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## **Exploring the Impact of Family Environment, Locus of Control, and Adversity Quotient in Shaping Entrepreneurial Intentions among Students**

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### **Abstract**

The current state of entrepreneurial motivation among students in Indonesia presents a noteworthy concern, as it appears to be relatively low, thus impacting the nation's economic growth and employment prospects. This study explores the various factors influencing entrepreneurial intentions among college students, focusing on family environment, locus of control, and adversity quotient. To conduct this research, we utilized a survey methodology, distributing questionnaires to 120 students from two esteemed Indonesian universities who have completed entrepreneurship courses and are actively involved in entrepreneurial initiatives. The findings revealed that family environment and adversity quotient significantly positively influence students' entrepreneurial intentions, while locus of control did not show a substantial effect. These results emphasize the importance of family support and resilience in fostering entrepreneurial aspirations among university students. This research contributes meaningfully to the existing literature on entrepreneurship by illuminating the key roles of family environment and adversity quotient in shaping entrepreneurial intentions. It would be beneficial for future studies to further investigate the role of locus of control and consider additional factors that may impact entrepreneurial intentions, thereby enriching our understanding of how to encourage entrepreneurial endeavors among students.

**Keywords:** entrepreneurial intention, family environment, locus of control, adversity quotient, college students

### **Introduction**

The level of entrepreneurial motivation among students in Indonesia remains relatively low. This is evidenced by the comparatively low number of entrepreneurs in Indonesia compared to other countries in the ASEAN region. The role of entrepreneurs in stimulating business activities, advancing the nation's economy, and enhancing the quality of life for

citizens cannot be underestimated. By increasing the number of entrepreneurs, it is possible to reduce unemployment and boost international trade.

The growth in the number of entrepreneurs can be initiated by encouraging students to engage in entrepreneurial activities. Motivation can also be encouraged through various activities on campus and at home. The intention is for entrepreneurial behavior and activities to be a constant consideration for students. Efforts that can be made are to foster student intentions in entrepreneurship.

Prior research has identified a number of factors that can influence student entrepreneurial intentions, including family environment factors, locus of control, and adversity quotient. The family environment is of pivotal importance in the formation of an individual's entrepreneurial intentions. The environment, particularly the family, has been demonstrated to enhance student entrepreneurial intentions (Lingappa et al., 2020). Individuals from families with a history of entrepreneurship are more likely to develop an entrepreneurial mindset as they are exposed to the challenges and rewards of self-employment from an early age (Cardella et al., 2020; Georgescu & Herman, 2020). Moreover, the degree of autonomy and decision-making authority afforded within the family unit can also influence an individual's perceived feasibility and desirability of an entrepreneurial career path (Dyer et al., 2014; Simoes et al., 2016; van der Zwan et al., 2016). The greater the number of family members who have pursued entrepreneurial endeavors, the more likely it is that students will receive encouragement to pursue a similar path (Gani et al., 2022).

The concept of locus of control, which refers to an individual's perception of the degree of control they have over their own lives, also plays a significant role in entrepreneurial intentions (Ermawati et al., 2017). Locus of control can be defined as an individual's capacity to regulate their own actions and external influences (Adnyana & Purnami, 2016). Individuals who possess an internal locus of control, that is, those who believe that their actions and decisions can directly influence their outcomes, are more likely to pursue entrepreneurial careers as they feel in control of their own destiny (Kurjono et al., 2022; Selamat et al., 2018).

The extant literature indicates that an internal locus of control is a pivotal element in the formation of entrepreneurial intentions. This is because it fosters a sense of personal agency and belief in one's capacity to succeed as an entrepreneur (Tentama & Abdussalam, 2020). Nevertheless, some studies have indicated that elevated levels of internal locus of control may predispose individuals to favor employment over entrepreneurship, as they may perceive greater control and stability in a conventional work environment (Asante & Affum-Osei, 2019; Kurjono et al., 2022; Selamat et al., 2018).

Additionally, the adversity quotient, which denotes an individual's capacity to cope with and surmount challenges, also bears relevance with respect to entrepreneurial intentions (Gani et al., 2022; Kurniawati & Marlana, 2018; Tambunan, 2020). Those engaged in entrepreneurial activities frequently encounter a plethora of obstacles, including difficulties in securing funding and navigating the complexities of legal and regulatory frameworks. Individuals who possess a higher adversity quotient are better equipped to persevere and overcome these challenges (Bullough et al., 2014; Holland & Shepherd, 2013; Kerr et al., 2018; Renko et al., 2016).

