

The Influence of Entrepreneurial Self-Efficacy and Locus of Control on Entrepreneurial Intention: The Mediating Role of Entrepreneurial Attitude

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(Received: 17.02.2025; Revise: 12.04.2025; Accepted:30.04.2025)

ABSTRACT

Unemployment remains a critical issue in Indonesia, largely due to the country's high population growth, which intensifies competition for employment opportunities. One effective approach to mitigate this problem is by fostering entrepreneurship and increasing the number of entrepreneurs. This study aims to examine both the direct and indirect effects of entrepreneurial self-efficacy and entrepreneurial locus of control on entrepreneurial intention, with entrepreneurial attitude serving as a mediating variable. A quantitative descriptive explanatory approach was employed, involving a population of 492 students. Using proportional random sampling, 96 students from the Faculty of Economics at Universitas Negeri Makassar were selected as respondents. The findings indicate that entrepreneurial self-efficacy and locus of control significantly influence entrepreneurial intention, both directly and indirectly through entrepreneurial attitude. These results underscore the importance of developing psychological attributes to enhance students' entrepreneurial potential. The study provides valuable insights for educators in guiding students toward entrepreneurial skill development, encouraging them to go beyond product creation and focus on business management, marketing, and strategic decision-making. Future research is recommended to expand the scope of variables and explore more diverse methodologies to deepen the understanding of entrepreneurial behavior in higher education.

Keywords: Entrepreneurial Self-Efficacy, Locus of Control, Entrepreneurial Attitude, Entrepreneurial Intention

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1. INTRODUCTION

Economic problems in developing countries such as Indonesia are closely related to the high unemployment rate. This occurs because Indonesia is a country with a relatively high population growth rate. The large population contributes to intense competition in securing employment. The number of workers exceeds the number of available jobs, and the imbalance in their respective growth over time has resulted in many people of productive age being unable to find employment.

According to data from the Central Statistics Agency (BPS), over the past five years, the unemployment rate in Indonesia has tended to decrease. However, in February 2020, unemployment rose again by 60,000 people—from 6.82 million in February 2019 to 6.88 million a year later. The labor force in 2020 also increased to 137.91 million people, of which 131.03 million were employed. Job losses were primarily observed in the agriculture, trade, and other

service sectors. This unemployment data does not yet reflect the impact of the Covid-19 pandemic, as the first confirmed positive case of Covid-19 in Indonesia only emerged on March 2, 2020. The large-scale social restrictions (PSBB) in Jakarta were implemented on April 10, followed by other regions.

One strategy considered effective in addressing unemployment is increasing the number of entrepreneurs (Athia et al., 2018; Budy, 2017; Lubis, 2018; Nalling & Jannah, 2018). Economic growth in developing countries like Indonesia heavily depends on entrepreneurship. This is in line with Schumpeter's theory, which states that entrepreneurs play a crucial role in economic growth. David McClelland, a sociologist from Harvard, in his book *The Achieving Society*, asserts that a nation's prosperity can be measured by the number of entrepreneurs, ideally reaching at least 2% of the total population. This view aligns with David Osborne's statement in *Reinventing Government*, which notes that a prosperous country should have at least 2% of its population as entrepreneurs. The emergence of new entrepreneurs creates more employment opportunities for the labor force, thereby reducing unemployment and expanding job availability.

Various strategies have been implemented by the government to increase the number of entrepreneurs in Indonesia, one of which is integrating Entrepreneurship courses into the education curriculum, particularly in higher education. The Faculty of Economics at Universitas Negeri Makassar (UNM) is one institution that implements this curriculum, introducing entrepreneurship courses at the early stages of university education. At UNM's Faculty of Economics, entrepreneurship is taught by equipping students with practical entrepreneurial skills so that they are not only capable of generating creative ideas but also of producing prototypes and marketing them.

