

# The Role Of Self Efficacy As Mediating The Influence Of Family Environment And Social Environment On Student Entrepreneur Interest

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**Abstract:** Unemployment is a social problem that exists in society that needs to be resolved. One solution to overcome unemployment by growing entrepreneurship interest in student self. Interest in entrepreneurship can grow because of within the student itself and other factors that influence such as environmental factors. Family environment is the main environment of students who can form the character of each student's personality and is a place where the values related to the activities of entrepreneurship can be taught. The social environment is the environment in which students interact with the community, activities related to entrepreneurship that they follow can make them more confident so as to foster interest in entrepreneurship more higher

**Index Terms:** Family Environment, Family Education, Self-efficacy, Social Environment, Social Norms, Student Entrepreneurship Intention, Unemployment

## INTRODUCTION

The more advanced a country the more people are educated, and many people are unemployed, the more it feels the importance of the entrepreneurial world. Development will be more successful if supported by entrepreneurs who can open employment due to limited government ability. Therefore, entrepreneurship is a potential development, both in quantity and in quality of entrepreneurship itself. Nowadays we face the fact that the number of Indonesian entrepreneurs is poor and the quality is not great (Alma, 2013)[4]. Indonesia is a country with the largest population in the world, after China, India, and the United States. The large population of Indonesia is not balanced by the number of entrepreneurs. The number of entrepreneurs in Indonesia is only 0.24% of the population, America 11%, Singapore 7%, and Malaysia 5%. The motivation of some Indonesian population for entrepreneurship is relatively low. Having an entrepreneurial profession is generally a last resort because it has found difficulties in other options (Suparyanto, 2016)[42]. Entrepreneurship, therefore, has been viewed as the 'panacea to the unemployment problem', in other words, entrepreneurship is perceived as a solution to the unemployment rate (Ahmad & Xavier, 2012)[44]. Krueger et al. (2000)[22] and Kolvereid & Isaksen (2006)[21] claim that intentions are the single best predictor of most planned behaviour, including entrepreneurial behaviour. Entrepreneurship is considered to be the discovery/creation, evaluation and exploitation process of opportunity, and it requires the preparedness to realize and/or create that opportunity (Sabah, 2016)[32]. Entrepreneurial intentions may be defined as a position to owning a business or becoming self-employed. Entrepreneurial intentions are also considered as personal orientations which might lead to venture creations (Baporikar, 2016)[7]. One of the factors that drive people who trigger someone to jump into the business world is a commitment or a high interest in business (Alma, 2013)[4]. Family environment is the primary agent of socialization. A family is a primary group which requires people who are intimate and have frequent face-to-face contact with one another, have norms (that is, expectations regarding how members in the group should behave) in common and share mutually enduring and extensive influences. Thus, family members as members of a primary group have extreme influence upon each other (Zastrow & Karen, 2007)[13].

Previous research that examines the family environment has an effect on entrepreneurship intention: Aini (2015)[1], Yulinasari (2016)[50], Tao Shen et al. (2017)[45], Cai (2017)[12], Fazira et al. (2017)[37], Jagannathan et al. (2017)[30], and Jamel et al. (2017)[14]. The social environment, social context, sociocultural context or milieu refers to the immediate physical and social setting in which people live or in which something happens or develops. It includes the culture that the individual was educated or lives in, and the people and institutions with whom they interact (Barnett & Casper, 2001)[8]. Previous research that examines the social environment has an effect on entrepreneurship intention : Peng et al. (2012)[51], Wiyanto (2014)[49], Khuong et al. (2016)[25], Malebana (2016)[23], and Ibrahim et al. (2016)[18]. Self-efficacy is defined as a personal judgement of "how well one can execute courses of action required to deal with prospective situations" (Bandura, 1982)[5]. Expectations of self-efficacy determine whether an individual will be able to exhibit coping behavior and how long effort will be sustained in the face of obstacles. Individuals who have high self-efficacy will exert sufficient effort that, if well executed, leads to successful outcomes, whereas those with low self-efficacy are likely to cease effort early and fail (Stajkovic, 1998)[39]. Regarding entrepreneurship research, self-efficacy was positively related to an intent to start a business. Previous research that examines the self-efficacy has an effect on entrepreneurship intention : Tsai (2014)[46], He Jiang (2017)[15], Hu Mei et al. (2017)[17], and Sukmaningrum (2017)[41]. The initial efficacy experiences are centered in the family. (Bandura, 1997)[6]. Previous research that examines the family environment has an effect on self-efficacy : Suyun Huang (1999)[43], Hangrove et al. (2002)[11], Aini (2015)[1], and Puspitaningsih (2016)[29]. But as the growing child's social world rapidly expands, peers become increasingly important in children's developing selfknowledge of their capabilities (Bandura, 1997)[6]. Previous research that examines the social environment has an effect on self-efficacy : Peng et al. (2012)[51], Pettersdotter et al. (2016)[52], Shangui Hu et al. (2017)[36], and Oluwafunmilayo et al. (2018)[3].