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Individuals with a high adversity quotient are more likely to perceive challenges as opportunities for growth and innovation rather than as insurmountable obstacles (Holland & Shepherd, 2013; Howard & Irving, 2021). Furthermore, they demonstrate enhanced resilience in the face of setbacks, which is paramount in the frequently unpredictable domain of entrepreneurship (Selamat et al., 2018; Tentama & Abdussalam, 2020). Moreover, a high adversity quotient can contribute to an individual's self-efficacy and perceived feasibility of entrepreneurial success, thereby reinforcing their entrepreneurial intentions (Akhtar et al., 2020; Bullough et al., 2014).

### **Literature Review**

#### **Entrepreneurial intention**

Entrepreneurial intention can be defined as a desire for individuals to engage in entrepreneurial activities. Their willingness can be demonstrated by the numerous activities they engage in, which indicates a genuine intention to become entrepreneurs (Udayanan, 2019). Other researchers posit that entrepreneurial intention is the courage possessed by an individual to engage in entrepreneurial activities (Ward et al., 2019). The intended activity is defined as initiating a new business venture, advancing an existing business, or facilitating entrepreneurial activities, among others.

Students are expected to be willing to engage in entrepreneurial activities, including operating independent businesses and assisting others in developing their enterprises. An essential element of entrepreneurial intention is the capacity and willingness to engage in many entrepreneurial activities. It is reasonable to posit that an increase in the number of students engaged in entrepreneurial activities will result in a corresponding growth in the number of entrepreneurs. Students represent a promising cohort of future change agents poised to perpetuate the legacy of innovation and progress initiated by their predecessors in the business realm.

#### **Family environment**

The family environment represents the initial context in which individuals learn (Supriaman, 2019). The learning within the family environment primarily focuses on developing the skills necessary for survival. In the context of entrepreneurial activities, this ability is of particular importance, underscoring the crucial role of the family environment in this process. Their families strongly encourage and motivate students engaged in entrepreneurial activities to continue developing their skills. The family plays a pivotal role in shaping an individual's personality, emotional well-being, and occupational choices, collectively forming the foundation of their support system (Ekawarna et al., 2022). The greater the familial support, the stronger the student's inclination towards entrepreneurship (Diwanti & Ranto, 2022; Fatahillah & Ranto, 2020; Hartini, 2019; Supriaman, 2019; Wulandari & Winarso, 2019). The initial hypothesis proposed is as follows:

H1 : The family environment positively influences students' intention to engage in entrepreneurial activities.

### **Locus of control**

The concept of locus of control can be defined as the capacity of an individual to exert control over their internal and external selves (Adnyana & Purnami, 2016). The concept of locus of control explains that when individuals achieve success, this is a form of success in controlling the situation. Conversely, in the event of failure, individuals frequently assert that the underlying cause is predominantly external rather than a reflection of their actions or abilities. Multiple studies have found that an individual's locus of control plays a significant role in their entrepreneurial intentions and success (Baluku et al., 2018; Kurjono et al., 2022; Widjaya et al., 2021).

Researchers have found that individuals with an internal locus of control are likelier to exhibit entrepreneurial behaviors, such as taking risks, being proactive, and striving for achievement (Asante & Affum-Osei, 2019; Widjaya et al., 2021). This internal drive and belief in one's ability to control outcomes are critical for entrepreneurial success, as they motivate individuals to take on the challenges and uncertainties inherent in starting and running a business. Individuals with an internal locus of control are more likely to perceive entrepreneurial opportunities, take proactive steps to capitalize on them, and persevere through setbacks and obstacles (Hamzah & Othman, 2023; Kurjono et al., 2022). The second hypothesis proposed is as follows:

H2 : Locus of control has a positive effect on student entrepreneurial intention.

### **Adversity quotient**

The term "adversity quotient" evaluates an individual's capabilities and capacity to respond to challenges and utilize them as opportunities for growth and development (Tarmedi et al., 2016). An alternative perspective posits that the adversity quotient represents an individual's capacity to confront challenges and transform them into opportunities (Kurniawati & Marlana, 2018).

