THE ROLE OF FAMILY SUPPORT AND INTERNAL LOCUS OF CONTROL IN ENTREPRENEURIAL INTENTIONS OF VOCATIONAL HIGH SCHOOL STUDENTS’

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Abstract
The purpose of this study was to examine the relationship between family support and internal locus of control with entrepreneurial intention in grade XII students attending SMK Muhammadiyah 3 Yogyakarta (Muhammadiyah 3 Yogyakarta Vocational High School). From 172 grade XI students attending the school, 93 were sampled to participate in the study. This study used a cluster-sampling technique. The data was collected using the Entrepreneurial Intent Scale, the Family Support Scale and the Internal Locus of Control Scale. Multiple regression techniques were used to analyze the data on SPSS 19.0. The results indicate that there is a very significant positive relationship between family support and internal locus of control with entrepreneurial intention, family support and entrepreneurial intention, as well as internal locus of control and students’ entrepreneurship intention. The contribution of family support and internal locus of control towards entrepreneurial intention is 7.28% and 21.1%, respectively.

Keywords: family support, entrepreneurial intention, internal locus of control

INTRODUCTION
In 2018, Central Bureau Statistics [Badan Pusat Statistic (BPS)] released that 5.13 per cent of the Indonesian population, or equivalent to 6.87 million people, are in open unemployment. Based on the educational background, vocational high school graduate contributes the highest number of unemployment at 8.92 per cent. The number of unemployed vocational high school graduates is particularly high due to an imbalance between the education curriculum in vocational high schools and the number of work demand from the industrial and service sectors (Soputan, 2017). That problem contrary to the expectation of establishing vocational high schools which is to create work-ready graduates (Utami, 2013). One way to reduce unemployment is through entrepreneurship development (Asad, Ali, & Islam, 2014). In addition to bringing a solution for unemployment, entrepreneurship is also a measure of economic growth and development in a country (Naudé, 2011). The development of entrepreneurial interest and skills is crucial; thus, there is a need for entrepreneurship education as an effort to develop students’ interest in developing a business enterprise, otherwise known as entrepreneurial intention (Agung, Mukhadis, Sutadji, & Purnomo, 2018).

Entrepreneurial intention is individuals’ desire to carry out entrepreneurial activities by developing new business through existing business opportunities (Ramayah & Harun, 2005). Entrepreneurial intention allows individuals to have a positive attitude and behaviour regarding various risks that may arise in entrepreneurship (Gelderen, Brand, Van Praag, Bodewes, Poutsman, & Van Gils, 2008). Individuals who possess entrepreneurial intention can deliberate about and develop new businesses ventures (Rasli, Khan, Malekifar, & Jabeen, 2013). Entrepreneurial intention consists of four dimensions, namely: 1) Desire, which is the internal drive in the form of interest and desire to start a business; 2) Preferences, which is the sense that entrepreneurship attainment is a necessity; 3) Plans, which is a desire to start a business in the future. 4) Behaviour expectancies, which is the possibility for entrepreneurship followed by a goal of starting a business.
Students with high entrepreneurial intention have a positive attitude towards entrepreneurship (Liñán, Rodríguez-Cohard, & Rueda-Cantuche, 2010), strive to turn entrepreneurial intention into entrepreneurial behaviour (Hou, Liu, Wu, & Yan, 2017), demonstrate entrepreneurial activities (Beynon, Jones, Pickernell, & Maas, 2020), are ready to face entrepreneurship risks (Delanoë-Gueguen, & Liñán, 2018), and can establish a business venture in the future (Moi, Adeline, & Dyana, 2011). Conversely, students with low entrepreneurial intention tend to have unfavourable perceptions about the various risks that one must face in entrepreneurship (Ozaralli, & Rivenburgh, 2016), are confused when faced with entrepreneurship opportunities (Hu, & Ye, 2017), and give up easily when encountering entrepreneurial obstacles (Alammari, Newbery, Haddoud, & Beaumont, 2019). On a broader sense, low entrepreneurial intention lead to lower employment (Nsahlai, Zogli, Lawa, & Dlamini, 2020).

