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### The Influence of Independence, Motivation, and Understanding of Entrepreneurship on Entrepreneurial Interest in Vocational Students

Darmuji <sup>1)</sup> and Husnul Fatiyah<sup>2)</sup>

<sup>1,2)</sup> Politeknik Jambi

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Corresponding author:

Husnul Fatiyah

E-mail:

[husnul@politeknikjambi.ac.id](mailto:husnul@politeknikjambi.ac.id)

#### ABSTRACT

This research was conducted to determine the influence of independence, motivation, and understanding of entrepreneurship on entrepreneurial interest in Vocational students. The methods used by researchers are quantitative and verification methods. The population taken for this study came from 4 Study Programs Accounting, Electronic Engineering, Electrical Engineering, and Mechanical Engineering at one of Vocational School and a total of 250 respondents who were taken by using sampling techniques. There are two data in this study, namely primary data and secondary data collected. The researcher collected the data by using an online questionnaire distributed to all the participants. The data that has been obtained, then analysed using multiple regression tests, multiple correlation tests, and verification analysed for each and between variables. This study shows that all variables, namely independence, motivation, and understanding of entrepreneurship have a positive effect on the high interest of Vocational Students to become young entrepreneurs.

#### INTRODUCTION

The development of a country depends on the advancement of the thinking of its youth. Indonesia is a country that has gained independence because of a very strong and very brave youth movement that has become the spearhead. The courage possessed by youth, especially students, will certainly have an impact on all the actions they will take, both for themselves and for the country. In addition to the courage they certainly have, independence and a sense of responsibility for what they do are also factors that will determine the results they will get. Whether it's positive or negative impacts, big or small impacts. An independent attitude accompanied by a sense of responsibility will help them start an action with good planning and

they will be more careful about the actions they will take.

The independent attitude and responsibility that must be owned certainly do not grow independently without any influencing factors. Various factors can influence a youth's personality, such as family environment, friendships, and customs or culture around them. Youth who are too regulated in their environment will tend to show an attitude that is not independent. They will follow the existing path by themselves, be less able to express themselves, and become accustomed to depending on others. Various thoughts that exist in their environment such as in looking for a job where in Indonesia there is still a stigma that a decent and successful job is to become a civil servant, a youth civil servant, especially students who have completed their education racing to become a

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civil servant and forget that there are many opportunities that exist. Apart from being a civil servant. They are not motivated to open their view that all jobs are the same depending on how they are responsible and do it.

Formal education can also have an impact on the development of thinking and independence of a student. Various courses are aimed at shaping the personality of students to be more independent, responsible and courageous in acting for their future. Social media platforms also contribute, of course. Entrepreneurship is a topic that has been discussed a lot lately on social media. Many social media platforms provide motivation in finding work or opening up jobs. In this modern era, all can gain knowledge only from social media. So that we can find out that the use of social media has a big impact, both positive and negative. The number of interesting information-giving platforms can certainly foster students' interest in becoming young people who are more capable of innovating. They also began to be motivated to try to open their own business and not only rely on existing jobs. This gives a little bit of understanding to students to start entrepreneurship. In accordance with research from Asmani (2011) which states that an entrepreneur is born from entrepreneurial education in both formal and informal education, which is then entrepreneurial education that will arouse the interest of prospective entrepreneurs in developing their business.

Various concepts regarding independence have been put forward by many previous researchers. Parker, quoted in the journal Handoko (2014), states that independence is a condition of a person who is no longer dependent on an authority and can determine his own direction without the intervention of others. Another view is also put forward by Lutfiansyah (2010) which explains in a journal what characteristics affect a person's independence. The characteristics mentioned include a) a sense of responsibility in the form of a willingness supported by the ability to complete what they have started well by looking at the prevailing norms. The next characteristic b) the absence of a sense of dependence on others, this is actually a feeling that is entitled to have by anyone. They have the right to experience freedom without straps that make them feel constrained or dependent on others. Likewise, an independent person will not take advantage of other people's rights for personal matters. Furthermore, c) being able to meet their minimum needs in all aspects of physical, spiritual and financial. d) an independent person will have a high work ethic marked by persistence and enthusiasm in doing their job. e) a sense of discipline, of course, goes

into the characteristics of being independent where an independent person will have a high commitment to work that has a positive impact on them. f) The last character possessed by independent youths is that they are not afraid of failure and take risks. They will with confidence and dare to take big actions which of course have been carefully calculated. Confidence and courage are things that must be owned by someone who is independent.

