

**THE EFFECT OF INTERNALIZATION OF VALUES OF
ENTREPRENEURSHIP, SKILLS AND TRUST IN SELF TO THE
INTENTION OF BUSINESS ENTREPRENEURS OF MADRASAH ALIYAH
STUDENTS IN BANYUWANGI**

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Abstract

This study aims to analyze: 1) whether there is an influence of internalization of entrepreneurial values on entrepreneurial intentions. 2) whether there is an influence of skills on entrepreneurial intentions. 3) whether there is an effect of self confidence on entrepreneurial intentions, and 4) whether there is an influence of internalization of entrepreneurial values, skills and confidence in the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. The approach in this study uses a quantitative research approach. This study uses primary data obtained from questionnaire answers to class XII students totaling 204 respondents, the sampling technique uses simple random sampling. Based on the results of data analysis, the results of the study show that partially (1) there is a significant influence on the internalization of entrepreneurial values on entrepreneurial intentions; (2) there is a significant influence of entrepreneurial skills on entrepreneurial intentions; and (3) there is a significant influence of self confidence on the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. F Test Results obtained a significance value of $0.00 < 0.05$, this can be interpreted that the influence of internalization of entrepreneurial values, skills and self-confidence together influence the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi.

Keywords: internalization of entrepreneurial values, skills, self-confidence, entrepreneurial intentions

A. INTRODUCTION

The economic progress of a country can be seen from the level of welfare. One indicator of a country's welfare is a declining proportion of the population living below the poverty line. Apart from the government, the community is demanded to be smart to improve their own welfare. One of the efforts to improve welfare is to create jobs for themselves and then help many people who need jobs. The government through the world of education has included entrepreneurship education and craftsmanship at the school level from an early age. At the high school level entrepreneurship has become a compulsory subject that is followed by all students, this is done to instill the spirit of entrepreneurship and increase intentions in the field of entrepreneurship from an early age. According to the Minister of Cooperatives and SMEs, the number of entrepreneurs in Indonesia has increased by 3.1 percent. If calculated with a total population of Indonesia of around 260 million people, the number of Indonesian entrepreneurs currently reaches around 8.06 million.

Entrepreneurship is an ability to think and act creatively and innovation is the basis for finding opportunities to succeed Suryana (2006). Great entrepreneurship is not created instantly but must go through a long and systematic educational process. According to Katz and Gartner in Indarti and Rostiani (2008) that is a way to get information as a basis for forming a business. The entrepreneurial values students must possess are prerequisites related to entrepreneurial behavior, Frederick et al. (2006), Kickul and Gundry (2002) Schein (2001) in Sukirman (2017). These values consist of creativity, risk taking, innovation, achievement-oriented, ambition, and independence Boohene et al., (2008). The values held in running a business are generally the entrepreneurial values of Alma (2013). Personality values that have an entrepreneur have internalized as values that are believed to be true Daryanto and Muslim (2015). Broadly speaking, research around entrepreneurial intentions is influenced by personality characteristic factors (Pujiastuti, 2013). Intention of entrepreneurship is the intention or determination of individuals to become entrepreneurs Puspitaningtyas (2017).

The values of entrepreneurship, skills and self-confidence must be integrated in the world of education from an early age. The entrepreneurial spirit is a personality that produces creative actions that are considered as a value, strives seriously, has a self-determination, believes that each individual is able to control his own destiny, sees change as an opportunity, wide-sighted, initiative and has need for achievement desire to conquer difficult challenges, perfect, can take advantage of time, have a high spirit that has been planted in individuals who are believed to be the truth Daryanto and Muslims (2015). The skills that students have can be sharpened by education and training. According to Suryana (2013), "Entrepreneurship is not only an innate talent or business experience field, but also can be learned and taught".

Some previous researchers prove that personality factors such as the need for McClelland's (1961), Sengupta and Debnath (1994) achievements, and the self-efficacy of Gilles and Rea (1999), Kristiansen and Idarti (2004), determine that educational background determines the level of intention. Research conducted by Handayani and Shaferi (2008) proves the importance of self-confidence in the decision making process. Hmieleski and Baron (2008), Esnard and Flavius (2010), and Handaru et al (2014) consistently reveal that the factor of belief in one's own ability (self-efficacy) contributes to one's intention to open a new business. In contrast to the research conducted by Kusmintarti, Riwijanti, and Asdani (2017) that entrepreneurial learning influences entrepreneurial intentions positively but not significantly.

The Aliyah Madrasah School in Banyuwangi district has also made a very good breakthrough to instill entrepreneurial values and to foster entrepreneurial intentions in students. Since the last few years the school has applied several additional subjects about entrepreneurship.

