

The Association between Entrepreneurial Knowledge and Family Environment on Entrepreneurial Interest through Self-Efficacy of Indonesian Youth

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(Received: 12 October 2023; Accepted: 16 November 2023; Published: 30 November 2023)

ABSTRACT

Entrepreneurship knowledge is an internal ability both in terms of creativity, interest and motivation. Able to analyze solutions to possible business risks and reluctant to be shaken by failure. Business should have value and be useful. The purpose of this research is to analyze the influence of entrepreneurial knowledge, family environment, and interest in entrepreneurial students in building a business/enterprise through self-affection. This research is quantitative research using a data processing approach with a population that focuses on entrepreneurial students from the Faculty of Economics and Business, Universitas Negeri Makassar. In this research, data collection used a questionnaire filling technique which was distributed to students. Meanwhile, the sample collection technique used proportional random sampling technique with a sample size of 100 students from a total of 427 students. The data obtained was then processed using the Path Analysis Pattern. The research results show that both directly and indirectly there is a positive and significant influence of entrepreneurial knowledge and family environment on the entrepreneurial interest of entrepreneurship students at the Faculty of Economics and Business through self-efficacy. Except, there is one hypothesis that is not significant, namely the influence of Entrepreneurial Knowledge on Entrepreneurial Interest.

Keywords: *entrepreneurial knowledge, family environment, entrepreneurial interest, self efficacy*

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1. INTRODUCTION

Entrepreneurship is an alternative choice to overcome the increasing unemployment problem. In addition, entrepreneurship can also be useful in improving the welfare and foreign exchange of the country (Indriyani & Subowo, 2019) and What is meant about courage in the context of entrepreneurship is about an individual who does business or entrepreneurship must dare to bear the risks that are likely to occur if running a business for the future (Sitanggang & Luthan, 2019). Entrepreneurship is the ability to assemble and empower everything that is owned (Indoworo, 2016).

Entrepreneurship is an ability to create something new and considered different from before (Ozaralli & Rivenburgh, 2016). Meanwhile, according to Thomas, entrepreneurship is the application of various innovative creativity to solve problems and take advantage of existing opportunities. Entrepreneurship is a person who can establish and run a certain innovative business" (Sudarko & Tjitropranoto, 2018). Entrepreneurship can be defined as a creative, innovative ability or commonly called creating New and difference which is then used as tips,

basis, resources, processes and struggles in creating added value to an item which is then implemented with courage in facing risks.

In addition, some students still have doubts and do not believe in becoming entrepreneurs after graduating from college. This happens because of the view in society, that after a person completes his studies in college, the first step he must take when he becomes a graduate in college is to find a job (Satrionugroho & Tomo, 2020). Meanwhile, entrepreneurship is an effort to create added value by combining resources in new and different ways to win the competition. This added value can be created by developing new technology, discovering new knowledge, finding new ways to produce existing goods and services, and finding new ways to provide satisfaction to consumers. Entrepreneurship can also be said to be newly entered or accepted by society and used as a substitute for careers and livelihoods. Speaking of entrepreneurship, many millennials have decided to enter the world of entrepreneurship, because the way millennials think is very dynamic, so many entrepreneurs are turning their heads. The problem is, many young people have entrepreneurial skills, entrepreneurial ideas, and education, but they don't want to start a business. (Sijabat & Rizkiyah, 2021).

Entrepreneurial knowledge is the ability of individuals to create new ideas and business opportunities through creative thinking and innovative actions. This ability can be measured by mastering various basic competencies in entrepreneurship, such as recognizing the nature and behavior of an entrepreneur, applying a productive work attitude, finding solutions to problems, developing an entrepreneurial spirit, building commitment to yourself and others, taking risks, making wise decisions, showing perseverance and determination, managing conflict, formulating a business vision and mission, analyzing business opportunities, and understanding aspects of business management. In fostering entrepreneurial interest, universities have an important role in introducing knowledge about entrepreneurship (Aini & Oktafani, 2020; Isma et al., 2023).