## Method

This paper using literature review as method. Literature review is a study that examines or critically reviews the theory, ideas, or findings contained within the body of academic-oriented literature, and formulates theoretical and methodological contributions to a particular topic. Then, from these sources can be deduced based on the problem being discussed.

## Theoretical Review

### Entrepreneurship Intention

Intention is a mental state that represents a commitment to carrying out an action or actions in the future. Intention involves mental activities such as planning and forethought (Bratman, 1987)[10]. Entrepreneurship is the process of designing, launching and running a new business, which is often initially a small business. The people who create these businesses are called entrepreneurs (Yetisen et al, 2015)[2]. Ozarelli & Nancy (2016)[26], define entrepreneurial intention "the intention to start a new business." Entrepreneurial intention is defined as the mind sets that directs, guide, coordinate and control the basic concept (action) of new business development, implementation and evaluation (Bird, 1988)[9]. The exploitation of entrepreneurial opportunities may include (Hisrich, 2011)[16]:

1. Developing a business plan
2. Hiring the human resources
3. Acquiring financial and material resources
4. Providing leadership
5. Being responsible for both the venture's success or failure
6. Risk aversion

### Family Environment

One of the primary functions of the family involves providing a framework for the production and reproduction of persons biologically and socially. This can occur through the sharing of material substances (such as food); the giving and receiving of care and nurture (nurture kinship); jural rights and obligations; and moral and sentimental ties (Schneider, 1984)[33]. The family is the center of the child's life, as infants are totally dependent on others. The family teaches children cultural values and attitudes about themselves and others – see sociology of the family. Children learn continuously from the environment that adults create. Children also become aware of class at a very early age and assign different values to each class accordingly (Macionis & Linda 2011)[24]. Three sources can lead to entrepreneurial intention of business creation among individuals providing by family, a source of prior family business experience, a source of information, and financial resources (Kadir, 2017)[20].

### Social Environment

The social environment (milieu social) it contained internalised norms and representations of social forces/social facts (Hamilton 1990)[27]. The social environment is the area where the various social interactions between different groups take place (Purba, 2002)[28]. Institutions are "stable, valued, recurring patterns of behavior". As structures or mechanisms of social order, they govern the behaviour of a set of individuals within a given community. Institutions are identified with a social purpose, transcending individuals and intentions by mediating the rules that govern living behavior (Stanford, 2015)[40]. Formal institutions are explicitly set forth by a

relevant authority and informal institutions are generally unwritten societal rules, norms, and traditions (Carter, 2016)[13]. Institution of higher education was recognised as one of the important component that encourage the students to interpret and educate entrepreneurial characteristics. Universities also play a strong role in promoting entrepreneurship by providing both theoretical and practical knowledge for the students. Therefore, students will use the entrepreneurial knowledge and skills that learnt in the university to assist them to run their own business (Kadir, 2017)[20].

### Self-Efficacy

Self-efficacy is a person's belief in his ability to organize and implement the actions necessary to achieve certain performances (Schunk, 1991)[34]. Self-efficacy is a generative capability that individuals possess including cognitive, social, and emotional. The individual's abilities must be effectively trained and managed to achieve individual goals (Ismail, 2016)[19]. Four factors affecting self-efficacy (Bandura, 1997)[6]:

#### a. Mastery Experience

The experience of mastery is the most important factor determining a person's self-efficacy. Success raises self-efficacy, while failure lowers it.

