

## The effects of students' entrepreneurial characteristics on their propensity to become entrepreneurs in Malaysia

By: [Embi, NAC](#) (Embi, Nor Azizan Che)<sup>[1]</sup>; [Jaiyeoba, HB](#) (Jaiyeoba, Haruna Babatunde)<sup>[2]</sup>; [Yussof, SA](#) (Yussof, Sheila Aion)<sup>[1]</sup>

### EDUCATION AND TRAINING

Volume: 61 Issue: 7-8 Pages: 1020-1037 Special Issue: SI  
 DOI: 10.1108/ET-11-2018-0229  
 Published: 2019  
 Document Type: Article

### Abstract

Purpose - The purpose of this paper is to reflect on the data collected from Malaysian students to investigate the effects of students' entrepreneurial characteristics (need for achievement, locus of control, propensity to take risk, self-confidence, tolerance of ambiguity and uncertainty, and leadership) on their propensity to become entrepreneurs in Malaysia.

Design/methodology/approach - As a quantitative study, various analyses, such as exploratory factor analysis, confirmatory factor analysis and structural equation modelling, were conducted to analyze the data collected from 257 students known to have participated in entrepreneurship course and programmes.

Findings - The results show that leadership skill, need for achievement, tolerance of ambiguity, and risk-taking propensity are positively and significantly associated with students' intention to initiate entrepreneurial activities in Malaysia.

Originality/value - The researchers have used data from the perspective of Malaysian students to increase the readers' understanding on students' entrepreneurial characteristics that could enhance their likelihood to become entrepreneurs in Malaysia.

### Keywords

**Author Keywords:** Innovativeness; Risk-taking; Entrepreneurial characteristics; Leadership skill; Need for achievement; Tolerance of ambiguity  
**KeyWords Plus:** ENGINEERING STUDENTS; EDUCATION; PERSONALITY; INTENTIONS; BEHAVIOR; TRAITS

### Author Information

**Reprint Address:** Embi, NAC (reprint author)

+ Int Islamic Univ Malaysia, Kulliyah Econ & Management Sci, Dept Finance, Kuala Lumpur, Malaysia.

### Addresses:

+ [ 1 ] Int Islamic Univ Malaysia, Kulliyah Econ & Management Sci, Dept Finance, Kuala Lumpur, Malaysia

+ [ 2 ] Int Islamic Univ Malaysia, Int Inst Halal Res & Training INHART, Kuala Lumpur, Malaysia

E-mail Addresses: [izanebbm@iium.edu.my](mailto:izanebbm@iium.edu.my)

### Publisher

EMERALD GROUP PUBLISHING LTD, HOWARD HOUSE, WAGON LANE, BINGLEY BD16 1WA, W YORKSHIRE, ENGLAND

### Categories / Classification

**Research Areas:** Education & Educational Research

**Web of Science Categories:** Education & Educational Research

### See more data fields

### Citation Network

In Web of Science Core Collection

**0**  
Times Cited

[Create Citation Alert](#)

---

**60**  
Cited References

[View Related Records](#)

### Use in Web of Science

Web of Science Usage Count

**5** **5**  
Last 180 Days Since 2013

[Learn more](#)

**This record is from:**  
**Web of Science Core Collection**  
 - Social Sciences Citation Index

[Suggest a correction](#)

*If you would like to improve the quality of the data in this record, please [suggest a correction](#).*

## Cited References: 60

Showing 30 of 60 [View All in Cited References page](#)

(from Web of Science Core Collection)

- The need for inclusion of entrepreneurship education in Malaysia lower and higher learning institutions** Times Cited: 21

By: Ahmad, Syed Zamberi

EDUCATION AND TRAINING Volume: 55 Issue: 2 Pages: 191-203 Published: 2013
- Entrepreneurship education in Malaysian universities** Times Cited: 4

By: Ahmad, Syed Zamberi; Buchanan, Robert Frederick

TERTIARY EDUCATION AND MANAGEMENT Volume: 21 Issue: 4 Pages: 349-366 Published: 2015