Internalization of Entrepreneurial Values

Entrepreneurship (entrepreneurship) is seen as an important source for those who have the driving force for a country's economic growth Puspitaningtyas (2017). Entrepreneurship is the spirit, attitude, behavior and ability of a person in handling

businesses and or activities that lead to efforts to find, create, implement work methods, technologies and new products by increasing efficiency in order to provide better services and or obtain greater profits Saiman (2009). Basically entrepreneurship is not always synonymous with entrepreneurs and entrepreneurs, but their souls are creative and innovative and everyone who likes change, renewal, progress and challenges Suryana (2013), Sukirman (2017), Alma (2013), and Sahabuddin (2014). Sumarsono (2013) Entrepreneurs are also called entrepreneurship. Vemmy (2012) states that entrepreneurship is the process of creating something new by using time and activities along with capital and risk and receiving rewards and personal satisfaction and freedom. Furthermore, Collins et al (2004) entrepreneurs who have personality values are based on their intentions, desires, beliefs, courage to face risks and courage in running a business.

In the internalization process which is associated with the development of students or foster children there are three stages that represent the process of internalization Iplih (2016), namely:

- 1) Value transformation stage. This stage is a process carried out by educators in informing good and bad values. At this stage verbal communication only takes place between the educator and students.
- 2) Value transaction stage. A stage of value education by way of two-way communication, or interaction between students and educators who are reciprocal interactions.
- 3) The transinternalisation stage is far deeper than the transaction stage. At this stage not only is done by verbal communication but also mental attitude and personality. So at this stage personality communication plays an active role.

Factors that influence one's entrepreneurial spirit include: self-confidence (confidence), optimism, discipline, commitment, initiative, motivation, having a leadership spirit, like challenges, having responsibilities, and human relationships Meredith, et.al. (2000), Suryana (2013).

Entrepreneurship Skills

Skill is a technical ability to take action. In a simple skill is "the ability to complete the task" (Kamusbesar.com/40764/k skills). Skills education is one of the provisions that need to be given to students so that they become highly capable figures Saroni (2012). Riyanti (2003) in Handriani (2011), Entrepreneurial skills related to the ability to change things for the better. Thus, an entrepreneur must remain based on his ability to implement management functions so that the business can run successfully

Wahyuni and Hidayati (2017), said that it is related to the existence of entrepreneurial skills in life that is improving the quality of human resources, increasing self-sale value. Chang and Rieple (2013) suggested that there are 4 dimensions of entrepreneurial skills, namely: technical skills, management skills, entrepreneurship skills and personal maturity skills.

Self-confidence

Self-confidence is a unique and valuable part of life Kushartanti (2009). Confidence is a belief and attitude of a person towards the ability to himself by accepting both positive and negative things that are formed and learned through the learning process with the aim of his happiness Salirawati (2012), Lauster (2006). Without self-confidence, a person will live in the shadow of others Kusrini and Prihartanti, (2014), and Hakim, (2002). People who are highly confident are people who have matured physically and spiritually. This kind of person is an independent person and has reached the level of maturity (maturity) in the psychological aspects of Alma (2013). Confidence (self-confidence) is a positive attitude of an individual who believes in his own abilities, completes all tasks, is able to achieve, make his own decisions, persevere, happy, tolerance and responsible. High self-esteem also refers to several aspects of the individual where he feels he has compensation that is capable and believes that he can, actual potential, and realistic expectations of himself.

According to Mardatillah (2010) in Syam and Amri (2017), Driyo (2007), someone who has self-confidence certainly has characteristics, namely (1) Knowing their weaknesses and strengths, (2) Setting standards for achieving goals, (3) self-introspection, (4) optimism (6) Calm in running and facing everything, (7) Thinking positively, and (8) Going forward without having to look back.

Intention of Entrepreneurship

Intention is the main key to predicting human behavior and as a psychological construct that shows the power of conscious planning motivation in an effort to produce the behavior referred to by Eagly and Chaiken (1993). Intention is a reflection of the desire of individuals to try to establish behavior that consists of three parts, namely, behavioral beliefs, subjective norms and behavior control. Fishbein and Ajzen (1975), Bandura (1994). According to Nursito and Nugroho (2013) and Abrorry and Sukamto (2013), Intention can be interpreted as a form of the desire to do something about individuals. The following is a representative picture of the formation of intentions as has been explained.