#### b. Vicarious Experience or Modeling

"If they can do it, I can do it as well". When we see someone succeeding, our own self-efficacy increases, where we see people failing, our self-efficacy decreases.

#### c. Social Persuasion

Social persuasion generally manifests as direct encouragement or discouragement from another person. Discouragement is generally more effective at decreasing a person's self-efficacy than encouragement is at increasing it.

#### d. Physiological and Affective State

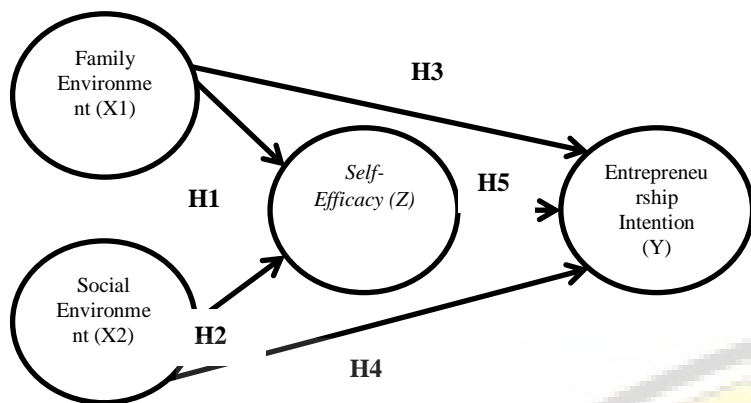
In stressful situations, people commonly exhibit signs of distress: shakes, aches and pains, fatigue, fear, nausea, etc. Perceptions of these responses in oneself can markedly alter self-efficacy

High self-efficacy is indicated by the following behavior (Ismail, 2016)[19] :

1. Be active - select best opportunity
2. Manage the situation - avoid or neutralize obstacles
3. Set goal - establish standarts
4. Plan, prepare, practice
5. Try hard, preserve
6. Creatively solve problems
7. Learn from setbacks
8. Visualize success
9. Limit stress

### Conceptual Framework and Hypotheses

Based on the background and theoretical reviews can be formulated the following conceptual framework:



Based on the conceptual framework above can be formulated hypothesis as follows:

- a. The influence of family environment on entrepreneurship interest

Environment in the form of "role model" also affects entrepreneur interest. These model roles usually look to parents, relatives, other families (grandparents, uncles, aunts, children), friends, spouses, or successful entrepreneurs. Against the work of parents, it is often seen that there are influences from self-employed parents, and owning a business tends to become a business entrepreneur as well, this state of affairs often inspires children since childhood (Alma, 2013)[4]. Family capital Parental or familial capital in the form of finances and social connections have been shown to significantly influence attitudes toward entrepreneurship and actual entrepreneurship behavior (Jagannathan et al, 2017)[30]. Support of previous research conducted by Aini (2015)[1], Yulinasari (2016)[50], Tao Shen et al. (2017)[45], Cai (2017)[12], Fazira et al. (2017)[37], Jagannathan et al. , (2017)[30], and Jamel et al. (2017)[14] which concluded that the family environment has an effect on student entrepreneur interest. Based on the theory and empirical evidence, the first hypothesis can be drawn that states that there is a relationship between the family environment with entrepreneurial interest.

H1 : Family environment has a significant effect on entrepreneurship interest.

- b. The influence of social environment on entrepreneurship interest

Encouragement of friends is quite influential on the spirit of opening a business, because it can discuss more freely, provide assistance, provide understanding, and no need to fear criticism (Alma, 2013)[4]. The environment where the individuals interact has great influence in the decision to become entrepreneurs (Barral et al. 2018). Support of previous research conducted by Peng et al. (2012)[51], Wiyanto (2014)[49], Khuong et al. (2016)[25], Malebana (2016)[23], dan Ibrahim et al. (2016)[18] which concluded that the social environment has an effect on student entrepreneur interest. Based on the theory and empirical evidence, a second hypothesis can be drawn that states that there is a relationship between the social environment with entrepreneurial interest.

