



The Influence Of Need For Achievement, Locus Of Control And Self Efficacy On Interest In Entrepreneurship

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Abstract

This research aims to determine the influence of Need for Achievement, Locus of Control and Self Efficacy on Entrepreneurial Interest. This research uses a survey research method with a quantitative approach. The population of students at SMK Negeri 2 Tasikmalaya is 2,649 people. The sampling technique used was the Proportionate Stratified Random Sampling technique. So the total sample taken was 348 people according to the researchers' considerations. Data collection techniques in this research used questionnaires, statistical tests used multiple linear regression analysis. The research results show that: 1) Need for Achievement has a positive and significant effect on students' entrepreneurial interest. 2) Locus of Control has a positive and significant effect on students' interest in entrepreneurship. 3) Self Efficacy has a positive and significant effect on students' interest in entrepreneurship. 4) Need for Achievement, Locus of Control and Self Efficacy have a positive and significant effect on students' interest in entrepreneurship

INTRODUCTION

Indonesia is a country with a population of 275.77 million people (Central Statistics Agency, 2022). This number has increased by 1.13% compared to 2021 which was 272.68 million people. In line with the increasing population in Indonesia, various needs such as food, housing, employment opportunities and education also increase, which of course must be met. The greater the population, the more people are educated, and many people are unemployed due to limited job opportunities. While many other countries are competing to improve and develop their entrepreneurship, unfortunately Indonesia has not yet maximized this.

According to Rachbini (2002) "entrepreneurship is a very important problem in the economy of a developing nation. The economic progress or decline of a nation is largely determined by the existence and role of this group of entrepreneurs." According to Zahra in (Peterson & Lee, 2000) entrepreneurship has long been an important concern in developing a country's socioeconomic growth. In line with that, it cannot be denied that entrepreneurship can help provide many jobs, services, consumer needs, as well as increase the welfare and level of competition in a country. Then according to Peterson & Lee (2000) "along with the development of globalization, entrepreneurship is also increasingly becoming an important concern in facing the challenges of globalization, namely global economic competition in terms of creativity and innovation".

Currently, in reality, Indonesia does not have many entrepreneurs and is still quite low and even lagging behind compared to a number of other ASEAN countries, as stated by Inarno Djajadi, who is the Chair of the Indonesian Economic Scholars Association (ISEI). He said that the number of entrepreneurs in Indonesia is still around 3.18%, which compared to other ASEAN countries such as Malaysia 4.7%, Singapore 8.7% and Thailand 4.2%, Indonesia is still less than several of these countries (Jurnas.com, 2022).

The problem of unemployment in Indonesia is a problem that has not been resolved well for a long time until now. According to data from the Central Statistics Agency in 2022, the Open Unemployment Rate (TPT) based on education level shows that the percentage of vocational school

graduates is 13.55%, meaning that vocational school graduates produce the most unemployment. This is very unfortunate because vocational school should be a form of educational unit that prioritizes the development of students' abilities so that they can work in certain fields, can see job opportunities and develop their existing abilities. Moreover, to get a job, vocational school students do not only compete with fellow graduates but also with college graduates who have more capable and experienced knowledge, skills and mentality. According to Premono (2010) "Vocational Schools have a role in making their graduates ready to work independently or by working in certain fields". One of the meanings of being ready to work independently here is by becoming an entrepreneur or having your own business. Therefore, there is a need for entrepreneurship education in vocational schools. "Entrepreneurship in vocational schools is the provision of skills in the form of basic competencies related to the independence of graduates so they are ready to work independently" (Subijanto, 2012: 163).

