

# Entrepreneurship intention among the student's college: shaperoentrepreneurial approach event model

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#### Abstract

Aim research is to know the effect of attitude, the perceived desirability, the perceived feasibility toward the intention of Entrepreneurship by using theory approach of Shapero Entrepreneurial Event Model. The population of this research is all the students of Borneo University Tarakan by taken the sample 270 students from all faculties with the active criteria and already have taken the entrepreneurship department. The method of sampling was using Purposive Sampling by using data analyze method that consist of validity, reliability, and hypothesis and also helped by SmartPLS 3.0. The result of this research shows that: 1). The positive and significant influence of the attitude toward perceived desire, 2). The positive and significant influence of the perceived worthiness toward the Entrepreneurship Intention. So, this case proves that the theory of Shapero Entrepreneurial Event Model which already used is able to explain the intention of entrepreneurship among the students college.

Key words: Attitude, Intentions of Entrepreneurs, Perceived Desirability, Perceived Feasibility

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#### **INTRODUCTION**

Indonesia has slow entrepreneurial growth compared to other countries, this can be seen based on the entrepreneurial population, entrepreneurial health and rankings in the G20 countries (www.kompasiana.com). Indonesia itself still has a relatively low number of entrepreneurs, this is also a challenge for the community and the government to develop and increase the intention of Indonesian youth as much as possible in the field of entrepreneurship.

According to records taken from the Global Entrepreneurship Monitor (GEM) in 2009 Indonesia still has not reached the ideal number set at 2% of Indonesia's population. Data in 2009 shows that the new Indonesia has around 1.65% of the total number of entrepreneurial actors from the total population. (GEM, 2009).

The number of Indonesian entrepreneurs, based on data from the Ministry of Cooperatives and MSMEs, only reached 3.1%. This number is still inferior to neighboring countries in Southeast Asia. For example, in the United States the level of entrepreneurship is 11.5-12%, Singapore has 7% of entrepreneurs, China and Japan are 10% of the country's population. Indonesia needs around 4.6 million entrepreneurs, while the number available based on the new formal business approach is available 564,240 entrepreneurs or still needs around 4.07 million new entrepreneurs.

The government also aggressively launched the entrepreneurial movement. The Director General of Higher Education of the Ministry of Education and Culture has launched an Entrepreneurial Student Program (PMW) to be implemented and developed by public and private universities. This PMW aims to provide knowledge, skills and attitudes or entrepreneurship based on science and technology to students so that they can change the mindset of job seekers to create jobs. This program is also expected to reduce the unemployment rate of higher education graduates (Kemendikbud, 2013).

One of the educational institutions that can foster a young entrepreneurial spirit is the University of Borneo Tarakan as one of the universities in the city of Tarakan. It is expected to create undergraduate graduates who can have the qualifications to become entrepreneurs, not only the Economics faculty but all faculties. One of the ways that UBT is doing is to prepare its students by providing lessons on entrepreneurship as part of the curriculum for all faculties at the University of Borneo Tarakan, which indeed creates its scholars later to become a Job Creator.

One theory that can explain the intention of entrepreneurship is the Theory of Entrepreneurial Event developed by Shapero and Sokol in 1982. In his theory of Intention or intention, Shapero & Sokol (1982) adapted the Reasoned Action theory of Fisbein & Ajzen (1975) then applied specifically in the world of entrepreneurship. Based on the Theory of Entrepreneurial Events, Shapero & Sokol explained that entrepreneurial intentions are influenced by three dimensions, namely: Perceived desirability, perceived feasibility and propensity to act.

Krueger, et al (2000) explained that perceived desires are individual value systems that influence one's judgment. Feasibility that is felt is a person's perception of the ability he has in gathering resources both human, social and financial. While the tendency to act is an encouragement in someone to act to do something. In addition, Krueger, et al (2000) also said that the theory of planned behavior also affects the intention of entrepreneurship, where the desires felt are proportional to attitude toward behavior and subjective norms. Feasibility felt by such as perceived behavior control or perceived self efficacy (Bandura, 1997).