3. **ATTITUDES, TRAITS, AND ACTIONS - DISPOSITIONAL PREDICTION OF BEHAVIOR IN PERSONALITY AND SOCIAL-PSYCHOLOGY** Times Cited: 511  
 By: AJZEN, I  
 ADVANCES IN EXPERIMENTAL SOCIAL PSYCHOLOGY Volume: 20 Pages: 1-63 Published: 1987
  
4. **THE THEORY OF PLANNED BEHAVIOR** Times Cited: 25,731  
 By: AJZEN, I  
 ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES Volume: 50 Issue: 2 Pages: 179-211 Published: DEC 1991
  
5. **The theory of planned behaviour: Reactions and reflections** Times Cited: 827  
 By: Ajzen, Icek  
 PSYCHOLOGY & HEALTH Volume: 26 Issue: 9 Pages: 1113-1127 Published: 2011
  
6. **On becoming an entrepreneur: an evolving typology** Times Cited: 47  
 By: Alstete, J.  
 International Journal of Entrepreneurial Behaviour and Research Volume: 8 Issue: 4 Pages: 222-34 Published: 2002
  
7. **Role of University Entrepreneurship Programs in Developing Students' Entrepreneurial Leadership Competencies: Perspectives From Malaysian Undergraduate Students** Times Cited: 9  
 By: Bagheri, Afsaneh; Pihie, Zaidatol  
 JOURNAL OF EDUCATION FOR BUSINESS Volume: 88 Issue: 1 Pages: 51-61 Published: 2013
  
8. **Entrepreneurial intention among engineering students: The role of entrepreneurship education** Times Cited: 45  
 By: Barba-Sanchez, Virginia; Atienza-Sahuquillo, Carlos  
 EUROPEAN RESEARCH ON MANAGEMENT AND BUSINESS ECONOMICS Volume: 24 Issue: 1 Pages: 53-61 Published: JAN-APR 2018
  
9. **Personality aspects of entrepreneurship: A look at five meta-analyses** Times Cited: 219  
 By: Brandstaetter, Hermann  
 PERSONALITY AND INDIVIDUAL DIFFERENCES Volume: 51 Issue: 3 Special Issue: SI Pages: 222-230 Published: AUG 2011
  
10. **The effectiveness of entrepreneurship education in Malaysia** Times Cited: 66  
 By: Cheng, Ming Yu; Chan, Wai Sei; Mahmood, Amir  
 EDUCATION AND TRAINING Volume: 51 Issue: 7 Pages: 555-566 Published: 2009
  
11. **The Role of Entrepreneurship in US Job Creation and Economic Dynamism** Times Cited: 131  
 By: Decker, Ryan; Haltiwanger, John; Jarmin, Ron; et al.  
 JOURNAL OF ECONOMIC PERSPECTIVES Volume: 28 Issue: 3 Pages: 3-24 Published: SUM 2014
  
12. **The influence of personality traits and persuasive messages on entrepreneurial intention: A cross-cultural comparison** Times Cited: 89  
 By: DePillis, E.; Reardon, K. K.  
 Career Development International Volume: 12 Issue: 4 Pages: 382-396 Published: 2007
  
13. **Characteristics of managers as determinants of entrepreneurial orientation: some Spanish evidence** Times Cited: 28  
 By: Entrialgo, M.; Fernandez, E.; Vazquez, C.  
 Enterprise and Innovation Management Studies Volume: 1 Issue: 2 Pages: 187-205 Published: 2000
  
14. **Evaluation of entrepreneurship education: behaviour performing or intention increasing?** Times Cited: 68  
 By: Fayolle, A.  
 International Journal of Entrepreneurship and Small Business Volume: 2 Issue: 1 Pages: 89-98 Published: 2005
  
15. **Entrepreneurial intentions of business students in Malaysia The role of self-confidence, educational and relation support** Times Cited: 15  
 By: Gelaidan, Hamid Mahmood; Abdullateef, Aliyu Olayemi  
 JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT Volume: 24 Issue: 1 Pages: 54-67 Published: 2017
  
16. **The context of entrepreneurship education in Ethiopian universities** Times Cited: 22  
 By: Gerba, Dugassa Tessema  
 MANAGEMENT RESEARCH REVIEW Volume: 35 Issue: 3-4 Pages: 225-244 Published: 2012
  