Motivation in entrepreneurship as described by Edelman et al., (2010) is a process that is able to turn an ordinary person into a strong entrepreneur and able to create business opportunities for others also make an intention. This motivation is also a factor that can stimulate the desire and desire in entrepreneurship. This motivation can be in the form of encouragement from outside or from within a person which is realized in an action such as entrepreneurship. This is what can be interpreted as motivation in entrepreneurship.

Understanding entrepreneurship for the entrepreneurs are those who make creative and innovative efforts by developing ideas, and gathering resources to find opportunities and improve life preparation Prawirokusumo (1997) that an entrepreneur is an individual who is action-oriented, and has motivation and high risk in pursuing his goals. Being an entrepreneur means combining personal, financial and other resources in the surrounding environment. To become a strong entrepreneurial entrepreneur requires personal traits that can be learned and developed. To start a business, an entrepreneur needs to do in-depth studies of the business to be involved.

Entrepreneurial interest is a feeling of liking something which then he wants to know more about and will prove it by carrying out activities to increase his work to increase income and encourage individuals to focus their attention, and have a feeling of pleasure and have the desire to be involved in risk-taking activities to run their own business by taking advantage of existing business opportunities to create new businesses with innovative approaches. Entrepreneurial interest is not just owned, but can be nurtured and developed. In this study Sumarni (2006), indicators of entrepreneurial interest include interest in income needs, self-esteem, feelings of pleasure, opportunities, family environment, community environment, education.

## **MATERIALS AND METHODS**

This research was conducted at one of the vocational campuses which have 5 departments,

namely mechanical engineering, electrical engineering, electronic engineering, accounting and software engineering technology. The type of data used by this study is primary data, so the data collection technique in this study was carried out using a questionnaire. The questionnaires were then distributed to the study population. The population in this study were 250 students who filled out a questionnaire that had been given.

The method in this research is a survey with a quantitative analysis approach. The aim is to examine the factors that affect the independence, motivation, and understanding of entrepreneurship on the interests of vocational students. The data collection method uses a questionnaire instrument of 19 questions for all variables. The data obtained is then processed and analysed. The research instrument was used to measure the value of the variable under study. The research variables consist of the independent variable, the independent variable and the dependent variable, the dependent variable, which is presented in Table 1.

**Table 1.**  
**Research variable**

Independent variable	Dependent variable
X <sub>1</sub>	Y
X <sub>2</sub>	
X <sub>3</sub>	

So, this research was conducted to prove the testing of two variables, namely the independent variable and the dependent variable.

Y = Entrepreneur Interests

X1 = Independence

X2 = motivation

X3 = Understanding

Each instrument must have a scale, in this study, the scale used is a Likert scale. The Likert scale is one of the measurement scales used to measure the attitudes, opinions and perceptions

of a person or group of people about a phenomenon (Sugiyono, 2011). In this study, the Likert scale used, namely the Likert scale with four Imam Ghozali scales (2013) is susceptible to values 1 to 4, with the following sizes:

**Table 2.**  
**Instrument Weighted Value based on Modification of Likert Scale for X<sub>1</sub>, X<sub>2</sub>, X<sub>3</sub> and Y**

Answers	Question's score	
	Positive	Negative
Strongly Agree	4	1
Agree	3	2
Disagree	2	3
Strongly Disagree	1	4

**RESULTS AND DISCUSSION**

This study took a sample of students from four study programs, 250 respondents were taken randomly from the population of vocational students.

**Tabel 3.**  
**Respondents Descriptions**

Programs	Number
Electrical Engineering	18
Mechanical Engineering	125
Electronic Engineering	17
Accounting	45
250	

The validity test and the reliability test of this study were conducted on the instrument of independence, motivation, and understanding of the entrepreneur's interest using the SPSS 21 for

**Tabel 4.**  
**Tabel R**

**Model Summary**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Change Statistics				
					R Square Change	F Change	df1	df2	Sig.
1	,908 <sup>a</sup>	,824	,822	2,40296	,824	386,596	3	248	,000

a. Predictors: (Constant), X3, X1, X2

b. Dependent Variable: Y

**Table 6.**  
**Linear Regression Test. T test**

Model		Coefficients				
		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	Constant	-,570	,683		-,836	,404
	X1	,117	,063	,086	1,869	,063
	X2	,603	,069	,458	8,731	,000
	X3	,693	,083	,417	8,372	,000

a. Dependent Variable: Y

windows program. The results of the validity test of this instrument showed a total of 19 items for the independent motivation variable, the understanding variable item, the entrepreneur interest variable item, and the motivation independence variable item valid for the value of  $r_{count} > r_{table}$  0.05. So it can be concluded that all the questions in this research variable are valid.