Various factors influence entrepreneurial intention, one of which is social support (Son, Jung, & Lee, 2018; Shiri, Mohammadi, & Hosseini, 2012; Kadir, Salim, & Kamarudin, 2012). Social support is the perception or experience of being loved, cared for, valued, and supported by others (Taylor, 2011). Among the various type of social support, one that has been found to influence entrepreneurial intention is family support (Edelman, Manolova, Shirokova, & Tsukanova, 2016). Family support is defined as a family’s behaviour and attitude in accepting its family members, which can take the form of emotional, informational and instrumental support (Friedman, 2010). Support can provide physical and psychological comfort in dealing with stress (Baron & Byrne, 2005) and can also take the form of motivation, advice, information, and real help (Smet, 2004).

Sarafino and Smith (2014) suggested that family support includes several aspects, namely: 1) Emotional support, which involves expression of feelings, empathy, and attention to an individual, allowing one to feel comfortable, loved and cared for; 2) Appreciation support, which is a positive evaluation towards other’s ideas, feelings and performance, manifested through expressions of respect for family members; 3) Instrumental support, involving family members as a source of aid and unwavering supporting, can take the form of supervision, fulfilment of personal needs, as well as financial assistance or help in completing a task; 4) Informative support, which can take the form of information, advice, guidance and feedback on how to solve a particular problem.

Supportive families tend to increase togetherness over time and become a source of support for each other (Edelman, Manolova, Shirokova, & Tsukanova, 2016). Family support in the entrepreneurial context can take the form of information as well as help in acquiring or providing venture capitals, especially financial capitals (Jaskiewicz, Combs, & Rau, 2015). Family support eases individuals in deciding to start a business, providing a boost of confidence in their abilities (Sahban, Kumar, & Sri Ramalu, 2015), as well as a positive appraisal of their decisions (Harris, 2006).

In addition to family support, another factor that can influence entrepreneurial intention are personality factors (Altinay, Madanoglu, Daniele, & Lashley, 2012). One dimension of personality that influences entrepreneurial intention is an internal locus of control (Karabulut, 2016). Internal locus of control is the belief that every event that occurs to oneself is caused by factors that exist in his or herself (Phares, 2016). Individuals who believe that their actions result in life happenings tend to believe that: they can control the results of their efforts (Lefcourt, 2001), a particular action can produce the expected results (Muslimah & Nurhalimah, 2012), and one can determine his or her destiny and achievements (Kreitner & Kinichi, 2005; Robbins & Judge, 2007).

Individuals who have an internal locus of control are characterized by their: 1) Ability, defined as the mastery of a skill or the potential to master a skill, which is believed to determine the outcome of their success and failure; 2) Effort, meaning that individuals tend to be
optimistic, have a never-give-up attitude and try their best to control behaviour so that they can realize their desires (Lefcourt, 2001).

Individuals who have a clear vision of their future will strive to realize their desires for entrepreneurship (Entrialgo, Fernández, & Vázquez, 2000; Kristiansen, & Indarti, 2004). Also, strong self-control leads individuals to believe that their quality of life is self-determined; thus, the willingness to work hard for success (Remeikiene, Stariene, & Dumciuviene, 2013). In the entrepreneurial context, individuals with an internal locus of control have a higher chance of undertaking entrepreneurial activities and starting new businesses (Altinay, Madanoglu, Daniele, & Lashley, 2012).