The adversity quotient is a crucial factor in entrepreneurial endeavors. It is widely acknowledged that entrepreneurial activities are characterized by high uncertainty. It is, therefore, expected that students who wish to enter the field of entrepreneurship will possess a high adversity quotient. A stronger self-concept regarding the adversity quotient facilitates students' ability to confront the multifaceted challenges inherent to business practice activities (Ningsih & Nurrahmah, 2020b). Students who clearly understand the concept of adversity quotient will be better equipped to demonstrate their abilities in the face of increasing challenges. In conclusion, it can be stated that the adversity quotient plays an important role in cultivating student interest and fostering a spirit of entrepreneurship. The third hypothesis proposed is as follows:

H3 : Adversity quotient has a positive effect on student entrepreneurial intention.

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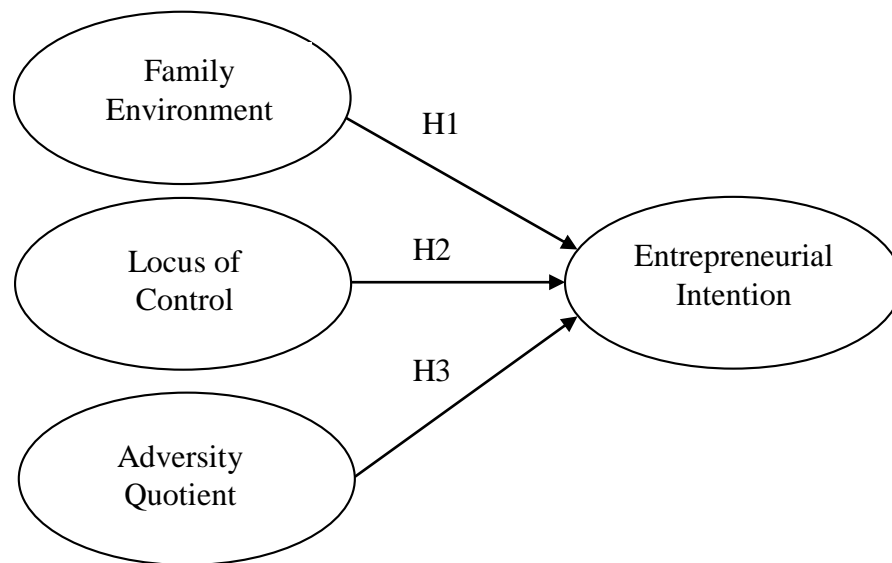


Figure 1. Research model

### **Research Method**

The population in this study were students from two campuses, Sekolah Tinggi Ilmu Ekonomi (School of Economics) AMM Mataram and Sekolah Tinggi Ilmu Bisnis (College of Business) Kumala Nusa Yogyakarta. At the same time, the sample taken is students who have taken entrepreneurship courses and have a startup business that is being managed.

This study uses a convenience sampling technique, which is a sampling technique based on convenience (Sugiyono, 2012). This research uses a survey method with a questionnaire. The questionnaire was submitted to respondents via a Google form link to prospective respondents. The choice of this method is based on considerations of convenience and efficiency.

The measurement of family environment variables uses indicators of freedom given, entrepreneurship education provided, direction given, and capital support provided (Ekawarna et al., 2022). The locus of control variable uses indicators of not giving up easily, liking to work hard, and being able to think selectively (Dusak & Sudiksa, 2016). The adversity quotient variable is measured by self-control, problem-solving ability, sense of responsibility, and perseverance in facing problems (Ningsih & Nurrahmah, 2020a). The entrepreneurial intention variable indicators used to measure entrepreneurial intention are (1) wanting a career as an entrepreneur, (2) becoming an entrepreneur is a career choice, and (3) wanting to be independent with a career as an entrepreneur. Data analysis in the study used multiple regression and data processing using the SPSS version 20 program.

### **Result**

One hundred twenty respondents from Kumala Nusa College of Business (STIB) and AMM College of Economics (STIE) participated in the online questionnaire distributed via

Google Forms. Subsequently, the data about the respondents was subjected to an analysis based on gender, age, and college of origin. The gender distribution of respondents indicates that most are female, representing 91 individuals or 75% of the total respondents. The remaining 29 individuals are male. The respondents' age characteristics are as follows: 37 individuals (30.83%) are 21 years of age, 34 (28.33%) are 20 years of age, 23 (19.17%) are 22 years of age, and the remaining respondents are distributed across the 23-24 (11.66%) and 18-19 (10%) age categories. Moreover, 82 respondents from STIB (68.33%) and 38 respondents from STIE (31.66%) participated in the study.