H2 : Social Environment has a significant effect on Interest in Entrepreneurship.

- c. The influence of family environment on self-efficacy  
Beginning in infancy, families provide experiences that influence children's self-efficacy. Families differ in capital, such as financial or material resources (e.g., income), human or nonmaterial resources (e.g., education), and social resources (e.g., social networks and connections). In general, families with greater capital provide richer experiences that raise children's self-efficacy (Schunk, 2005)[35]. Support of previous research conducted by Suyun Huang (1999)[43], Hangrove et al. (2002)[11], Aini (2015)[1], dan Puspitaningsih (2016)[29] which concluded that the family environment has an effect on self-efficacy. Based on the theory and empirical evidence, can be drawn a third hypothesis that states that there is a relationship between the family environment with the formation of self-efficacy someone.

H3 : Family Environment has a significant effect on Self Efficacy.

- d. The influence of social environment on self-efficacy  
Self-efficacy is grounded in the larger theoretical framework of social cognitive theory. This theory postulates that human functioning results from interactions among personal factors (e.g., cognitions, emotions), behaviors, and environmental conditions (Bandura, 1997)[6]. From this perspective, self-efficacy affects one's behaviors and the environments with which one interacts, and is influenced by one's actions and conditions in the environment (Schunk, 2005)[35]. Support of previous research conducted by Peng et al. (2012)[51], Pettersdotter et al. (2016)[52], Shangui Hu et al. (2017)[36], dan Oluwafunmilayo et al. (2018)[3] which concluded that the social environment has an effect on self-efficacy. Based on the theory and empirical evidence, it can be drawn the fourth hypothesis which states that the social environment affects the formation of one's self efficacy.

H4 : Social Environment has a significant effect on Self Efficacy.

- e. The influence of self-efficacy on entrepreneurship interest

It has been defined as the beliefs in individuals' capacities to successfully perform the tasks required for starting and managing a new business and their expectations towards the outcomes of creating a new venture (Kickul, Wilson, Marlino, & Barbosa, 2007)[53]. An entrepreneur is a person who has an inward strength drive to gain goals (Alma, 2013)[4]. Support of previous research conducted by Hung Tsai (2014)[46], He Jiang (2017)[15], Hu Mei et al. (2017)[17], dan Sukmaningrum (2017)[41] which concluded that the self-efficacy has an effect on student entrepreneurship interest. Based on the theory and empirical evidence, it can be drawn the fifth hypothesis which states that the self-efficacy affects the students entrepreneurship intention.

H5 : Self-Efficacy has a significant effect on Interest in Entrepreneurship.

### Review previous studies

Research to be reviewed with topics The Role of Self Efficacy as Mediating The Influence of Family Environment and Social Environment on Student Entrepreneur Interest The first study

