T	%	T	%	T	%	T	%	T	%		
Y1	0	0,00	0	0,00	3	2,94	50	49,02	49	48,04	4,45	0,556
Y2	0	0,00	3	2,94	16	15,69	46	45,10	36	35,29	4,16	0,805
Y3	0	0,00	6	5,88	25	24,51%	47	46,08	24	23,53	3,87	0,840
Y4	3	2,94	2	1,96	10	9,80	38	37,25	49	48,04	4,25	0,930
Y5	1	0,98	4	3,92	15	14,71	51	50,00	31	30,39	4,05	0,837
Y6	0	0,00	1	0,98	5	4,90	54	52,94	41	40,20	4,35	0,639
Y7	1	0,98	1	0,98	7	6,86	48	47,06	45	44,12	4,32	0,733
Y8	0	0,00	0	0,00	1	10,78	53	51,96	38	37,25	4,26	0,644
Entrepreneurial Intention											4,21	

Table D. Validity and Table E. Reliability

Variable	Statement	*Pearson Correlation*	Significance Value	Decisions
Entrepreneurial Orientation (X)	1	0,423	0,000	VALID
	2	0,452	0,000	VALID
	3	0,369	0,000	VALID
	4	0,558	0,000	VALID
	5	0,551	0,000	VALID
	6	0,599	0,000	VALID
	7	0,622	0,000	VALID
	8	0,602	0,000	VALID
	9	0,552	0,000	VALID
	10	0,642	0,000	VALID
	11	0,622	0,000	VALID
	12	0,598	0,000	VALID
	13	0,592	0,000	VALID
	14	0,694	0,000	VALID
	15	0,635	0,000	VALID
Self-Eficacy (M)	16	0,476	0,000	VALID
	17	0,535	0,000	VALID
	18	0,478	0,000	VALID
	19	0,591	0,000	VALID
	20	0,465	0,000	VALID
	21	0,480	0,000	VALID

Entrepreneurial Intention (Y)	22	0,605	0,000	VALID
	23	0,493	0,000	VALID
	24	0,596	0,000	VALID
	25	0,356	0,000	VALID
	26	0,459	0,000	VALID
	27	0,603	0,000	VALID
	28	0,295	0,003	VALID
	29	0,573	0,000	VALID

Cronbach Alpha	Statements	*Cronbach Alpha if item deleted*	Decision
0,871	1	0,870	RELIABEL
	2	0,871	RELIABEL
	3	0,871	RELIABEL
	4	0,864	RELIABEL
	5	0,866	RELIABEL
	6	0,862	RELIABEL
	7	0,861	RELIABEL
	8	0,862	RELIABEL
	9	0,863	RELIABEL
	10	0,860	RELIABEL
	11	0,859	RELIABEL
	12	0,862	RELIABEL
	13	0,859	RELIABEL
	14	0,855	RELIABEL
	15	0,859	RELIABEL
0,632	16	0,556	RELIABEL
	17	0,577	RELIABEL
	18	0,592	RELIABEL
	19	0,591	RELIABEL
	20	0,600	RELIABEL
	21	0,611	RELIABEL
0,750	22	0,728	RELIABEL
	23	0,711	RELIABEL
	24	0,736	RELIABEL
	25	0,728	RELIABEL
	26	0,738	RELIABEL
	27	0,700	RELIABEL
	28	0,745	RELIABEL
	29	0,709	RELIABEL

Table F1. Normalitas

One-Sample Kolmogorov-Smirnov Test	
	Unstandardized Residual
Test Statistic	,064
Asymp. Sig. (2-tailed)	,200c,d

Table F2. Multikoliniearitas

Model Regresi	VIF	Tolerance	Keputusan
X ke M	1	1	Tidak Terjadi Multikoliniearitas
M ke Y	1	1	Tidak Terjadi Multikoliniearitas
X ke Y	1	1	Tidak Terjadi Multikoliniearitas
X ke Y melalui M	0,460	2,174	Tidak Terjadi Multikoliniearitas

Table F3. Heteroskedastisitas

Uji H	Nilai sig. (2-tailed)	Keputusan
Orientasi Berwirausaha	0,358	Tidak Terjadi Heteroskedastisitas
Efikasi Diri	0,488	Tidak Terjadi Heteroskedastisitas
Niat Berwirausaha	0,351	Tidak Terjadi Heteroskedastisitas

Table G. Multiple Regression

Model	Constant	T	Koefisien (β)	Signifikansi (sig)
X ke M	0,867	10,836	0,795	0,000
M ke Y	2,044	6,392	0,522	0,000
X ke Y	1,567	7,692	0,639	0,000
X ke Y melalui M	1,402	4,017	0,488	0,000

Table H1. Uji t

Model	t	Sig.
Entrepreneurial Orientation to Entrepreneurial Intention (X to Y)	7,692	0,000
Self-Efficacy to Entrepreneurial Intention(M to Y)	6,392	0,000
Entrepreneurial Orientation to Self-Efficacy(X to M)	10,836	0,000

Table H2. Uji F

Model	F	Sig.
Entrepreneurial Orientation and Self-Efficacy to Entrepreneurial Intentions	31,588	0,000

Table I. Coefficient of Determination and Adjusted R^2

Model Summary		
Model	**R 2**	**Adjusted R^2**
Entrepreneurial Orientation to Self-Efficacy (path a)	0,540	0,535
Self-efficacy to Entrepreneurial Intentions (path b)	0,290	0,283
Entrepreneurship Orientation to EntrepreneurialIntentions (line c)	0,372	0,365
Entrepreneurial orientation to entrepreneurial intentionthrough self-efficacy (path c')	0,390	0,377