17. **SMALL BUSINESS DEVELOPMENT IN CENTRAL AND EASTERN-EUROPE - OPPORTUNITY FOR A RETHINK** Times Cited: 35  
 By: GIBB, AA  
 JOURNAL OF BUSINESS VENTURING Volume: 8 Issue: 6 Pages: 461-486 Published: NOV 1993
  
18. **Entrepreneurial characteristics amongst university students Some insights for entrepreneurship education and training in Turkey** Times Cited: 140  
 By: Gurool, Yonca; Atsan, Nuray  
 EDUCATION AND TRAINING Volume: 48 Issue: 1 Pages: 25-38 Published: 2006
  
19. **The effects of an entrepreneurship programme on need for achievement and locus of control of reinforcement** Times Cited: 94  
 By: Hansemark, O.C.  
 International Journal of Entrepreneurial Behavior and Research Volume: 4 Issue: 1 Pages: 28-50 Published: 1998

20. **Entrepreneurial intentions of Colombian business students Planned behaviour, leadership skills and social capital, International** Times Cited: 1  
By: Henley, A.; Contreras, F.; Espinosa, J.C.; et al.  
Journal of Entrepreneurial Behavior & Research Volume: 45 Issue: 2 Pages: 227-241 Published: 2017  
[\[Show additional data\]](#)
21. Title: [not available] Times Cited: 4  
By: Hisrich, R.D.; Peters, M.P.; Shepherd, D.A.  
Entrepreneurship Published: 2016  
Publisher: Mac-Graw Hill
22. Title: [not available] Times Cited: 394  
By: Ho, R.  
HDB UNIVARIATE MULTI Published: 2006  
Publisher: CRC Press
23. **Risk tolerance and entrepreneurship** Times Cited: 41  
By: Hvide, Hans K.; Panos, Georgios A.  
JOURNAL OF FINANCIAL ECONOMICS Volume: 111 Issue: 1 Pages: 200-223 Published: JAN 2014
24. **Entrepreneurship education pedagogy: teacher-student-centred paradox** Times Cited: 5  
By: Ismail, Annafatmawaty B. T.; Sawang, Sukanlaya; Zolin, Roxanne  
EDUCATION AND TRAINING Volume: 60 Issue: 2 Pages: 168-184 Published: 2018
25. **Entrepreneurship education in developing country Exploration on its necessity in the construction programme** Times Cited: 27  
By: Jaafar, Mastura; Aziz, Abdul Rashid Abdul  
JOURNAL OF ENGINEERING DESIGN AND TECHNOLOGY Volume: 6 Issue: 2 Pages: 178-189 Published: 2008
26. **Entrepreneurship education: an evaluation of the Young Enterprise Wales initiative** Times Cited: 20  
By: Jones, Paul; Colwill, Anne  
EDUCATION AND TRAINING Volume: 55 Issue: 8-9 Special Issue: SI Pages: 911-925 Published: 2013
27. **THE APPLICATION OF ELECTRONIC-COMPUTERS TO FACTOR-ANALYSIS** Times Cited: 4,464  
By: KAISER, HF  
EDUCATIONAL AND PSYCHOLOGICAL MEASUREMENT Volume: 20 Issue: 1 Pages: 141-151 Published: 1960
28. **Defining entrepreneurship: past, present and?** Times Cited: 3  
By: Kao, R.W.Y.  
Creativity and Innovation Management Volume: 2 Issue: 1 Pages: 69-70 Published: 1993
29. **Personality Traits on Entrepreneurial Intention** Times Cited: 13  
By: Karabulut, Ahu Tugba  
5TH INTERNATIONAL CONFERENCE ON LEADERSHIP, TECHNOLOGY, INNOVATION AND BUSINESS MANAGEMENT 2015, ICLTBM 2015 Book Series: Procedia Social and Behavioral Sciences Volume: 229 Pages: 12-21 Published: 2016
30. **Testing the relationship between personality characteristics, contextual factors and entrepreneurial intentions in a developing country** Times Cited: 19  
By: Karimi, Saeid; Biemans, Harm J. A.; Mahdei, Karim Naderi; et al.  
INTERNATIONAL JOURNAL OF PSYCHOLOGY Volume: 52 Issue: 3 Pages: 227-240 Published: JUN 2017

Showing 30 of 60 [View All in Cited References page](#)