Two major theories are used by researchers to examine entrepreneurial intention as a predictor of entrepreneurial behavior: The Entrepreneurial Event Theory (Shapero & Sokol, 1982) and the Theory of Planned Behavior (Ajzen, 2005). The Shapero and Sokol model is based on three fundamental elements: perceived desirability (the desire to become an entrepreneur), perceived feasibility (a person's belief in their ability to mobilize resources to build a business), and propensity to act (the drive to take action). This model has received empirical support, such as from Krueger et al. (2000). On the other hand, Ajzen's model explains and predicts how social culture and environment influence human behavior. It focuses on a person's intention, determined by three factors: attitude toward the behavior (individual evaluation), subjective norms (social pressure), and perceived behavioral control (ability to control behavior) (Ajzen, 2005). This theory has been supported by many entrepreneurship researchers, including Kolvereid (1996), Krueger et al. (2000), and Linan (2008).

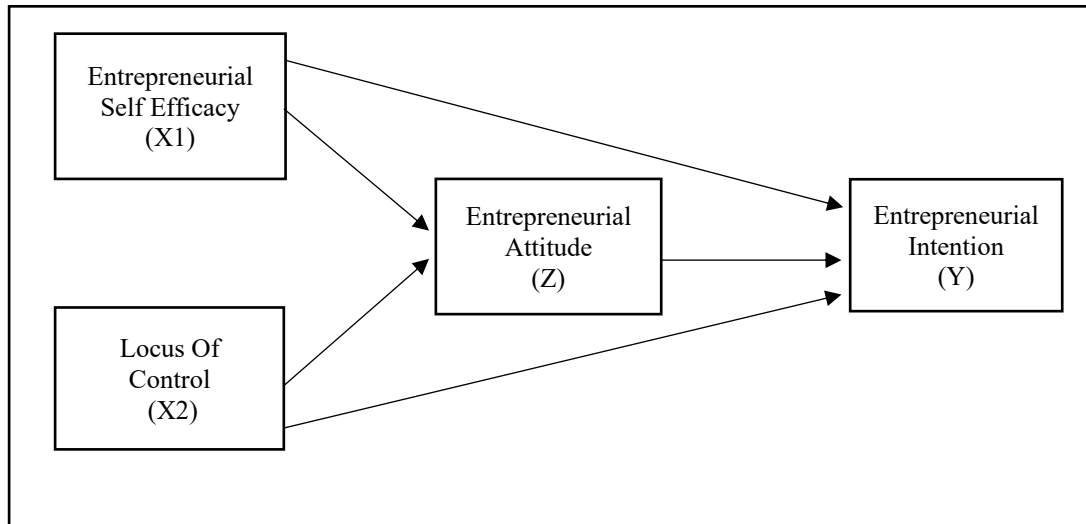
Entrepreneurial intention has been proven to be a primary predictor of future entrepreneurial behavior (Katz, 1992; Krueger et al., 2000; Reynolds, 1995; Schwarz et al., 2009). This study is designed to analyze how background factors such as Entrepreneurial Self-Efficacy, Subjective Norms, and Entrepreneurial Attitude influence Entrepreneurial Intention. These effects are studied not only directly but also indirectly through the mediating role of Entrepreneurial Attitude, following the concept of the Theory of Planned Behavior.

Therefore, investigating the determinants of entrepreneurial intention is a critical issue in entrepreneurship research. Based on the real conditions described above, this study is titled "The Influence of Entrepreneurial Self-Efficacy and Locus of Control on Entrepreneurial Intention through Entrepreneurial Attitude among Students of the Faculty of Economics, Universitas Negeri Makassar." The aim of this study is to examine the direct and indirect effects of entrepreneurial self-efficacy, locus of control, and entrepreneurial attitude on entrepreneurial intention.

2. METHOD

This study adopts a quantitative approach, involving several variables whose influences are tested using numerical data. Quantitative research is defined as a method that tests objective

theories by examining the relationships among variables (Creswell, 2013). This type of quantitative research typically includes descriptive questions regarding both dependent and independent variables, as well as inquiries into how these variables are interrelated (Creswell, 2013). The hypotheses in this study are tested using Path Analysis. The research model is presented as follows.