So entrepreneurial knowledge is all that is known about all forms of information in the form of memory and understanding of how to do business so that it gives rise to the courage to take risks in starting, running and developing a business. Entrepreneurial knowledge is one of the factors that trigger entrepreneurial interest. Someone who has obtained training, seminars, courses entrepreneurship will be interested in entrepreneurship. Wawan and Devi also explained that knowledge is the result of "knowing" and this occurs after people conduct sensing of a particular object while entrepreneurship is a discipline that studies the values, abilities, and behavior of a person in facing the challenges of life and how to obtain opportunities with various risks that may be faced (Anggraeni & Harnanik, 2015).

The family is the smallest unit of society consisting of the head of the family and several people who are gathered and live in one place under a roof in a state of interdependence. According to Salvicion and Celis in the family there are two or more than two individuals who are joined because of the relationship of *daurah*, marriage or appointment, living in one household, interacting with each other and in their respective roles and creating and maintaining a culture. Joe Kathena stated that the environment is everything that is outside the individual which includes physical socio-cultural leaves, this environment is the source of all information received by individuals through their sensory organs, namely sight, smell, hearing, and taste. Furthermore, according to the environment is the whole phenomenon (event, situation, or condition) physical/natural or social that affects individual development.

Families are people who have social-biological ties through marriage, birth or adoption, do not live together and use resources together to achieve common goals (Noviantoro & Rahmawati, 2018). Then further According to Anggraeni & Harnanik (2015) said that the family environment is the main education first received by a child, because it is in this family that children first get education and guidance after they are born. It is said to be the main environment because part of the child's life is in the family, so the most education received by the child is in Anggraeni & Harnanik 47 the family. Indicators of family environment according to Anggraeni & Harnanik (2015) are as follows: 1) The way parents educate, 2) Relationships between family members, 3)

Home atmosphere, 4) Family economic conditions, 5) Understanding of parents, 6) Cultural background.

Self-efficacy is a person's assessment of the extent to which they can succeed in a particular situation. Self-efficacy is related to an individual's belief in his ability to carry out the expected action (Isma et al., 2020). Self-efficacy is a person's self-assessment regarding their ability to perform actions correctly or incorrectly, good, or bad, according to existing requirements. Self-efficacy also builds a sense of desire to start a business, making someone think creatively and innovatively in creating new products (Nugroho & Sulistyowati, 2020).

The main capital of an entrepreneur is interest, tenacity, enthusiasm and never give up. Self-efficacy can influence individual motivation, behavior, and outcomes in a variety of contexts. In social cognitive theory, internal or personal factors, one of the most important of which is self-belief or self-efficacy, influence and are influenced by each other until students continue to the next level of education according to their choice and hope to be successful in getting a job after graduation (Noviantoro & Rahmawati, 2018). Self-efficacy is one's own perception of how well one can function in certain situations. Self-efficacy is related to self-belief in having the ability to carry out the expected actions. (Atiningsih & Kristanto, 2020). Furthermore, self-efficacy is stated to be reliable in predicting the scope of career choices, work interests, tenacity in difficult fields and personal effectiveness.

Entrepreneurial Interest from Slameto yang said that Interest is a sense of preference and interest in a thing or activity without anyone telling. A person's entrepreneurial interest can be seen from a person's efforts to dare to try to practice entrepreneurship and how much of a business someone plans to manage in finance and time (Sahroh, 2018). Basically, interest is also an acceptance of a relationship between oneself and something outside oneself. Interest is also a tendency that persists in someone to feel interested in a particular field and feel happy with various activities related to that field. Entrepreneurial interest is the desire within individuals who have the courage to create a business to achieve success for a better life. Entrepreneurial intention is the desire of individuals to take entrepreneurial action by creating new products through business opportunities and taking risks (Hendrawan & Sirine, 2017).

So based on the above definition, what is meant by entrepreneurial interest is the ability to encourage oneself and do something to meet life's needs and solve life's problems, advance a business or create a new business with a feeling of pleasure because it brings benefits to him to try to meet his life's needs without fear of the risks he will face, always learn from the failures experienced, and develop the business he created. For this reason, entrepreneurial interest is the desire, curiosity, interest, and willingness of Students Faculty of Economics and Business, Entrepreneurship Study Program Universitas Negeri Makassar to work hard, independently, dare to take risks and face challenges in limitations, by acting creatively to meet their needs and business progress. Some of the theories that have been described above are one of the encouragements for researchers to raise this research with the title Effect of Entrepreneurship Knowledge (X1) and Family Environment (X2) on Entrepreneurial Interest (Y) through Self-Efficacy (Z) in Entrepreneurship Students.