Based on the results of the teaser study regarding alumni data for SMK Negeri 2 Tasikmalaya students graduating in 2021, it can be seen in the following table:

Table 1. Alumni Data for SMK Negeri 2 Tasikmalaya Graduates in 2021

No	Expertise Program	The number of students	Alumni Status	Quantity	percentage
1.	Modeling Design and Building Information	70	Work	36	51,4%
			Continuing study	21	30%
			Businessman	10	14,3%
			Other	3	4,3%
			Percentage amount	70	100%
2.	Production and Broadcast of Television Programs	28	Work	12	42,9%
			Continuing study	11	39,3%
			Businessman	5	17,8%
			Other	0	0%
			Percentage amount		100%
3.	Audio Video Engineering	54	Work	34	63%
			Continuing study	9	16,7%
			Businessman	11	20,3%
			Other	0	0%
			Percentage amount	54	100%
4.	Mechatronics Engineering	51	Work	30	58,8%
			Continuing study	11	21,6%
			Businessman	10	19,6%
			Other	0	0%
			Percentage amount	51	100%
5.	Electrical Power Installation Engineering	46	Work	21	45,7%
			Continuing study	11	23,9%
			Businessman	10	21,7%
			Other	4	8,7%
			Percentage amount	46	100%
6.	Automotive Light Vehicle Engineering	25	Work	12	48%
			Continuing study	4	16%
			Businessman	9	36%
			Other	0	0%
			Percentage amount	25	100%

7.	Computer and Network Engineering	42	Work	20	47,6%
			Continuing study	14	33,3%
			Businessman	6	14,3%
			Other	2	4,8%
Percentage amount			42	100%	
8.	Machining Engineering	9	Work	4	44,4%
			Continuing study	1	11,1%
			Businessman	3	33,3%
			Other	1	11,1%
Percentage amount			9	100%	

Source: Administration of SMK Negeri 2 Tasikmalaya

Based on the table above, it shows that there are still very few alumni of SMK Negeri 2 Tasikmalaya graduating in 2021 who become entrepreneurs, with more people working than becoming entrepreneurs. Only 20% of people become entrepreneurs, namely 64 people out of 325 people to be precise. It is said to be low because the percentage is still very small, namely below 50%. Entrepreneurship development carried out in vocational schools will create more young entrepreneurs. So, as we already know, from the existing facts, it turns out that the highest unemployment is from vocational school graduates, it is proven that from around 830 people who graduated from SMK Negeri 2 Tasikmalaya in 2021, only 325 people are working, becoming entrepreneurs and/or continuing their education. From this statement, the problem was found that more than 50% of graduates of SMK Negeri 2 Tasikmalaya were not working or unemployed. This is because few of them become entrepreneurs. Therefore, researchers can conclude that they still have very little interest in opening a business or becoming an entrepreneur. The solution to overcoming the problem of unemployment is to increase entrepreneurship, because more entrepreneurship can open up job opportunities for those who don't have a job.

According to Karabulut (2016: 16) "entrepreneurial interest shows a person's interest or interest in choosing to become an entrepreneur as a career choice." Increasing vocational school students' interest in wanting to become an entrepreneur is something that is not easy, especially if they are no longer interested in entrepreneurship. According to Nizma and Siregar (2018: 31) "the lack of interest in becoming an entrepreneur is generally caused by preferring to look for work (job seeker) rather than create work (job creator)". Students should better understand that the available jobs do not all absorb vocational school graduates. Therefore, fostering and developing interest in entrepreneurship for vocational school students is very important to increase the number of entrepreneurs in Indonesia.

Based on the background described above, the researcher is interested in conducting deeper research regarding "The Influence Of Need For Achievement, Locus Of Control And Self Efficacy On Interest In Entrepreneurship In Students Of Vocational School 2 Tasikmalaya"

METHODS

In this research, the author used quantitative research methods and a survey research design. According to Creswell (2015: 752) survey research is a procedure in quantitative research where the researcher administers a survey to a sample or to an entire population of people to describe attitudes, opinions, behavior or special characteristics of the population. The research design used in this research is Explanatory Research. Explanatory Research aims to explain the causal relationship between the variables studied. This research aims to determine whether there is an influence between need for achievement, locus of control and self-efficacy on interest in entrepreneurship. The population of this research was students of SMK Negeri 2 Tasikmalaya, totaling 2,649 people. In this research, the sampling technique used was non-probability sampling with proportionate stratified random sampling technique. The number of samples that will be used as respondents in this research is 348 respondents.