Picture 1. Research Design

Based on Figure 1 above, this study is categorized as a descriptive explanatory research, which means it describes the influence among the variables studied. "Descriptive" refers to explaining and analyzing the research variables, namely Entrepreneurial Self-Efficacy (X1), Locus of Control (X2), Entrepreneurial Attitude (Z), and Entrepreneurial Intention (Y). Meanwhile, "explanatory" refers to investigating the causal relationships among the research variables through hypothesis testing.

The causal relationships include the direct effects of Entrepreneurial Self-Efficacy (X1) and Locus of Control (X2) on Entrepreneurial Attitude (Z), as well as the indirect effects of Entrepreneurial Self-Efficacy (X1) and Locus of Control (X2) on Entrepreneurial Intention (Y) through Entrepreneurial Attitude (Z) among students of the Faculty of Economics, Universitas Negeri Makassar.

This research design is also grounded in the Conservation of Resources (COR) theory and the Job Demands-Resources (JD-R) theory, as well as previous relevant studies. Based on these foundations, the researcher has formulated hypotheses regarding both direct and indirect influences in this study. Further details can be seen in the summary of hypotheses table below.

Table 1. Summary of Hypotheses

Hypothesis	Information
H1	Entrepreneurial self-efficacy has a positive and direct effect on entrepreneurial attitudes
H2	Entrepreneurial self-efficacy has a positive and direct effect on entrepreneurial intention
H3	Locus of control has a positive and direct effect on entrepreneurial attitudes
H4	Locus of control has a positive and direct effect on entrepreneurial intention
H5	Entrepreneurial intention has a positive and direct effect on entrepreneurial self-efficacy

H6	Entrepreneurial self-efficacy has a positive and indirect effect on entrepreneurial attitude through entrepreneurial intention
H7	Locus of control has a positive and indirect effect on entrepreneurial attitude through entrepreneurial intention

Based on Table 1 above, this study proposes seven hypotheses. These hypotheses aim to test the following relationships: the direct effect of Entrepreneurial Self-Efficacy (X1) on Entrepreneurial Intention (Y); the direct effect of Entrepreneurial Self-Efficacy (X1) on Entrepreneurial Attitude (Z); the direct effect of Locus of Control (X2) on Entrepreneurial Attitude (Z); the direct effect of Locus of Control (X2) on Entrepreneurial Intention (Y); the direct effect of Entrepreneurial Attitude (Z) on Entrepreneurial Intention (Y); the indirect effect of Entrepreneurial Self-Efficacy (X1) on Entrepreneurial Intention (Y) through Entrepreneurial Attitude (Z); and the indirect effect of Locus of Control (X2) on Entrepreneurial Intention (Y) through Entrepreneurial Attitude (Z).

The population in this study includes all active students of the Faculty of Economics at Universitas Negeri Makassar (UNM) who have taken and passed the Entrepreneurship Course across six study programs. The sampling technique used is Proportional Random Sampling, calculated using Slovin's formula, resulting in a total sample of 96 respondents.

Data collection was carried out by identifying the research subjects, which were all students from the Faculty of Economics at Universitas Negeri Makassar, using a questionnaire. The questionnaire used was a closed-ended questionnaire distributed via a digital platform, specifically Google Forms. The measurement scale applied was a Likert scale with five response options:

- 1 = Strongly Disagree
- 2 = Disagree
- 3 = Neutral
- 4 = Agree
- 5 = Strongly Agree

The data were then analyzed using the Statistical Package for the Social Sciences (SPSS), version 26. The data analysis techniques used in this study included descriptive statistical analysis, classical assumption testing, and path analysis.

3. RESULTS AND DISCUSSION

a. Research Results

1) Hypothesis Testing

Hypothesis testing is conducted to examine the direct and indirect effects of exogenous variables on the endogenous variable. A hypothesis is accepted or rejected based on the following criterion: if the p-value is less than 0.05, then H_0 is rejected, indicating that the regression coefficient is statistically significant. The results of the hypothesis testing for both direct and indirect effects can be seen in the following table:

Table 2. Results of the Indirect Effect Hypothesis Test

Model	Coefficients ^a				
	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	t	Sig.
Constant	-,869	1,098		-,791	,431
Entrepreneurial Self Efficacy	,108	,067	,104	1,608	,111
Locus Of Control	,513	,086	,475	5,961	,000
Entrepreneurial Attitude	,410	,069	,404	5,977	,000