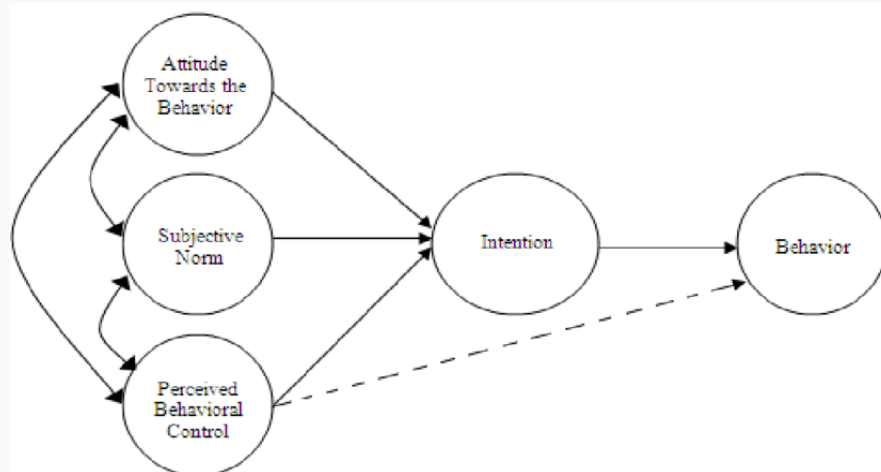


Figure 1 The Theory of Planed Behavior

Source: Ajzen 1991

Entrepreneurial intentions according to Indarti and Rostiani (2008), Lee and Wong (2004), Azwar (2015), Nursito and Nugroho (2013), i.e. Searching for information is an initial form of business in the process of establishing a new business that is long-term, learning things that are needed and understand the risks that might occur.

B. METHODS

This study uses a quantitative descriptive approach because it develops and uses mathematical models in measuring data through scientific calculations. Research subjects Madrasah Aliyah learners in Banyuwangi Regency 2018-2019 school year, class XII who have received entrepreneurship education and will complete their school. The sample in this study uses a purposive random sampling technique. Purposive random sampling is to choose a group of subjects based on certain characteristics or characteristics that have a bearing on the population that has been previously known. While the analysis used in this study uses:

a. t-test

t-test has the aim "To determine the effect of independent variables on the dependent variable partially".

b. F test

The F test has the objective "To find out whether the regression model is a simple linear regression. The F test is used to study or test the ratio of the two variants of the standard F test form using a significance level of 0.05 ($\alpha = 5\%$).

C. RESULT

This study entitled the effect of internalizing entrepreneurial values, skills and confidence in the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. The subject of the study was conducted on students of Madrasah Aliyah in Banyuwangi Regency in the final semester or class XII. The research carried out consisted of three madrasa schools of all majors, namely the Superior Aliyah

Mamba'ul Huda Tegalsari Madrasa, Aliyah Al-Amiriyah Madrasah Blok Agung and Madrasa Aliyah Kebunrejo Genteng Banyuwangi.

Data on the number of respondents can be seen in the table below:

Table 1. Number of Respondents by School of Origin

School Name	Number of respondents	Percentage
MA Al-Amiriyah Blokagung	134	66%
MA Unggulan Mamba'ul Huda Tegalsari	54	26%
MA Kebunrejo Genteng	16	8%

Source: Data processed (2021)

Based on table 1. above it can be seen that the respondents of the Al-Amiriyah Al-Amiriyah Blokagung Madrasah school are 134 respondents or 66% of respondents, the Superior Aliyah Madrasah School Mamba'ul Huda Tegalsari are 54 respondents or 26% of respondents, and the Madrasah Aliyah Kebunrejo Genteng school is 16 respondents or 8% percent of respondents. Data on the number of respondents was obtained from the number of pupils students from each different school.

Table 2. t-test Results

Variable	t-Statistic	Probability
Internalization of Entrepreneurial Values (X1)	3.070015	0.0025
Entrepreneurship Skills (X2)	5.002625	0.0000
Confidence (X3)	10.60074	0.0000

Source: Data processed (2021)

- a) The value of tcount on the internalization variable entrepreneurial values (X1) is 3070 and ttable = 1.972 at df 184 with a probability level of 0.0025. This shows that tcount > t table = 3.070 > 1.972 and also the probability value < 0.05 = 0.025 < 0.05, then Ho is rejected and Ha is accepted, meaning that internalization of

entrepreneurial values partially has a significant effect on the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency. Increasing internalization of entrepreneurial values will increase the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency.

- b) Tcount value on entrepreneurship skills variable (X2) is 5.002 and ttable = 1.972 at df 184 with a probability level of 0.000. This shows that $t_{count} > t_{table} = 5.002 > 1.972$ and also the probability value $< 0.05 = 0.000 < 0.05$, then H_0 is accepted and H_a is rejected, meaning that entrepreneurial skills partially have a significant effect on the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency . Increasing entrepreneurial skills will increase the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency.
- c) Tcount value on the confidence variable (X3) is 10,600 and ttable = 1,972 at df 184 with a probability level of 0,000. This shows that $t_{count} > t_{table} = 10,600 > 1,972$ and also the probability value $< 0.05 = 0,000 < 0.05$, then H_0 is rejected and H_a is accepted, meaning that confidence partially has a significant effect on the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. Increased confidence will increase the entrepreneurship intentions of Madrasah Aliyah students in the Regency.