RESULTS AND DISCUSSION

A. Result

The multiple linear regression test can be seen in the table 1.

Table 2. Multiple Linear Regression Test Results

Model	Regression Coefficient (B)	t count	Sig.
(Constant)	5,019	2,990	0,003
Need for Achievement (X1)	0,420	10,512	0,000
Locus of Control (X2)	0,247	4,344	0,000
Self Efficacy (X3)	0,232	3,960	0,000
R Square	0,724		
F count	300,426		
Sig.	0,000		

Source: Researcher Data Processing Results, 2023

Based on the summary of the calculation results above, the results of the multiple linear regression equation are obtained as follows:

$$Y = a + b_1X_1 + b_2X_2 + b_3X_3$$

$$Y = 5,019 + 0,420X_1 + 0,247X_2 + 0,232 X_3$$

A constant value of 5.019 indicates that if there is no increase in the variables need for achievement, locus of control and self-efficacy, then interest in entrepreneurship will be 5.019. The need for achievement coefficient value is 0.420; This means that every increase in need for achievement by one unit will increase the variable interest in entrepreneurship (Y) by 0.420 with the assumption that the other independent variables from the regression model are fixed. The locus of control coefficient value is 0.247; This means that every increase in locus of control by one unit will increase the variable interest in entrepreneurship (Y) by 0.247 with the assumption that the other independent variables from the regression model are fixed. The self efficacy coefficient value is 0.232; This means that every increase in self-efficacy by one unit will increase the variable interest in entrepreneurship (Y) by 0.232 with the assumption that the other independent variables from the regression model are fixed.

The R² test results in this study obtained a value of 0.724. This shows that interest in entrepreneurship is influenced by the variables need for achievement, locus of control and self efficacy by 72.4%. Then 27.6% was influenced by other factors not examined in this study.

Table 3. Test t

No	Model	Sig. Level	Sig t	t count	t tabel	Conclusion
1.	Need for Achievement (X1) → Interest in entrepreneurship (Y)	5% (0,05)	0,000	10,512	1,967	H ₀ rejected
2.	Locus of Control (X2) → Interest in entrepreneurship (Y)	5% (0,05)	0,000	4,344	1,967	H ₀ rejected
3.	Self Efficacy (X3) → Interest in entrepreneurship (Y)	5% (0,05)	0,000	3,960	1,967	H ₀ rejected

The results of the t test analysis showed that partially there was a positive and significant influence of need for achievement on interest in entrepreneurship, locus of control on interest in entrepreneurship, and self-efficacy on interest in entrepreneurship in students at SMK Negeri 2 Tasikmalaya.

Table 4. Test F

No	Model	Sig. Level	Sig F	F count	F tabel	Conclusion
1.	Need for Achievement (X1), Locus of Control (X2), Self Efficacy (X3) → Interest in entrepreneurship (Y)	5% (0,05)	0,000	300,426	2,63	H ₀ rejected

The results of the F Test Analysis showed that simultaneously there was a positive and significant influence of need for achievement, locus of control and self-efficacy on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya.

B. Discussion

1. The Influence of Need for Achievement on Interest in Entrepreneurship among Students of SMK Negeri 2 Tasikmalaya

Based on the analysis of the research findings on students at SMK Negeri 2 Tasikmalaya, it is known that the hypothesis stating that "need for achievement has a significant effect on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya" is accepted. With a good level of need for achievement, it is hoped that students will have an interest in entrepreneurship and enter the world of entrepreneurship.

It can also be seen from the results that the highest contribution score is found in the indicator of the need for achievement in terms of entrepreneurship, a person has the desire to become an entrepreneur and the ambition to be successful in entrepreneurship. Where this indicator has the highest frequency of answers in the Strongly Agree answer choice, 166 out of 348 respondents. The need for achievement is one indicator that broadly shows whether someone is inclined to entrepreneurship or not. So of course someone who has a good need for achievement will also be serious about what they like and are interested in, such as entrepreneurship. These findings are also in accordance with research conducted by Owoseni (2014) entitled "The Influence of Some Personality Factors on Entrepreneurial Intention". The results of this research show that there is a significant relationship between the need for achievement and interest in entrepreneurship.