R square	0,807
e1	0,898

As for obtaining the effect of error (e1), the formula is used:

$$e1 = 1 - R^2 = \sqrt{1 - 0,807} = 0,439$$

$$Y = \beta_3 X_1 + \beta_4 X_2 + e_2$$

$$Y = 0,104 X_1 + 0,475 X_2 + 0,404 Z + 0,439$$

The coefficient of determination of 0.439 shows the direct effect of Entrepreneurial Self-Efficacy, Locus of Control, and Entrepreneurial Attitude on variable Y Entrepreneurial Intention by 43.9% while 56.1% is influenced by other variables outside the model or this study.

Table 3. Results of the Direct Effect Hypothesis Test

Model	Coefficients ^a				
	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	t	Sig.
Constant	3,916	1,575		2,486	,015
Entrepreneurial Self Efficacy	,077	,099	,075	,778	,438
Locus Of Control	,737	,103	,693	7,150	,000
R square	0,561				
e1	0,749				

As for obtaining the effect of error (e2), the formula is used:

$$e2 = 1 - R^2 = \sqrt{1 - 0,561} = 0,663$$

$$Z = \beta_3 X_1 + \beta_4 X_2 + e_2$$

$$Z = 0,075 X_1 + 0,693 X_2 + 0,663$$

The coefficient of determination of 0.663 shows that the direct effect of Entrepreneurial Self-Efficacy, Locus of Control, on variable Z is 66.8% while 33.2% is influenced by other variables outside the model or this study.

Entrepreneurial Self-Efficacy has a positive and significant effect on Entrepreneurial Intention through Entrepreneurial Attitude.

$$\begin{aligned} \text{Indirect effects} &= X_1 \rightarrow Z \rightarrow Y \\ &= \beta_3 \times \beta_5 \\ &= 0,075 \times 0,404 \\ &= 0,030 \end{aligned}$$

Subjective Norm has a positive and significant effect on Entrepreneurial Intention through Entrepreneurial Attitude.

$$\begin{aligned} \text{Indirect effects} &= X_2 \rightarrow Z \rightarrow Y \\ &= \beta_4 \times \beta_5 \\ &= 0,693 \times 0,404 \\ &= 0,279 \end{aligned}$$

H1: The effect of entrepreneurial self-efficacy on entrepreneurial attitudes, has a significance value of 0.111 < 0.05 and a Beta value of 0.104. Based on these results, it can be concluded that H1 is accepted.

H2: The effect of Entrepreneurial Self-Efficacy on Entrepreneurial Intention, has a significance value of 0.438 < 0.05 and a Beta value of 0.075. Based on these results it can be concluded

- that H2 is accepted.
- H3: The effect of locus of control on entrepreneurial attitude, has a significance value of 0.000 <0.05 and a Beta value of 0.475. Based on these results it can be concluded that H3 is accepted.
- H4: The effect of locus of control on entrepreneurial intention, has a significance value of 0.000 <0.05 and a Beta value of 0.693. Based on these results it can be concluded that H4 is accepted.
- H5: The effect of entrepreneurial intention on entrepreneurial attitude, has a significance value of 0.000 <0.05 and a Beta value of 0.404. Based on these results it can be concluded that H5 is accepted.
- H6: The effect of Entrepreneurial Self-Efficacy on Entrepreneurial Attitude through Entrepreneurial Intention, has a Beta value of 0.141. Based on these results it can be concluded that H6 is accepted.
 $0,075 \times 0,404 = 0,030$
 $0,111 + 0,030 = 0,141$
- H7: The effect of Locus of Control on Entrepreneurial Attitude through Entrepreneurial Intention, has a Beta value of 0.279. Based on these results, it can be concluded that H7 is accepted.
 $0,693 \times 0,404 = 0,279$
 $0,000 + 0,279 = 0,279$

2) Path Analysis

The following are the results of the interpretation of the path analysis which can be seen in table 4 below.