2. METHOD

2.1. Research Model and Hypothesis

This study uses a quantitative approach with several variables that will be tested for influence with the results of data in the form of numbers. Quantitative research is research by testing objective theories by analyzing the relationship between variables. This type of quantitative research always has descriptive questions about the dependent and independent variables and questions about how the relationship between the dependent and independent variables. Hypotheses are tested using Path Analysis. The following is the research design.

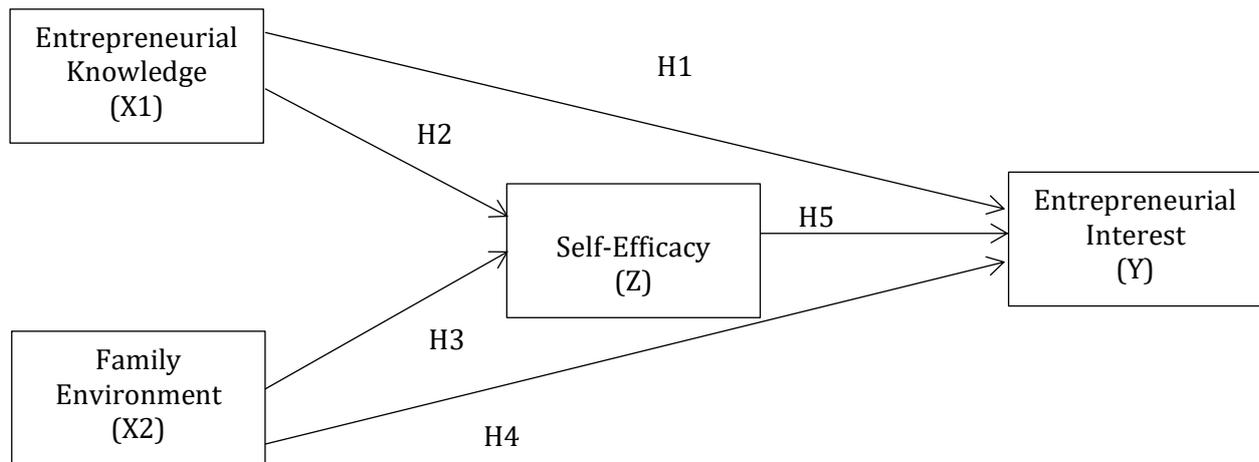


Figure 1. Research Design

So Based on Figure 1 above, this research is a descriptive explanatory study which means describing the influence between the variables studied. Descriptive means explaining and analyzing the research variables, namely the variables of Entrepreneurship Knowledge (X1), Family environment (X2), Self-Efficacy (Z) and Entrepreneurial Interest (Y). While explaining means looking for causal influences between research variables through hypotheses. The causal effect is the direct effect between Entrepreneurial Knowledge (X1), Family Environment (X2) on Self-Efficacy (Z). As well as the indirect effect of Entrepreneurial Knowledge (X1), Family Environment (X2) on Entrepreneurial Interest (Y) through Self-Efficacy (Z) UNM Entrepreneurship Students. This research design is also based on COR theory and JD-R theory as well as relevant previous research. So that researchers can hypothesize direct and indirect effects in this study. More details can be seen through the following hypothesis summary table.