The positive relationship that occurs explains that students who like challenging activities, enjoy tasks that have personal responsibility and like tasks that have feedback influence their entrepreneurial behavior, namely interest in entrepreneurship. McClelland's Motivation Theory states that the need for achievement is a strong psychological driving factor behind a person's actions and has long been known as a factor that influences entrepreneurial behavior. According to McClelland in Samydevan (2015), someone with a high need for achievement has a preference for quite challenging tasks that require skill and effort, and provide clear feedback on performance; circumstances closely related to entrepreneurial activity. This is also in line with research conducted by Noffik Ermawati, Ety Soesilowati and P. Eko Prasetyo (2017) which concluded that there is a positive and significant influence of need for achievement on entrepreneurial intentions.

Entrepreneurial activities are largely determined by the individual's own intentions. People don't become entrepreneurs suddenly without a trigger. Need for achievement is a person who carries out entrepreneurial activities driven by the desire to gain achievement and recognition from family and society.

2. The influence of locus of control on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya

Based on the analysis of the research findings on students at SMK Negeri 2 Tasikmalaya, it is known that the hypothesis stating that "locus of control has a significant effect on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya" is accepted. This shows that the confidence of students at SMK Negeri 2 Tasikmalaya in their ability to control themselves can influence or encourage these students to become entrepreneurs.

It can also be seen that the highest score results are in the internal locus of control indicator in terms of entrepreneurship, a person has control over himself to become an entrepreneur, and is able to maintain it. Where this indicator has the highest frequency of answers in the Agree answer option, 186 out of 348 respondents. The research results show that students have the belief that their abilities and efforts will influence their success and failure in entrepreneurship.

This means that locus of control has a positive and significant effect on interest in entrepreneurship. Students who have an internal locus of control will have an influence on increasing students' interest in becoming entrepreneurs. Students believe that in order to get something, hard work is needed and every effort that has been made will lead to maximum achievement. This is strengthened by research conducted by Noffik Ermawati, Ety Soesilowati and P. Eko Prasetyo (2017) which concluded that there is a positive and significant influence of locus of control on entrepreneurial

intentions. In accordance with research conducted by Wahyu Eko Saputro, Bambang Wasito Adi and Salman Alfarisy Totalia (2023) which states that internal locus of control has a significant positive influence on interest in entrepreneurship and students who have an internal locus of control will have an influence on increasing students' interest in becoming entrepreneurs (meisitha, dkk, 2020).

3. The influence of self efficacy on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya

Based on the analysis of the research findings on students at SMK Negeri 2 Tasikmalaya, it is known that the hypothesis stating that "self-efficacy has a significant effect on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya" is accepted. So it can be interpreted that the self-confidence of students at SMK Negeri 2 Tasikmalaya is high and this influences their interest in entrepreneurship.

It can also be seen that the highest score results are in the level of confidence (strength) indicator in terms of entrepreneurship, a person has the confidence to become an entrepreneur. Where this indicator has the highest frequency of answers in the Agree answer option, 181 out of 348 respondents. A person's level of confidence is certainly needed for entrepreneurship because this is positively related to a person's desire to start a business. Self-efficacy can also influence an individual's cognitive function, motivation, affection and selective function which are projected into behavioral choices. This dimension is in line with entrepreneurial values, where every individual who has a high interest in entrepreneurship will be able to stand alone, dare to make decisions and implement the goals to be achieved based on his own considerations.

This means that the self-efficacy variable has a positive effect on students' interest in entrepreneurship at SMK Negeri 2 Tasikmalaya. The opinion regarding the relationship between self-efficacy and interest in entrepreneurship is based on the theory expressed by Cromie in Adnyana (2016), which explains that self-efficacy influences a person's confidence in whether or not the targeted goals are achieved. The higher a student's self-confidence in his ability to do business, the greater his desire to become an entrepreneur. Just like research conducted by Misbahul Husnan, Suharmanto and Yoto (2017) which concluded that there is a positive and significant influence of self-efficacy on vocational school students' interest in entrepreneurship. The results of this research are also in accordance with the results of research conducted by Dina Arfianti and Cut Nizma (2017) which concluded that the self-efficacy variable is the most dominant variable influencing interest in entrepreneurship.