by Yulinasari (2016)[50], the number of samples used in this study amounted to 91 students of first degree economic and business faculty UNDIP 2012-2015. The analytical tool used using multiple linear analysis. The results of the study concluded simultaneously the gender and family environment variables influence student entrepreneurship interest by 10.5% and the remaining 89.5% are influenced by other factors. A second study by Tao Shen et al. (2017)[45], the number of samples used in this study as many as 473 students at large universities in the United States with an analysis tool using Structural Equation Modeling (SEM). The results of the study mentioned the perceived family support had a significant positive effect on the desire and the possibility to start a business on the students. A third study by Cai (2017)[12], sampling was conducted on 274 respondents in 6 different departments at Fuzhou University with Stratified Sampling Method technique. The analysis used using regression analysis. The result of the research concludes that family economic background has a significant negative effect on entrepreneurship interest. It means students who have bad economic background are eager to entrepreneurship to break the cycle of poverty, while students with strong background tend to make students look for stable job. The fourth study by Fazira et al. (2017)[37], Samples are taken from as many as 375 students from 8 Malaysian Universities who have undergone recent years on business studies. Data analysis in this research using path analysis (Path Analysis). The result of this research indicate that family background have significant influence to entrepreneurship interest this is proved by Coefficient  $\beta$  equal to 0,155, Tvalue 2,568, Pvalue 0,011,  $r^2$  0,028. The fifth study by Jagannathan et al. (2017)[30], sample determination using Two-stage Sampling Plan, the first stage of 4 Universities selected randomly, then the second stage determines the number of respondents so that obtained as many as 209 students. The analysis used in this research use probit regression model analysis. The results show that having a family with large social capital increases the likelihood of entrepreneurship interest in youth by 14%. On the 10 rankings that have family contacts ranked 3rd with a value of 13.92% which has a significant effect on marginal effect. The sixth study by Jamel et al. (2017)[14], the subject of this research is a new student at the department of economics and administration at the Islamic University of Al-Imam Mohammad bin Saud on the grounds that the students have not received entrepreneurship lessons. Data analysis using Multiple Regression Analysis and Correlation Analysis. This study concludes that family background variables entrepreneurship and social norms have an influence on entrepreneurship interest. The seventh study by Peng et al. (2012)[51], subject of research to students in nine Chinese Xi'an universities with questionnaire dispersion of 2450 questionnaires. Data analysis using Structural Equation Modeling (SEM). The result of this research concludes that In social environment factors, both supporting policies and entrepreneurial environment of society exert significant positive impact on student's entrepreneurial attitude, subjective norm, and entrepreneurial self-efficacy, which exert significant positive impact on student's entrepreneurial intentions as intervening variables. Eighth research by Wiyanto (2014)[49], the research used quantitative approach with research sample is 50 students of management program of Faculty of Economics Tarumanegara by using purposive sampling method with criterion of sample of student who is

following entrepreneurship subject course. Data analysis in this research using multiple regression analysis. It is concluded that the results of this study are self-efficacy and environmental together have a significant effect on student entrepreneurship interest and self-efficacy partially have significant effect to entrepreneurship intention to student. The ninth study by Khuong et al. (2016)[25], the sample used 401 students aged 18-24 at the National University of Vietnam. This research uses quantitative approach with analysis tool that is multiple regression and path analysis. The results conclude that the external environment has an indirect impact on entrepreneurship interest in Vietnam National University students. The tenth study by Malebena (2016)[23], a sample used as many as 329 final semester students at Rural University of Limpopo province. Data analysis used hierarchical multiple regression analysis. The results indicate that individuals are more likely to form intentions to start a business when they think that their decision to do so would be approved of by those close to them, when entrepreneurial activity is positively valued in the society, when they know other people who are entrepreneurs and successful entrepreneurs, and believe that they would be supported by those close to them when starting a business. The eleventh study by Ibrahim et al. (2016)[18], the sample used in this study were 200 Nigeria students from Eminent Management University, North University Malaysia, and Sintok Kedah Malaysia. The data analysis technique uses The partial least squares path modeling (PLS). The result also revealed that a positive relationship exists between environmental factors with entrepreneurial intention of Nigerian students ( $\beta = 0.84$ ;  $t = 1.556$ ;  $p = 0.06$ ). The twelfth study by Suyun Huang (1999)[43], the sample included 28 university student participants who declare major undecided. Data analysis using Structural Equation Modeling (SEM). The results concluded that self-efficacy variables have influence as the mediation variable between family environment with student career election. The thirteenth research by Byron K. Hangrove (2002)[11], use a sample of 210 college students completed family-of-origin and vocational self-report measures. Using standard multiple regression analyses. The findings suggest that family-of-origin interaction patterns may play small, yet significant roles in the formulation of clear and stable career goals and the promotion of self-confidence in regard to completing career planning activities. The fourteenth study by Aini (2015)[1], research subjects use 20% of student population of Faculty of Economics, University of Jakarta so that the respondents can be 74 students. The approach used is correlation approach with data analysis using path analysis (Path Analysis). The results showed that the magnitude of the direct influence of the family environment on the motivation of entrepreneurship of 58.1%. The magnitude of the family's immediate family contribution to self-efficacy was 38%. The Fifteenth research by Puspitaningsih (2016)[29], research subject of STKIP PGRI Trenggalek students who have taken entrepreneurship course. The method of analysis using path analysis with data collection techniques are questionnaires and interviews. The results showed that the family environment has an effect on self-efficacy of 3.24%. The Sixteenth research by Peng (2012), Based on a survey of 2,010 senior university students from nine universities in Xi'an, China. Using Structural equation Modelling (SEM). The results show that the perceived subjective norm of university students has significantly positive influence on their entrepreneurial