Several previous studies stated that the desire for entrepreneurship of students is a source for the birth of future entrepreneurs (Kourilsky and Walstad, 1998). The need for an understanding of how to develop and encourage the spirit of entrepreneurship so as to create the souls of potential young entrepreneurs since education. Their attitudes, behavior and knowledge about entrepreneurship will shape their tendency to open new businesses in the future. Colleges also play a role in producing human resources that have the soul and attitude to entrepreneurship so that they can overcome economic problems by creating jobs.

Darmanto (2013) also said that research based on the Theory of Entrepreneurial Event was still not widely conducted and in previous studies there were still differences in research results. As research by Nasurdin, et al (2009) proves that the perceived desires have a positive and significant effect on entrepreneurial intentions, it is different from the research by Wang, et al (2011) which concluded that perceived desires did not significantly influence student entrepreneurial intentions in China . Whereas for Shook and Brarianu (2008), Disnayanke (2013) which proves that perceived feasibility has a

significant effect on entrepreneurial intentions, it is different from research conducted by Audet (2003), Linan, et al (2007) which proves that perceived feasibility does not have a significant effect on entrepreneurial intentions.

#### Literature Review Entrepreneurship

In etymology "Entrepreneurship" is a combination of the word wira which means dashing, brave, mighty and business. So entrepreneurship means people who are brave or mighty in business (id.wikipedia.org). Entrepreneurship is termed in English as an entrepreneur. Riyanti (2003) said that the word entrepreneur is adopted from French which means between-taker or go-between. The Concise Oxford French Dictionary (1980) defines entrepreneurs as to undertake (run, do, try), to set about (start), to begin (start), to attempt (try, try).

Schumpeter, an expert on strategies to see entrepreneurs as a creative destructive process, where existing products or production methods are destroyed and replaced with new ones. Therefore entrepreneurship relates to discovery, utilization of profitable opportunities.

Inpres No.4 of 1995 defines entrepreneurship as the spirit, attitude, behavior and ability of a person to handle business and / or activities that lead to efforts to find, create, implement work methods, technology and new products by increasing efficiency in order to provide better services and / or get a bigger profit.

## Attitudes

According to Assael (2001) Attitudes are defined as tendencies learned to respond to an object or class of objects consistently both in a state of liking and disliking. Fisbein & Ajzen (1975) also say attitudes are the basis of intention where attitudes have a main aspect, namely the individual belief that displaying or not displaying certain behaviors will produce certain results or outcomes, the more positive the thoughts of an individual the more positive the individual's attitude towards the object likewise the opposite.

Linan and Chen (2006) explain indicators of entrepreneurial attitudes including views if becoming an entrepreneur is more profitable than detrimental, interested in pursuing a career as an entrepreneur, will become an entrepreneur if he has the opportunity and resources, see that he will be satisfied if he becomes an entrepreneur and will choose to become an entrepreneur rather than being an employee. Attitude is the most influential factor in helping entrepreneurial intentions compared to social norms or perceptions of behavioral control (Linan, 2006).

Attitudes can affect one's intention to do entrepreneurship activities, this can be seen from the choice of decisions someone is willing to take risks that exist or tend to avoid these risks. The more positive someone's feeling of attitude will be the more positive the individual's attitude to run a business, and vice versa.

# Shapero Entrepreneurial Event Model (SEEM)

The entrepreneurial intention model was first developed by the Shapero and Sokol in 1982 with the Theory Entrepreneurial Event. Theory Entrepreneurial Event Model proposed by Shapero and Sokol 1982 adapted the theory of Reasoned Action of Fishbein and Ajzen (1975) and applies specifically in the world of entrepreneurship so that the underlying Theory Entrepreneurial Events that affect the intention of entrepreneurship in three dimensions is a desire that is felt (perceived desirability), perceived feasibility (perceived feasibility) and a tendency to act(propencity to act).