4. The Influence of Need for Achievement, Locus of Control and Self Efficacy on Entrepreneurial Interest in Students at SMK Negeri 2 Tasikmalaya

Based on the analysis of research findings on students at SMK Negeri 2 Tasikmalaya, it is known that the hypothesis stating "need for achievement, locus of control and self-efficacy have a significant effect on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya" is accepted. The better the level of need for achievement, locus of control and self-efficacy, the better the student's interest in entrepreneurship.

Based on research results which state that need for achievement, locus of control and self-efficacy have a significant effect on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya, this is proven by the routine schedule of students at SMK Negeri 2 Tasikmalaya selling at school. From the entrepreneurship subject, students have a regular schedule of taking turns each class to sell at school. These activities are very supportive in generating and growing students' interest in entrepreneurship. What can be seen in the field is that students are very enthusiastic when there is a routine sales schedule at school, from this it can be seen that there is an interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya. Entrepreneurship lesson hours have quite long lesson hours, apart from providing insight into entrepreneurship, it also facilitates students to explore entrepreneurship and facilitates students to become entrepreneurs directly by requiring them to sell at school.

Zunaedy, Aisyah and Ayuningtyas (2021) "a person who has an interest in entrepreneurship means having self-confidence, being able to take risks, being creative and innovative, being disciplined and working hard, being future-oriented, being curious, honest and independent." Simatupang (2020) also believes that entrepreneurial interest is an idea, idea, creativity that arises from within a person,

either intentionally or unintentionally, to take actions that can open up business opportunities to fulfill life in the present and future without any coercion.

CONCLUSIONS AND SUGGESTIONS

A. Conclusion

The conclusions that can be drawn based on the results of this research are as follows: 1. There is a positive and significant influence between the need for achievement on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya. This means that the higher the level of need for achievement of students at SMK Negeri 2 Tasikmalaya, the higher the student's interest in entrepreneurship. 2. There is a positive and significant influence between locus of control on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya. This means that the higher the level of locus of control of students at SMK Negeri 2 Tasikmalaya, the higher the student's interest in entrepreneurship. 3. There is a positive and significant influence between self-efficacy on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya. This means that the higher the level of self-efficacy of students at SMK Negeri 2 Tasikmalaya, the higher the student's interest in entrepreneurship. 4. There is a positive and significant influence of need for achievement, locus of control and self-efficacy on interest in entrepreneurship among students at SMK Negeri 2 Tasikmalaya. This means that the influence of the relationship between need for achievement, locus of control and self-efficacy on interest in entrepreneurship is in the same direction, namely if the higher the level of need for achievement, locus of control and self-efficacy of students at SMK Negeri 2 Tasikmalaya, the higher the student's interest in entrepreneurship.

B. Suggestion

Future researchers need to include other variables that have not been studied and may have an even greater contribution in influencing interest in entrepreneurship in vocational school students apart from the three variables in this research, namely need for achievement, locus of control, and self-efficacy. Students' interest in entrepreneurship should be further enhanced. Various parties need to help students to increase the need for achievement, locus of control and self-efficacy, so that students' interest in entrepreneurship arises and increases. It is hoped that Vocational Education Institutions can provide maximum stimulus that can generate and increase students' interest in entrepreneurship. It is hoped that Vocational Education Institutions will continue to facilitate students so that they can maintain their interest in entrepreneurship until students actually have their own business, one way is by continuing to accompany and monitor them in class and in the field when they are practicing selling which is routinely held at SMK Negeri 2 Tasikmalaya in entrepreneurship lessons. Apart from carrying out direct practice in entrepreneurship, it is hoped that Vocational Education Institutions will provide motivational seminars for entrepreneurship for students. Seminars for school children at the vocational school level are also very important to increase their insight and motivation for entrepreneurship outside of the classroom.

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