Table 4. Results of Path Analysis

Influence between Variables	Influence		Total
	Direct	Indirect	
Influence X1 → Y	0,104	-	0,104
Influence X2 → Y	0,475	-	0,108
Influence X1 → Z	0,075	-	0,075
Influence X2 → Z	0,693	-	0,693
Influence Z → Y	0,404	-	0,404
Influence X1 → Z → Y	0,104	0,141	0,245
Influence X2 → Z → Y	0,475	0,279	0,754

Based on the structure of this research model, the empirical equation can be made as follows.

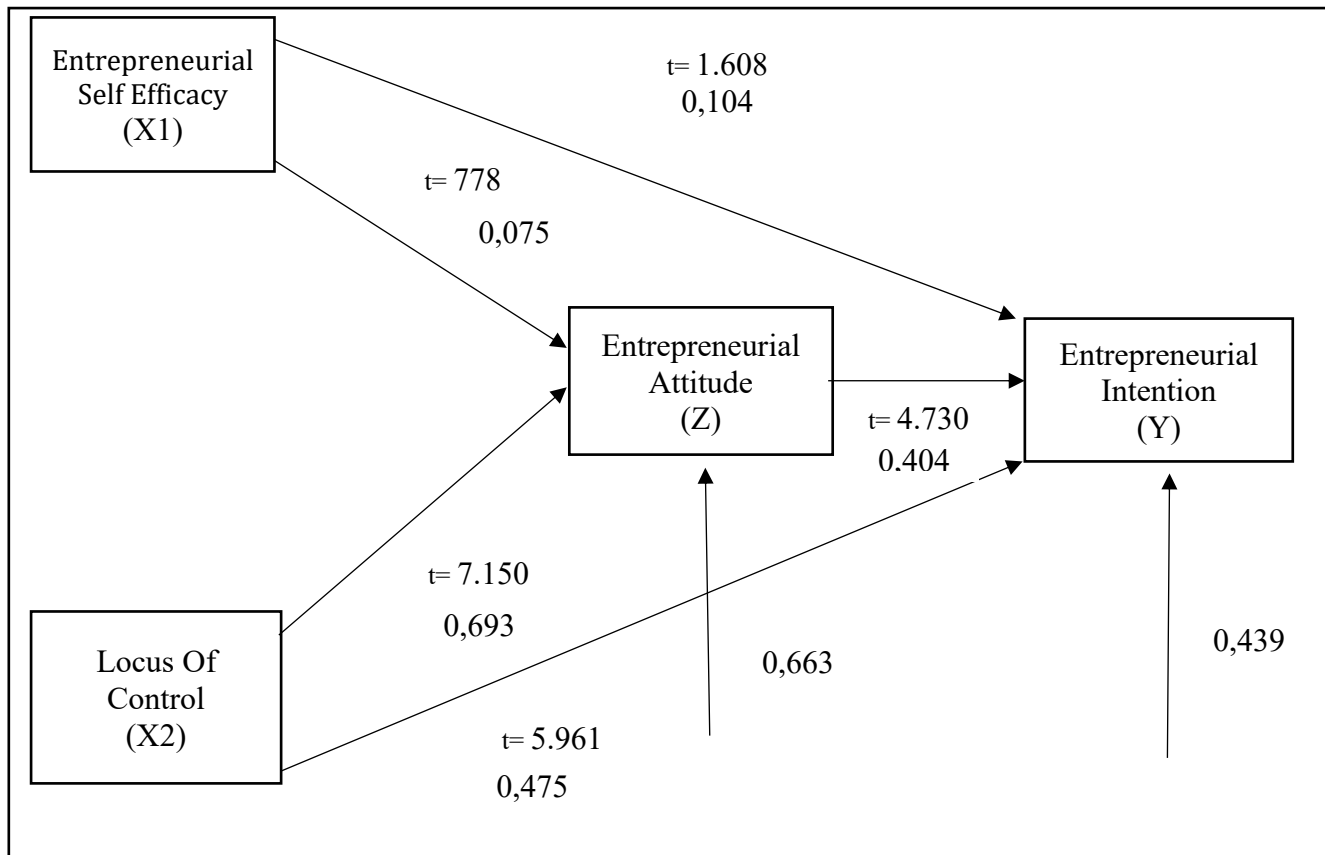
$$Y = \beta_1 X_1 + \beta_2 X_2 + \beta_5 Z + e_1$$

$$Y = 0,104 X_1 + 0,475 X_2 + 0,404 Z + 0,439$$

$$Z = \beta_3 X_1 + \beta_4 X_2 + e_2$$

$$Z = 0,475 X_1 + 0,693 X_2 + 0,663$$

The following presents the results of the path analysis in the form of a diagram.