Table 1. Hypothesis Summary

Hypothesis	Description
H1	Entrepreneurship knowledge has a positive and direct effect on interest in entrepreneurship
H2	Entrepreneurship knowledge has a positive and direct effect on Self-Efficacy
H3	Family environment has a positive and direct influence on Self-Efficacy
H4	Family environment has a positive and direct influence on entrepreneurial interest
H5	Self-Efficacy has a positive and direct effect on Entrepreneurial Interest
H6	Entrepreneurial knowledge has a positive and indirect effect on Entrepreneurial Interest through Self-Efficacy
H7	Family environment has a positive and indirect effect on interest in entrepreneurship through self-efficacy

Based on the Hypothetical Summary above, it is known that this research has 7 hypotheses. The hypothesis will test the direct effect of Entrepreneurial Knowledge (X1) on Entrepreneurial Interest (Y), the direct effect of Entrepreneurial Knowledge (X1) on Self-Efficacy (Z), the direct effect of Family Environment (X2) on Self-Efficacy (Z), Family Environment (X2) on Entrepreneurial Interest (Y), the indirect effect of Entrepreneurial Knowledge (X1) on Entrepreneurial Interest (Y) through Self-Efficacy (Z), and the indirect effect of Family environment (X2) on Entrepreneurial Interest (Y) through Self-Efficacy (Z).

2.2. Population and Sample

The population in this study were all students of the Entrepreneurship Study Program, Faculty of Economics and Business, UNM. This study uses or uses sampling techniques with Proportional Random Sampling techniques, which are then calculated using Slovin so as to produce the following results with 100 respondents with a population of 427 students consisting of the class of 2019 totaling 35 people, the class of 2020 totaling 70 people, the class of 2021 totaling 76 people, 2022 totaling 100 people and the latest class, namely the class of 2023 totaling 149 people).

$$n = \frac{N}{1 + Ne^2}$$

$$n = \frac{427}{1 + 427(0,09)^2}$$

$$n = 95,76$$

Description:

- n = Total Sample
- N = Total Population
- e = Error Rate of 9% or 0.09

2.3. Data Collection

The data collected was carried out by determining the research subjects, namely all students of the Entrepreneurship Study Program, Faculty of Economics and Business, UNM, who could fill out the questionnaires distributed starting from the class of 2019, 2020, 2021, to the class of 2023. The questionnaire used is a closed questionnaire using digital media or often called google form while the scale used is the Likert scale. Scoring uses a Likert scale with 5 alternative answers, namely: Strongly Disagree: 1, Disagree: 2, Moderately Agree: 3, Agree: 4, and Strongly Agree: 5. Furthermore, the data were analyzed using the Statistical Package for The Social Science application or what is now better known as Statistical Product And Service Solutions (SPSS) version 20. The data analysis used in this study consists of descriptive statistical data analysis, classical assumption tests, and path analysis.

3. RESULTS AND DISCUSSION

3.1. Research Results

3.1.1. Hypothesis Testing

Hypothesis testing is used to test the effect of exogenous variables directly and indirectly on endogenous variables. The hypothesis is accepted or rejected based on the criteria if the p-value <0.05 then H0 is accepted, or it is stated that the regression coefficient obtained is significant. The results of hypothesis testing of direct and indirect effects can be seen through the following table:

Table 2. Hypothesis Testing Results

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.885 ^a	.783	.777	1.923

a. Predictors: (Constant), Self-Efficacy, Entrepreneurial Knowledge, Family Environment

Coefficients ^a					
Model	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	T	Sig.
1 (Constant)	-.293	.723		-.405	.686
Entrepreneurship Knowledge	-.017	.096	-.011	-.182	.856
Family Environment	.268	.076	.221	3.539	.001
Self-Efficacy	.770	.072	.734	10.732	.000

a. Dependent Variable: Entrepreneurial Interest

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

$$e1 = \sqrt{1 - R^2} = \sqrt{1 - 0,783} = 0,465$$

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

$$Y = -0,011 X_1 + 0,221 X_2 + 0,734 Z + 0,465$$

So after going through the above process, the coefficient of determination is 0.465 which shows the direct influence of Entrepreneurial Knowledge, Family Environment, and entrepreneurship education on variable Y entrepreneurial interest by 46.5% while 53.5% or (100% - 46.5% = 53.5%) is influenced by other variables outside the model or research.