Based on the above explanation, the relationship between family support, internal locus of control and entrepreneurial intention can be illustrated through the following chart:

![Figure 1. The relationship between family support, internal locus of control and entrepreneurial intention](image)

Based on the description of the problem background which is also supported by the results of previous studies, the researcher intended to explore further the relationship between family support and internal locus of control with the entrepreneurial intention grade XII students of Muhammadiyah 3 Yogyakarta Vocational High School (herein after referred to as SMK Muhammadiyah 3 Yogyakarta)

**RESEARCH METHOD**

*Population and Sample*

The population of this study were 172 grade XII students of *SMK Muhammadiyah 3 Yogyakarta*. The sample of this study were 93 students. This study used a cluster sampling technique conducted by randomizing students from each class.

*Instruments*

Data collection was conducted using psychological scales as research instruments, namely the Entrepreneurial Intent Scale, the Family Support Scale and the Internal Locus of Control Scale. Tentama and Abdussalam (2020) developed the Entrepreneurial Intent Scale by referring to the dimensions of entrepreneurial intention according to Gelderen, Brand, Praag, Bodewes, Poutsma and Gils (2008), namely desires, preferences, plans, and behaviour expectancies. The Entrepreneurial Intent Scale used the Likert Scale to measure its intended variable. Examples of the scale of entrepreneurial intention are: “I aspire to become an entrepreneur”, “I like things related to the world of Entrepreneurship”, and “I plan to expand my knowledge about independent business enterprise”.

The Family Support Scale is developed based on aspects of family support suggested by Sarafino and Smith (2014), namely emotional support, appreciation support, instrumental support and informative support. The scaling model used in the family support scale is the Likert Scale. An example of a family support scale includes: “my family respects my opinions”, “my family provides the facilities that I need,” and “my parents provide the best advice when I am in trouble.”
The Internal Locus of Control Scale is constructed based on the dimensions of internal locus of control proposed by Lefcourt (1982), namely ability and effort. The scaling model used in the Internal Locus of Control Scale is the Likert Scale. Example of items in the Internal Locus of Control Scale includes: “my ability to determine my success”, “doing the task with maximum effort will help complete the task quickly.” and “I am able to resolve occurring conflicts”.

**Validity and Reliability**

A pilot testing of the instruments was conducted with 60 students. Results of the pilot testing indicate of instruments that the Entrepreneurial Intent Scale obtained a reliability coefficient (α) of 0.868. The item discriminant power (corrected item-total correlation) ranged between 0.447 to 0.707. The study produced 12 valid and reliable items. Secondly, the Family Support scale obtained a reliability coefficient (α) of 0.957. The item discriminant power (corrected item-total correlation) ranged between 0.450 and 0.831. The study produced 28 valid and reliable items. Finally, the results of the pilot testing on 60 students showed that the Internal Locus of Control Scale obtained a reliability coefficient (α) of 0.860. The item discriminant power (corrected item-total correlation) ranged between 0.352 to 0.677. The study produced 14 valid and reliable items.

**Data Analysis**

Data analysis was conducted using parametric statistical analysis. Multiple regression analysis was conducted on SPSS 19.0 for Windows to examine the relationship between family support and internal locus of control with entrepreneurial intention. The assumption tested before analysis are the normality test, linearity test and multicollinearity test.

**RESULT AND ANALYSIS**

**5.1. Assumptions Testing**

**5.1.1 Normality Test**

Based on the normality test seen in Table 1, the significance value of each variable is as follows: entrepreneurial intention at 0.129 (p> 0.05), family support at 0.100 (p> 0.05), and internal locus of control at 0.072 (p> 0.05). Based on the normality test, it can be concluded that all variables in this study are normally distributed.

Table 1

Results of Normality Test

<table>
<thead>
<tr>
<th>Variable</th>
<th>Score K-SZ</th>
<th>Sig.</th>
<th>Annotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrepreneurial intention</td>
<td>0.083</td>
<td>0.129</td>
<td>Normal</td>
</tr>
<tr>
<td>Family support</td>
<td>0.084</td>
<td>0.100</td>
<td>Normal</td>
</tr>
<tr>
<td>Internal locus of control</td>
<td>0.088</td>
<td>0.072</td>
<td>Normal</td>
</tr>
</tbody>
</table>

**5.1.2 Linearity Test**

Based on Table 2, the linearity test results on entrepreneurial intention and family support acquired an F of 0.451 and p-value of 0.000 (p <0.05), indicating a linear relationship between the two variables. The relationship between entrepreneurial intention and internal locus of control obtained F of 0.919 and p-value of 0.000 (p <0.05), indicating a linear relationship between entrepreneurial intention and linear internal locus of control. Based on these results, it can be concluded that the data in this study meet the linearity requirements.