Picture 2. Results of Path Analysis Model

Coefficient of determination: $R^2 = 1 - P_e^2 * P_e^2 \dots \dots \dots P_e^2$.

The interpretation of (R^2) is as follows:

$$R^2 = 1 - (0,439^2) - (0,663^2) = 1 - 0,084 = 0,915$$

Based on the coefficient of determination above, it shows that the direct and indirect effects are 0.915 or 91.5%, in other words, the information contained in the data (91.5%) is explained by the model. While (8.5%) is explained by variables outside the model or this study.

b. Discussion

1) The Effect of Entrepreneurial Self-Efficacy on Entrepreneurial Attitude among Students of the Faculty of Economics, Universitas Negeri Makassar

The results of this study indicate that there is a positive and significant relationship between entrepreneurial self-efficacy and entrepreneurial attitude among students of the Faculty of Economics at Universitas Negeri Makassar. Entrepreneurial self-efficacy and attitude can be developed to seize opportunities in achieving life goals. The higher a person's confidence in their ability to pursue entrepreneurship, the more positive their entrepreneurial attitude becomes. Such a positive attitude leads to strong belief and the ability to overcome challenges in entrepreneurial activities. These findings align with previous studies by Srigustini (2014), Muliadi & Mirawati (2020), and Srigustini, A. (2014).

2) The Effect of Entrepreneurial Self-Efficacy on Entrepreneurial Intention among Students of the Faculty of Economics, Universitas Negeri Makassar

This study also shows a positive and significant relationship between entrepreneurial self-efficacy and entrepreneurial intention. According to Astarini and Mahmud (2015), self-efficacy refers to an individual's belief in their capability to carry out specific actions in certain circumstances. Individuals with high self-efficacy are more likely to work hard to achieve their goals and remain optimistic and motivated. The higher a person's self-efficacy, the greater their motivation to pursue entrepreneurship, and vice versa. It can be concluded that self-efficacy positively influences entrepreneurial motivation. Ajzen's (1991) Theory of Planned Behavior (TPB) states that behavioral intentions lead to actual behavior, and intentions are shaped by three key factors: attitude toward the behavior, subjective norms, and perceived behavioral control. Attitude reflects one's belief in the outcomes of behavior; subjective norms refer to perceived social pressure from significant others; and perceived behavioral control relates to one's belief in their ability to perform the behavior.

3) The Effect of Locus of Control on Entrepreneurial Attitude among Students of the Faculty of Economics, Universitas Negeri Makassar

Empirical findings of this study indicate a significant relationship between locus of control and entrepreneurial attitude. Attitude is a core factor influencing entrepreneurial intention (Chrismardani, 2016; Nur Ma'rifah, 2019). Entrepreneurial attitude should be cultivated through education as it helps students make future career choices. This attitude enables individuals to identify opportunities, take responsibility, and make bold decisions. Indicators of entrepreneurial attitude include: (1) interest in business opportunities, (2) creative thinking, (3) positive perception of business failure, (4) leadership skills and sense of responsibility, and (5) willingness to face risks and challenges. Entrepreneurial intention is influenced by factors such as Need for Achievement (NAch) and locus of control—both psychological drivers and key personality traits in entrepreneurial behavior.