Table 3. Direct Hypothesis Testing Results

Model Summary		
Model	R	R Square
1	.719 ^a	.517

a. Predictors: (Constant) Family Environment, Entrepreneurship Knowledge

Coefficients ^a					
Model	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	T	Sig.
1 (Constant)	.209	1.022		.205	.838
Entrepreneurship Knowledge	.568	.122	.368	4.643	.000
Family Environment	.545	.092	.472	5.951	.000

a. Dependent Variable: Self-Efficacy

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

$$e2 = \sqrt{1 - R^2} = \sqrt{1 - 0,517} = 0,694$$

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

$$Z = 0,368 X_1 + 0,472 X_2 + 0,694$$

Based on several processes, the coefficient of determination is 0.694 which shows the direct influence between Entrepreneurial Knowledge and Family Environment on variable Z (Self-

Efficacy) of 69.4% while 30.6% (100% - 69.4% = 30.6%) is influenced by other variables outside the model or research.

Entrepreneurship Knowledge has a negative and insignificant effect on Entrepreneurial Interest through Self-Efficacy Variables.

$$\begin{aligned} \text{Indirect Effect} &= X1 \rightarrow Y \rightarrow Z \\ &= \beta_3 \times \beta_5 \\ &= 0,368 \times 0,734 \\ &= 0,270 \end{aligned}$$

Family Environment has a positive and significant effect on the Entrepreneurial Interest variable through the Self-Efficacy variable.

$$\begin{aligned} \text{Indirect influence} &= X2 \rightarrow Y \rightarrow Z \\ &= \beta_4 \times \beta_5 \\ &= 0,472 \times 0,734 \\ &= 0,346 \end{aligned}$$

H1: The effect of entrepreneurial knowledge on entrepreneurial interest has a significance value of 0.856 > 0.05 has a beta value of -0.011. Based on these results it can be concluded that H1 is rejected.

H2: The effect of Entrepreneurial Knowledge on Self-Efficacy has a significance value of 0.000 > 0.05, has a beta value of 0.368 Based on the results of the description, it can be concluded that H2 is accepted.

H3: The effect of Family Environment on Self-Efficacy has a significance value of 0.000 < 0.05 and a Beta value of 0.472. Based on the results of the description, it can be concluded that H3 is accepted.

H4: The effect of Family Environment on entrepreneurial interest, has a significance value of 0.001 < 0.05 and a Beta value of 0.221. Based on the results of this description, it can be concluded that H4 is accepted.

H5: The effect of Self-Efficacy on Entrepreneurial Interest has a significance value of 0.000 < 0.05 and a Beta value of 0.734. Based on the results of the description, it can be concluded that H5 is accepted.

H6: The effect of Entrepreneurial Knowledge on Entrepreneurial Interest through Self-Efficacy has a Beta value of 1.126. Based on these results it can be concluded that H6 is accepted.
 $0,368 \times 0,734 = 0,270$
 $0,856 + 0,270 = 1,126$

H7: The effect of Family Environment on Entrepreneurial Interest through Self-Efficacy has a Beta value of 0.347. Based on the results of this description, it can be concluded that H7 is accepted.
 $0,472 \times 0,734 = 0,346$
 $0,001 + 0,346 = 0,347$

3.1.2. Path Analysis

The following is the Path analysis used based on the interpretation results which can be seen through the following table 4.

Table 4. Path Analysis Results

Influence between Variables	Influence		
	Direct	Indirect	Total
Influence X1 → Y	0,011	-	0,011
Influence X1 → Z	0,368	-	0,368
Influence X2 → Z	0,472	-	0,472

Influence X2 → Y	0,221	-	0,221
Influence Z → Y	0,734	-	0,734
Influence X1 → Y → Z	0,011	1,126	1,137
Influence X2 → Y → Z	0,368	0,347	0,715

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

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

$$Y = 0,011X_1 + 0,368X_2 + 0,734Z + 0,645$$

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

$$Z = 0,368 X_1 + 0,221 X_2 + 0,694$$

The following are the results of path analysis in diagram form.