Table 3. F-test Results

Variable	F-Statistic	Probability
Internalization of Entrepreneurial Values (X1)		
Entrepreneurship Skills (X2)	98.93384	0,000
Confidence (X3)		

Source: Data processed (2021)

Based on the table above, the variables internalization of entrepreneurial values, entrepreneurial skills, and confidence simultaneously have a significant effect on the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. This can be seen from the calculated F value of $98,933 > F_{table} = 2.65$ with $df_1 (N_1) = 3$ with a significance probability = $0,000 < 0.05$. Thus simultaneously the variables internalization of entrepreneurial values, entrepreneurial skills, and confidence affect the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. Then H_a is accepted and H_o is rejected.

D. DISCUSSION

Internalization of entrepreneurial values significantly influences the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency "can be answered from the results of the tcount of 3.070 with a significance level of less than 0.05 ie 0.025 on the internalization variable of entrepreneurial values. This proves that the internalization of entrepreneurial values partially influences the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. This means that internalization of entrepreneurial values is high, entrepreneurial intentions are also high, conversely, if the results of internalization of entrepreneurial values are low, entrepreneurial intentions are also low. The results of this study are in line with studies conducted by Ngoc Khuong and Huu An (2015), the purpose of this study regarding the inculcation of entrepreneurial values, Farida and Mahmuda (2014), that students are more interested in their own business, and Romli (2018), for become an entrepreneur and an understanding of entrepreneurial intentions is needed in order to maintain entrepreneurial potential while they study at Madrasah Aliyah. In contrast to research conducted by Kusmintarti, Riwijanti, and Asdani (2017), the effect of internalization of entrepreneurial values on entrepreneurial intentions is positive, but not significant.

Entrepreneurial skills significantly influence the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency "can be answered from the results of the tcount of 5.002 with a significance level of less than 0.05 ie 0,000 on

the variable entrepreneurship skills. This proves that entrepreneurial skills partially do not affect the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. This means that if students' skills are high then entrepreneurial intentions are also high, otherwise if the results of entrepreneurial skills, then entrepreneurial intentions are also low.

According to Alma (2013) the impetus that shapes entrepreneurship among students is driven by several factors. From personal factors which is about aspects of one's personality, students who have high skills will influence their behavior and attitude, he will like to try new and challenging things. The results of this study are in accordance with the theory explained by Berglund and Wennberg (2006) that creativity is part of skills. Furthermore, the results of this study are also in accordance with previous studies conducted by Handriani (2011), Riyanti and Dwi (2003), Wahyuni and Hidayati (2017), and Aprilianty (2018) which show that entrepreneurial knowledge positively and significantly influences entrepreneurial intentions.

Self-confidence significantly influences the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency "can be answered from the tcount value of 10,600 with a significance level of less than 0.05 which is 0,000 on the variable of confidence. This proves that confidence partially influences the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. This means that the high level of confidence possessed by students will affect the high entrepreneurial intentions of these students.

Supporting research results in accordance with research Handaru, Paramita, Achmad, and Nandiswara (2014), stated attitudes, subjective norms and self-confidence, Esnard (2010), and Vemmy (2012) stated that confidence has a positive and significant influence on entrepreneurial intentions.

Internalization of entrepreneurial values, entrepreneurial skills, and self-confidence significantly influence the entrepreneurship intentions of Madrasah Aliyah students in Banyuwangi Regency "can be answered from the results of the Fcount value of 98,933 with a significance level of less than 0.05 which is 0,000 on

the internalization variable values entrepreneurship, entrepreneurial skills, and confidence. This proves that the internalization of entrepreneurial values, entrepreneurial skills, and confidence simultaneously influences the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi Regency. This means that the higher the student's knowledge and understanding of entrepreneurial values, the higher the learner's skills and the higher the student's confidence, the higher the student's entrepreneurial intentions. Conversely, the lower the students' knowledge and understanding of entrepreneurial values, the lower the student's skills and the lower the student's confidence, the lower the student's entrepreneurial intentions.

From the results of the study described above shows that the internalization of entrepreneurial values, skills and confidence together have a positive and significant influence on the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi.

E. CONCLUSION

Based on the results of the analysis discussed, it can be concluded as follows: 1) Internalization of entrepreneurial values can increase the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. 2) Entrepreneurial skills can increase the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. 3) Confidence can increase the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi. And 4) Internalization of entrepreneurial values, skills and self-confidence can increase the entrepreneurial intentions of Madrasah Aliyah students in Banyuwangi.

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