Therefore, analysis of determination in multiple linear regression is used to determine the percentage of the contribution of the influence of the independent variable on the dependent variable. Based on the table above, the R<sup>2</sup> (R Square) number is 0.824 or 82.2%. This shows that the percentage of the contribution of the influence of the independent variable on the dependent variable is 82.2% and the remaining 17.8% is influenced or explained by other variables not included in this research model.

The reliability test of the independent motivation instrument, entrepreneurial understanding and entrepreneur interest using the SPSS 21 program for windows shows the results of the Cronbach Alpha assessment on the variable whose value is 0.8 is greater than 0.60 and while Cronbach's alpha in this test is 0.9, it can be concluded that all the questions in this research variable is reliable.

**Tabel 5.**  
**Reliability Statistics**

Reliability Statistics		
Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
,934	,946	4

The results of hypothesis testing carried out by multiple regression analysis with the independent variables of independence, motivation, and entrepreneurial understanding of vocational student entrepreneur interests are as follows:

Based on the results of the t statistical significance test of the motivation independence variable, the calculated value of 1.869 is greater than the T table 1,651. This shows that the motivation independence has a positive and significant effect on the interest of the vocational students. The first hypothesis in this study is accepted. With the finding of a positive and significant relationship between independence with entrepreneurial interest and the results of this trend, it can be said that the higher the independence, the higher the student's interest in entrepreneurship.

Based on the results of the t statistical significance test of the variable understanding of entrepreneurship, the calculated value is 8,731, which is greater than the 1,651 in table t. This shows that the understanding of entrepreneurship has a positive and significant effect on the interest of the Vocational students.

Based on the results of the t statistical significance test of the variable understanding of entrepreneurship, the calculated value of 8.732 is greater than that in table 1,651. This shows that the understanding of entrepreneurship has a positive and significant effect on the interest of the Vocational students.

The simultaneous test aims to determine the joint effect of the independent variables on the dependent variable. Based on the Anova table above, it shows that the calculated value of F is 386.596 and is greater than the F table. This means that motivation independence and understanding of entrepreneurship have an

**Tabel 7.**  
**F-test**

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	6696,856	3	2232,285	386,596	,000 <sup>b</sup>
	Residual	1432,002	248	5,774		
	Total	8128,857	251			

a. Dependent Variable: Y

b. Predictors: Constant, X3, X1, X2

effect on the entrepreneurial interest of Vocational students.

### CONCLUSIONS AND SUGGESTION

The results of this study indicate that the independence of motivation and understanding of entrepreneurship simultaneously affects the interest of entrepreneurs of Vocational students. Independent motivation can be seen as having a positive and significant effect on entrepreneurial interest in Vocational students. Thus, the more independent, the higher the student's interest in entrepreneurs. In other words, in providing perceptions of entrepreneur interest it is seen from its independence. Furthermore, the understanding of entrepreneurship also has a positive and significant effect on entrepreneurial interest in Vocational students. Thus, the effect of understanding entrepreneurship and entrepreneurial motivation on interest in entrepreneurship can partially increase rather than simultaneously. The results of hypothesis testing show that the hypothesis test shows that  $F_{count} \leq F_{table} = H_0$  is accepted, meaning that the variables of independence, motivation and understanding have a significant effect on students' interest in entrepreneurship. This research will continue to be developed until the independence, motivation and interest of students towards entrepreneurs.

Based on the description above, it can be explained that Vocational students with independence, motivation, and understanding of entrepreneurship can arouse students' interest in entrepreneurship. Coupled with compulsory entrepreneurship courses, it is hoped that it can increase motivation and can influence interest in entrepreneurship. Students who have received entrepreneurship learning will be able to create jobs after students complete their education.

For further research, it is suggested to re-examine the variables of independent motivation, and entrepreneurial understanding of student interests. This research is more useful if the Vocational educational institution can apply to all majors, especially in the curriculum related to entrepreneurship. Students gain entrepreneurial insight, so that it is an option for the future by providing entrepreneurial guidance. Cultivating an entrepreneurial spirit by means of entrepreneurial training. It is hoped that training students' self-confidence will change their opinion that being an entrepreneur will promise a better life

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