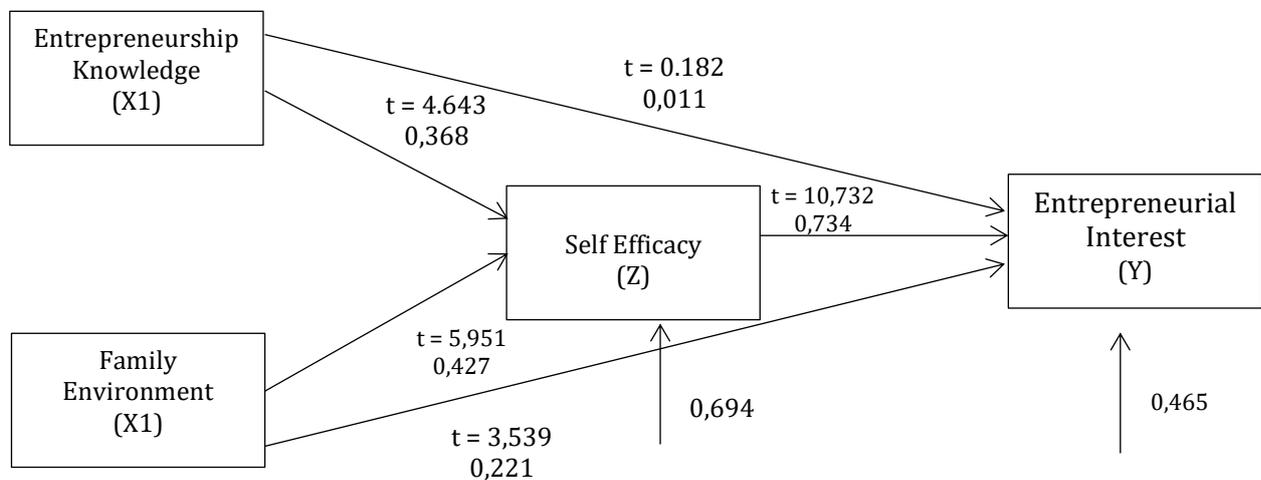


Figure 2. Path Analysis Result Model

Figure 2 above explains the standardized beta and the magnitude of the indirect and direct effects of each variable.

Coefficient of determination: $Rm^2 = 1 - Pe_{12} X Pe_{22} \dots \dots \dots Pex_2$

Interpretation of (Rm^2) determination as follows:

$$Rm^2 = 1 - (0.465)^2 - (0.694)^2 = 1 - 0.103 = 0.897$$

$$0.216 \times 0.481 = 0.103$$

Based on the coefficient of determination above, it shows that the direct and indirect effects are 0.897 or 89.7%, in other words, the information contained in the data (89.7%) is explained by the model. While (10.3%) is explained by variables outside the model.

3.2. Discussion

3.2.1 The Effect of Entrepreneurship Knowledge on Entrepreneurial Interest

As previously explained, entrepreneurial knowledge is all information obtained through the process of training and experience which is then used as training and experience so that it can lead to the ability to see risks and be brave in handling or solving problems. Mustofa stated that entrepreneurial knowledge is knowledge gained from experience and learning. There are 3 aspects that affect entrepreneurial knowledge, namely: a) Taking business risks, b) Analyzing business opportunities, c) Formulating problem solutions.

The results of the research that has been done, state that Entrepreneurship Knowledge has a positive and significant influence on entrepreneurial interest. And this is because students who take entrepreneurship courses have previously been equipped with entrepreneurial knowledge by trusted lecturers and experience in the field of entrepreneurship carried out by students through practice, such as starting a business plan, entrepreneurship seminars and business practices with guidance by direct lecturers in building their own business with direct practice in the field.

This research is in line with research conducted by (Aulia et al., 2022) which proves that the results of entrepreneurial knowledge research have a positive effect but do not have a significant effect on students' desire for entrepreneurship. It is said that entrepreneurial knowledge affects the interest in entrepreneurship because with the knowledge of entrepreneurship, then someone has the basic knowledge to start a business or business and will cause a sense of desire in itself to start entrepreneurship since adolescence.

3.2.2. The Effect of Entrepreneurship Knowledge on Self-Efficacy

Individuals who have knowledge about entrepreneurship will determine their confidence in themselves to improve their achievements. Because good inner confidence will determine success through the knowledge gained. Experience in mastering something is the most influential source of information in self-Efficacy in this case it is the direct experience of the individual so that success will increase affection or belief and failure will decrease affection or belief. In addition, entrepreneurial knowledge has a role in the development of self-efficacy, so that it can influence a person in entrepreneurship which will then lead to motivation and desire for entrepreneurship.