The validity test results of the four variables—family environment, locus of control, adversity quotient, and entrepreneurial intention—demonstrate valid results, with a significance value below 5%. The reliability test results indicate that all instruments are reliable, with a Cronbach alpha value exceeding 0.6.

The results of the multiple linear regression analysis in Table 1 are as follows: (1) the effect of family environment (X1) on entrepreneurial intention shows a significance value of 0.000, less than the value of  $\alpha = 5\%$ . This suggests that the family environment exerts a notable influence on entrepreneurial intentions. (2) The locus of control variable on entrepreneurial intention exhibits a significance value of 0.264, greater than the value of  $\alpha = 5\%$ . This suggests that the locus of control variable does not influence entrepreneurial intention. (3) The adversity quotient variable demonstrates a significance value of 0.009, less than the value of  $\alpha = 5\%$ . This suggests that the adversity quotient variable notably influences entrepreneurial intention.

Table 1. Multiple Linear Regression Test Results

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	1.566	1.479		1.059	0.292
X1	0.399	0.062	0.494	6.436	0.000
X2	0.128	0.114	0.103	1.122	0.264
X3	0.280	0.105	0.250	2.661	0.009

As illustrated in Table 2, the adjusted R-squared value for the regression analysis is 0.528. This indicates that the independent variables, namely family environment (X1), locus of control (X2), and adversity quotient (X3), are capable of explaining the dependent variable, entrepreneurial intention, by 52.8%. The remaining 47.2% is attributed to other factors not included in the study.

Table 2. Coefficient of determination

**Model Summary**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0.735 <sup>a</sup>	0.540	0.528	2.00673

a. Predictors: (Constant), X2, X1

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### **Discussion**

The t-test results indicate that the initial hypothesis can be accepted, namely that the family environment partially influences entrepreneurial intentions. The findings of this study are corroborated by prior research indicating that the family environment influences student entrepreneurial intentions (Indriyani & Margunani, 2018). Other research findings suggest that the family environment influences entrepreneurial intentions (Aprilianty, 2013; Baskara & Has, 2018). The findings of this study indicate that an enhanced family environment, characterized by positive processes, is associated with an increased likelihood of entrepreneurial intentions among students.

The t-test results indicate that the second hypothesis is not accepted, namely, locus of control does not influence entrepreneurial intention. Previous research does not support these results, which indicates that locus of control positively affects entrepreneurial intention (Aqmala et al., 2020; Ermawati et al., 2017; Wiguna, 2021). Locus of control, defined as a form of belief in one's abilities, has been demonstrated to encourage the growth of entrepreneurial intentions when students' self-confidence levels increase. However, this study's results indicate that the locus of control level among students on both campuses remains low. Therefore, to foster entrepreneurial interest, improving the locus of control is necessary (Bustan, 2014; Yanti, 2019).

The t-test results indicate that the third hypothesis is accepted: the adversity quotient partially influences entrepreneurial intention. A high adversity quotient enables individuals to confront and surmount the challenges and difficulties that frequently emerge in the entrepreneurial process. Those with a high level of adversity quotient are also more adept at problem-solving and can better identify creative and innovative solutions (Subagya & Mahmud, 2022). Other studies have indicated that the adversity quotient positively affects entrepreneurial intention (Mukhtar et al., 2021; Setiawan et al., 2022; Triani & Rindrayani, 2021). This indicates that the results of this study can be attributed to the fact that enhancing the adversity quotient process for students will increase their entrepreneurial intentions.

### **Conclusion**

In light of the findings from the research and discussion conducted on the influence of family environment, locus of control, and adversity quotient on entrepreneurial intentions, the following conclusions can be drawn: Family environment affects students' entrepreneurial intentions. The results indicate that locus of control does not affect student entrepreneurial intention. Adversity quotient affects the entrepreneurial intention of students.

Based on the results of the research, several recommendations can be made. For instance, the findings of this study contribute to the existing literature on entrepreneurial intentions, particularly about the significant role of the family environment in influencing student entrepreneurial intentions. The results demonstrate that the family environment significantly influences the formation of intentions. Nevertheless, contrary findings were also reported, indicating that locus of control did not affect student entrepreneurial intentions. The

findings of this study highlight a discrepancy in the existing research literature. Accordingly, subsequent research must re-examine the consistency of the results obtained in this study.

### **Declaration of conflicting interest**

We declare that there is no conflict of interest in this work.

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