4) The Effect of Locus of Control on Entrepreneurial Intention among Students of the Faculty of Economics, Universitas Negeri Makassar

This study empirically confirms a significant relationship between locus of control and entrepreneurial intention. Students with a strong internal locus of control believe they have influence over the outcomes in their lives (Mardikaningsih & Halizah, 2022). They exhibit positive control over their actions and tend to find solutions to challenges they face. Such students possess a mindset grounded in the belief that success depends on effort and commitment (Nallapothula et al., 2020). Moreover, those with a strong internal locus of control believe they can overcome entrepreneurial obstacles, which enhances their intention to start a business, confident that their efforts will lead to success (Voda & Florea, 2019).

5) The Effect of Entrepreneurial Intention on Entrepreneurial Self-Efficacy among Students of the Faculty of Economics, Universitas Negeri Makassar

Empirical findings of this research reveal a positive and significant relationship between entrepreneurial intention and entrepreneurial self-efficacy. Dell (2008) defined entrepreneurial intention as an individual's tendency to engage in entrepreneurial performance and activities. Ozaralli and Rivenburgh (2016) noted that entrepreneurial intention is the precursor to engaging in entrepreneurial endeavors. Ismail et al. (2009) suggested that an individual's entrepreneurial potential is revealed through their intention to become an entrepreneur. According to Krueger (1993), entrepreneurial intention reflects a person's commitment to starting a new business and is a central issue in understanding the entrepreneurial process.

6) The Effect of Entrepreneurial Self-Efficacy on Entrepreneurial Attitude through Entrepreneurial Intention among Students of the Faculty of Economics, Universitas Negeri Makassar

The study confirms that entrepreneurial self-efficacy has a positive and significant effect on entrepreneurial attitude through entrepreneurial intention. The hypothesis test showed a t-statistic > 1.96 and a p-value of 0.000. As entrepreneurial self-efficacy and attitude develop, students are more capable of recognizing opportunities to achieve their goals. Increased self-confidence in entrepreneurship leads to a more positive attitude, which in turn fosters strong belief and resilience in facing entrepreneurial challenges. These results are consistent with the studies by Srigustini (2014), Muliadi & Mirawati (2020), and Srigustini, A. (2014).

7) The Effect of Locus of Control on Entrepreneurial Attitude through Entrepreneurial Intention among Students of the Faculty of Economics, Universitas Negeri Makassar

Conceptually, locus of control refers to an individual's personality traits (Rotter, 1966). It pertains to one's perception of life events. Two types of locus of control exist—internal and external—but this study focuses on internal locus of control, which is the extent to which individuals believe they have the ability to manage and control their daily lives (Arkorful & Hilton, 2021). Students with an internal locus of control believe they have influence over their outcomes (Mardikaningsih & Halizah, 2022). They exhibit positive control over their actions and actively seek solutions to difficult situations. This belief system leads to the understanding that success depends on one's effort (Nallapothula et al., 2020). Students with a strong internal locus of control believe they can overcome entrepreneurial challenges, enhancing their intention to start a business. Their belief that success is determined by their effort and commitment leads to stronger entrepreneurial intentions (Voda & Florea, 2019).

4. CONCLUSIONS AND SUGGESTION

a. Conclusions

Based on the research findings and discussion, it can be concluded that both directly and indirectly, Entrepreneurial Self-Efficacy, Locus of Control, and Entrepreneurial Attitude have a significant influence on Entrepreneurial Intention among students of the Faculty of Economics at Universitas Negeri Makassar. Overall, the results of this study indicate that the total direct and indirect effect is 0.915 or 91.5%, meaning that 91.5% of the information contained in the data is explained by the research model. The remaining 8.5% is explained by variables outside the scope of this model or study. This finding indicates that the higher the entrepreneurial self-efficacy and locus of control of a student, the more it positively influences their entrepreneurial attitude as a mediating variable, which in turn shapes the entrepreneurial intention of students at the Faculty of Economics, Universitas Negeri Makassar. This research can serve as a source of information or reference for educators and lecturers to guide and mentor students in developing entrepreneurial skills. Students are encouraged to deepen their understanding of business management—not only focusing on product creation, but also on marketing activities and decision-making related to business evaluation, with the goal of business development.

b. Suggestion

Future researchers are advised to further explore and expand this study, either by incorporating additional variables or by improving and diversifying the research methodology.

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