The results of the study state that entrepreneurial knowledge has a positive and significant effect on self-efficacy in entrepreneurship students at the Faculty of Economics and Business, UNM. This research is in line with research conducted by (Hartini et al., 2022) entitled The role of Self-Efficacy in increasing the entrepreneurial interest of woman entrepreneur mediated by Entrepreneurship knowledge. In his research, it states that there is a positive and significant effect of entrepreneurial knowledge on Self-Efficacy.

3.2.3. The Effect of Family Environment on Self-Efficacy

Theory of Planned Behavior which states that the decision to display certain behaviors is the result of a rational process that is directed at a specific goal and follows a sequence of thinking. A construct that does not yet exist in the theory of reasoned action, which means perceived behavior control, which then means that interest is a function of two basic determinants, one related to personal factors, and the other related to social factors.

The results of this study state that there is a positive and significant effect of the Family Environment variable on Self-Efficacy in Entrepreneurship Students of the Faculty of Economics and Business, UNM. This research is in line with previous research conducted by Atiningsh and Kristanto, (2020) with the title The Role of Self-Efficacy in Mediating the Effect of Entrepreneurial Knowledge, Education Level, Family Environment, and Work Experience on Entrepreneurial Interest which states that the Family Environment Partially Has a positive and significant effect on Self-Efficacy which means that the family environment affects the interest of a person or individual to increase self-confidence in entrepreneurship, because if the family is very supportive to do entrepreneurship or build a business and has strong confidence in order to run or do business. And further strengthened by research conducted by (Zayyan & Nurkhin, 2017) that there is a positive influence of the Family Environment with Self- Efficacy.

3.2.4. The Effect of Family Environment on Entrepreneurial Interest

The results of this study state that there is a Positive and significant influence of the Family Environment variable on entrepreneurial interest in entrepreneurship students of the

Faculty of Economics and Business UNM and that the indicators of this research are seen from the way parents educate, relations between family members, home atmosphere, family communication and family economic circumstances.

However, this is different from research conducted by (Indriyani & Subowo, 2019) which states that the family environment does not have a positive and significant effect on entrepreneurial interest. However, in his research also states that the family environment tends to provide guidance for the future of a child who indirectly, parents can influence children in determining the career or work that will be pursued later in the future this is a career in entrepreneurship which indirectly The family environment has a significant influence. Which is then reinforced by research conducted by (Evaliana, 2015) with the research title Effect of Self-Affection and Family Environment on Entrepreneurial Interest of X1 class students of SMK Negeri 1 Turen which states that the family environment has a significant effect on Entrepreneurial Interest. Which means that becoming an entrepreneur is the result of parental or family support, because family support can provide encouragement to children to become an entrepreneur. With the support of the family, someone will have a higher interest in becoming an entrepreneur than if they do not have support from the family environment.

3.2.5. The Effect of Self-Efficacy on Entrepreneurial Interest

The results of this study state that there is a positive and significant effect of self-efficacy on entrepreneurial interest in entrepreneurship students at the Faculty of Economics and Business UNM. Which means, if the student's Self-Efficacy is higher, then the student's interest in entrepreneurship is also higher. Conversely, if the student's Self-Efficacy is low, then the student's entrepreneurial interest will also be lower.

Each individual has Self-Efficacy that varies in different situations or conditions depending on the ability that demands, the presence of other people or rivals, physiological and emotional conditions such as anxiety, moodiness, fatigue, and others. Self-Efficacy has influenced the belief in students that the efforts to be made successfully have an emphasis through motivation, knowledge, and skills possessed by students. Self-efficacy has influenced students, especially in the field of entrepreneurship so as to encourage behavior that can produce achievements in interest in entrepreneurship.