Table 2

Results of Linearity Test
<table>
<thead>
<tr>
<th>Variable</th>
<th>F Linearity</th>
<th>Sig.</th>
<th>Annotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrepreneurial intention and family support</td>
<td>0.451</td>
<td>0.000</td>
<td>Linear</td>
</tr>
<tr>
<td>Entrepreneurial intention and internal locus of control</td>
<td>0.919</td>
<td>0.000</td>
<td>Linear</td>
</tr>
</tbody>
</table>

### 5.1.3 Multicollinearity Test

Based on the multicollinearity test results in Table 3, family support and internal locus of control obtained a VIF value of 1.883 (VIF < 10) and a tolerance value of 0.531 (tolerance > 0.1). Thus, there is no multicollinearity between family support and internal locus of control.

#### Table 3
Result of Multicollinearity Test

<table>
<thead>
<tr>
<th>Variable</th>
<th>Tolerance</th>
<th>VIF</th>
<th>Annotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family support</td>
<td>0.531</td>
<td>1.883</td>
<td>No multicollinearity</td>
</tr>
<tr>
<td>Internal locus of control</td>
<td>0.531</td>
<td>1.883</td>
<td>No multicollinearity</td>
</tr>
</tbody>
</table>

### 5.2. Hypothesis Testing

#### Partial Hypothesis Testing

The data analysis results in Table 4 shows that there is a relationship between family support and entrepreneurial intention with $r = 0.37$ ($p < 0.01$), meaning that partially, there is a positive and very significant relationship between family support and entrepreneurial intention. The relationship between internal locus of control and entrepreneurial intention obtained $r = 0.504$ ($p < 0.01$), meaning that partially, there was a positive and very significant relationship between internal locus of control and entrepreneurial intention.

#### Table 4
Partial Hypothesis test

<table>
<thead>
<tr>
<th>Variable</th>
<th>$r$</th>
<th>Sig.</th>
<th>Criteria</th>
<th>Annotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family support and entrepreneurial intention</td>
<td>0.371</td>
<td>0.000</td>
<td>$p &lt; 0.01$</td>
<td>Very significant relationship</td>
</tr>
<tr>
<td>Internal locus of control and entrepreneurial intention</td>
<td>0.504</td>
<td>0.000</td>
<td>$p &lt; 0.01$</td>
<td>Very significant relationship</td>
</tr>
</tbody>
</table>

#### Table 5
Simultaneous Hypothesis Testing

<table>
<thead>
<tr>
<th>Variable</th>
<th>$R$</th>
<th>$R$ Square</th>
<th>Sig.</th>
<th>Criteria</th>
<th>Annotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family support and internal locus of control</td>
<td>0.529</td>
<td>0.280</td>
<td>0.000</td>
<td>$p &lt; 0.01$</td>
<td>Very significant relationship</td>
</tr>
</tbody>
</table>
The results of the multiple linear regression analysis in Table 5 show that, simultaneously, family support and internal locus of control have a very significant relationship with entrepreneurial intention in students of SMK Muhammadiyah 3 Yogyakarta. These results indicate that the first hypothesis is accepted, thereby inferring that family support and internal locus of control can predict entrepreneurial intention. Simultaneously, the two independent variables contribute 28% to entrepreneurial intention, while other factors possibly influence 72%. Other factors that can influence entrepreneurial intention include the need for achievement and subjective norms (Mat, Maat & Mohd, 2015), sense of worthiness as entrepreneurs and entrepreneurship barriers (Iskandarini, 2014), educational support (Kadir, Salim & Kamarudin, 2012), entrepreneurship education (Badri, & Hachicha, 2019) and entrepreneurial exposure (Zapkau, Schwens, Steinmetz, & Kabst, 2015). The contribution of family support and internal locus of control to entrepreneurial intention is 7.28% and 21.1%, respectively. Thus, it can be inferred that the contribution of internal locus of control to entrepreneurial intention is more dominant than the contribution of family support.