attitude and the entrepreneurial self-efficacy while all these factors influence their entrepreneurial intentions significantly. The seventeenth study by Pettersdotter et al (2016)[52], A total of 370 students at Leuphana University Lüneburg took part in the survey. Using regression linear method. It was found Social contacts seem to play a decisive role in developing higher self-efficacy while sojourning. Eighteenth research by Shangui Hu et al. (2017)[36], a total of 248 questionnaires were used in the current research. examined the convergent validity with factor loading, composite reliability (CR), Cronbach alpha, and average variance extracted (AVE). findings indicate that both informational and socializing usage of social media increase individual's self-efficacy whereby individual cultural intelligence is developed. In addition, cultural intelligence effectively enhances increasing of individual's self-efficacy. The nineteenth study by Oluwafunmilayo et al. (2018)[3], total 558 respondents from Covenant University students in Nigeria. Using Structural Equation Modelling (SEM).Based on the findings of this study, it can be stated that entrepreneurship education impacts on students' entrepreneurial attitude and self-efficacy which increases the likelihood of entrepreneurial intentions among students". The twentieth study by Hung Tsai (2014)[46], Based on a sample of 308 valid responses, regression analysis yielded two noteworthy results. entrepreneurial self-efficacy positively affects intention through attitudes toward entrepreneurship and planned entrepreneurial control. The twenty-first study by He Jiang (2017)[15], the object of first survey is the 80 students colleges and universities, the content including: the background information, the quality of entrepreneurship education and entrepreneurial orientation. 5 months later, the second survey is implemented. In this study, using hierarchical regression. entrepreneurial self-efficacy has a significant positive effect on entrepreneurial intention ( $M\beta$ ,  $\beta = 0.28$ ,  $p < 0.01$ ). The twenty-second study by Hu Mei et al. (2017)[17], Participants were recruited from four universities in Guangzhou, China, conducted a survey among 320 college students. using standard deviations, and correlations among variables indicated descriptive information from multiple perspectives. Entrepreneurial self-efficacy affect on entrepreneurial intention (0,324 / 32,4%) The twenty-third study by Sukmaningrum (2017)[41], The sampling technique which used is proportional stratified sampling with the total sample 69 students. The analysis tool which used is multiple linear regression thus has tested the validity and reliability first. The first hypothesis (H1) which states that self efficacy has a positive effect on entrepreneurial intentions can be accepted. This is evidenced by the results of t test calculations that show the value of self-efficacy variable of 2600 with the probability significance of 0.12. this research use 5% significance level and this efficacy variable get value less than 0.05, so it can be concluded that self efficacy variable have positive and significant effect to entrepreneurship intention.

### Conclusions and Suggestions

Based on the review of several journals it can be drawn conclusion:

- There is influence between family environment with student entrepreneurship interest
- There is influence between social environment and student entrepreneur interest
- There is influence between family environment and student self-efficacy

- There is an influence of the social environment with student self-efficacy
- There is influence of self-efficacy with student entrepreneur interest.

The underlying conclusions are based on a review of some of the supporting research journals. The family environment as the main environment becomes a personality-shaping environment for students. learning entrepreneurial values should be done early and given as insetif possible so that later after the students graduate they will not be confused in finding a job but can create their own jobs. Students who already have capital from the family related to entrepreneurship activities tend to have strong confidence to undertake entrepreneurship activities. The social environment is the environment where students interact. Any interaction can affect their desires. The support of friends, active in the business community, actively participate in entrepreneurship activities on campus can add confidence to conduct entrepreneurial activities. If self-confidence will entrepreneurship has grown in a student's interest in entrepreneurship will be higher. This will indirectly reduce the unemployment problem.

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