This research is in line with previous research conducted by (Nengseh & Kurniawan, 2021) which states that there is a significant effect of self-efficacy on entrepreneurial interest. Various entrepreneurial activities require individuals to believe in their ability to carry out these tasks or activities and believe that they are able to survive in the face of obstacles and difficulties that will arise and be able to rise from failure. For this reason, it is necessary to have self-efficacy in every student so that they are not easily discouraged in carrying out their duties and responsibilities. Self-efficacy requires a strong feeling of interest from students or individuals in building efforts to foster creative ideas so that they can create new things.

3.2.6. The Effect of Entrepreneurship Knowledge on Entrepreneurial Interest Through Self-Efficacy

Entrepreneurial interest does not arise by itself but is preceded by knowledge about entrepreneurship followed by the acquisition of experience that will foster the desire to do entrepreneurship. The role of entrepreneurship is very important in terms of development, especially to change people's lives by instilling the spirit and spirit of entrepreneurship. The role and function of entrepreneurship science will support or encourage the development of entrepreneurship by inspiring individuals or a person that in every problem that arises there is a business that needs to be developed.

The results of this study state that Entrepreneurship Knowledge has a positive and significant effect on entrepreneurial interest through Self-Efficacy in Entrepreneurship Students of the Faculty of Economics and Business UNM. This research was also conducted by previous

researchers, namely (Oyugi, 2015) found that entrepreneurial knowledge has a positive and significant effect on entrepreneurial interest mediated by self-efficacy as an intervening variable. Entrepreneurial knowledge has a positive and significant effect on entrepreneurial interest through self-efficacy. This finding is further strengthened by research from (Srianggareni et al., 2020) which states that entrepreneurial interest and entrepreneurial knowledge will be influenced by self-confidence (self-efficacy) as a foundation for creating a business.

3.2.7. The Effect of Family Environment on Entrepreneurial Interest Through Self-Efficacy

Indriyani and Subowo (2019) suggest that in general individuals have an interest in realizing behavior when they are able to assess a problem positively. A person can also do entrepreneurship allegedly because of the influence of the family environment. However, the influence of the family environment also has positive and negative influences. Someone with high self-efficacy will work hard and learn to do new tasks because they believe that their efforts will be successful. Whereas someone with low self-efficacy makes less effort to learn and perform complex tasks, they will automatically feel or be unsure that their efforts will bring success. Individuals with an entrepreneurial background, without him having confidence in his ability to entrepreneurship, the individual will remain distrustful and fearful of failure in entrepreneurship. But conversely if the individual is in a family environment whose background is not entrepreneurship, but the individual is sure to be entrepreneurial then automatically the individual will not be afraid to experience failure because it is confident in its ability to *verwirausaha*.

The results of this study state that the family environment has a positive effect on entrepreneurial interest through Self-Efficacy in Entrepreneurship Students of the Faculty of Economics and Business, UNM. And the results of this study indicate the magnitude of the indirect effect is greater than the direct and significant effect. This shows that a good family environment and supporting individuals to become entrepreneurs, of course, will increase or form beliefs and beliefs within themselves that can affect student entrepreneurial interest. The results of this study are also supported by previous research conducted by (Zayyan & Nurkhin, 2017) which states that there is a positive and significant effect of family environment on entrepreneurial interest through Self-efficacy.

4. CONCLUSIONS AND SUGGESTION

Based on the results of data analysis and some theories it can be concluded that both directly and indirectly there is a positive and significant effect of entrepreneurial knowledge and family environment on entrepreneurial interest of entrepreneurship students of the Faculty of Economics and Business through self-efficacy. However, there is one hypothesis that is not significant, namely the effect of entrepreneurial knowledge on entrepreneurial interest. Based on the above variables, it is also identified that some of the instruments that most influence entrepreneurial interest in students or a person are the results of Industrial Work Practice, Entrepreneurship Education, personally, Social Media, family encouragement, social / school environment, innovation, creativity and so on.

Suggestions related to research are that a student should have a strong Self-Efficacy and be able to think positively in order to foster interest in entrepreneurship in themselves, especially for students who have taken the Entrepreneurship Study Program, it is hoped that they will be more capable of entrepreneurship because they have been equipped with various skills or special knowledge about entrepreneurship, especially Entrepreneurship students of the Faculty of Economics and Business UNM and Indonesian youth in general.

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