The results indicate that the second hypothesis is accepted, meaning that there is a very significant relationship between family support and entrepreneurial intention in students of SMK Muhammadiyah 3 Yogyakarta. This result is in line with previous research which also found that family support predicts entrepreneurial intention (Ahmed, & Kayat, 2020; Periera, Mashabi, & Muhariati, 2017; Farooq, Salam, Rehman, Fayolle, Jaafar, & Ayupp, 2018; Turker & Selcuk, 2009). Students have a higher entrepreneurial intention when they have the support needed to establish an enterprise (Ajzen, 2002).

Family support is crucial, particularly for students whose wants are strongly influenced by family support, both emotionally and financially (Liñán, & Santos, 2007; Edelman, Manolova, Shirokova, & Tsukanova, 2016). Students who have high emotional support tend to have stronger entrepreneurial aspirations due to the belief that their families can support them during the various cycles of entrepreneurship which are often unpredictable (Chen & He, 2011). Students who receive from the families support in the form of information regarding entrepreneurship have relatively vast knowledge leading them to become more confident in entrepreneurship (Gelaidan, & Abdullatief, 2017; Odoardi, Galletta, Battistelli, & Cangialosi, 2019).

The results also indicate that the third hypothesis is accepted, meaning that there is a very significant relationship between internal locus of control and entrepreneurial intention in students of SMK Muhammadiyah 3 Yogyakarta. This result is in line with previous research which also found that internal locus of control can predict entrepreneurial intentions (Brunel, Laviolette, & Radu-Lefebvre, 2017; Gök sel, 2011; Gurel, Altinay, & Daniele, 2010; Hsiung, 2018). Students with a high internal locus of control believe that their lives are self-determined, thereby leading them to have the confidence to determine the career path they desire, by being better and bolder in starting business ventures (Gurel, Altinay, & Daniele, 2010).

Students who believe that they can strive to achieve their desires will attempt to realize their entrepreneurial intentions (Rauch, & Frese, 2007) and do things that are considered to bring entrepreneurial success (Karabulut, 2016). Belief in this context consists of students’ belief of becoming entrepreneurs and the belief that the entrepreneurship results can be controlled through various efforts (Obschonka, Silbereisen, & Schmitt-Rodermund, 2010). Through these beliefs, students subsequently build a stronger desire for entrepreneurship.

This study implies that students who have entrepreneurial intention require internal and external factors to realize entrepreneurial behaviours. Students must attempt to develop their
internal locus of control because it is a dominant internal factor that influences entrepreneurial intention. However, internal factors must also have the backing of external factors, namely family support to encourage the formation of students’ entrepreneurial intention to its maximum.

CONCLUSION

In order to be able to apply their learning outcomes upon graduation, entrepreneurial intention has, in recent times, become a crucial need for students of SMK Muhammadiyah 3 Yogyakarta. Students must pay attention to both external and internal factors in developing entrepreneurial intention, namely family support and internal locus of control. Simultaneously, there is a very significant relationship between family support and internal locus of control with entrepreneurial intention in students. Partially, there is a very significant positive relationship between family support and entrepreneurial intentions in students as well as a very significant positive relationship between internal locus of control and entrepreneurial intentions in students. Family support and internal locus of control contribute to entrepreneurial intention. The most dominant contribution is internal locus of control as an internal factor.

Referensi