In the theory put forward by Shapero and Sokol (1982), it is argued that not all born entrepreneurs develop following a directed and planned path from the beginning, but can be caused by several factors as for these factors:

## Negative displacement

A person can become an entrepreneur because he or she is fired from work, depressed, humiliated or experiencing boredom while working, forced to move from the area from entering retirement age or marriage divorce

# Being between things

People who have just left school or prison, sometimes feel like entering a new world that they have not yet understood and mastered. This situation makes them seem to be in the middle of two different worlds, but they still have to struggle to maintain their survival. This is where the choice of becoming an entrepreneur arises because by being an entrepreneur they can work on their own.

Having positive pull

There are also people who have the support of opening a business from work partners, investors, customers, close friends, family or mentors. Support makes it easy for them to anticipate business opportunities, while also creating a sense of security from business risks.

Shapero entrepreneurship event model uses two main variables namely perceived desires and perceived feasibility. Segal et al (2005) conceptualized the desire that was felt as personal interest to start a new business and feasibility that was perceived as a measurement that was perceived as a person's ability regarding a new business created. These two variables have a relationship with the drive for entrepreneurship. The following is an explanation of perceived desires and perceived feasibility.

## **Perceived Desirability**

Shapero and Sokol (1982) felt defined desires were desires that were felt as a personal attraction to start a new business. Krueger, et al (2000) defines perceived desires as personal biases of someone who views the creation of a new business as something interesting and desirable. Linan (2011) states that perceived desires refer to the extent to which he feels interested in certain behaviors to become an entrepreneur. Attractiveness grows from a view of personal experience about entrepreneurship and support from the surrounding environment such as the community, friends and family to reflect the support of people around them towards entrepreneurship (Shapero and Sokol, 1982).

Linan and Cohard (2011) state that the desires felt have indicators namely; individual attitudes (views on the profession of entrepreneurship, individual positive views on individual failures and views on entrepreneurial activities) and subjective social norms (belief in support from family, friends, teachers and people who are considered important, presupposing views on the profession of entrepreneurship and the existence of capable models inspire).

More clearly, Linan and Cohard (2011) say that if a positive view is made, individuals will be interested in entrepreneurship, whereas if their views are negative, individuals will not be interested in entrepreneurship. From some of these explanations, it can be concluded that the perceived desire is a feeling of attraction that someone feels towards the desire to create a new business, where the desire to start a new business can be influenced from the surrounding environment.

#### **Perceived Feasibility**

According to Segal, et al (2005) perceived feasibility shows the degree of trust in which a person sees himself as having the ability to gather resources (human, social and financial) to build new businesses.

Shapero and Sokol (1982) explain that perceived feasibility is individuals who personally feel they are capable of starting a business or business. According to Linan and Cohard (2011) explained that perceived feasibility can be measured through several indicators, namely self-confidence in managing business, resource leadership and confidence in the success of the business he pioneered.

From this explanation it can be concluded that perceived feasibility is a feeling that someone feels individually capable and worthy of a new business. Feasibility and desires are factors that can explain the intention of entrepreneurship, perceived desires and feasibility that are felt to have a positive influence on the intention of entrepreneurship.

# Intention of entrepreneurship

According to Wijaya (2007) said that intention is the sincerity of someone to do an act or bring up a certain behavior. Wijaya (2008) further explained that the intention shows how hard someone dared to try and how much effort someone planned to do. The connection in entrepreneurship means that it needs the intention of someone when deciding to start a business. The intention of entrepreneurship can be interpreted as the ability to vent themselves in fulfilling life's needs and solving problems of life problems, advancing business or creating new businesses with strengths that are in themselves (Yanto, 1996). According to Bird (1998) the intention of entrepreneurship is the state of mind in directing and guiding individual actions towards the development and implementation of a new business concept.

In TPB Ajzen (1991) also wrote that there are three factors that influence entrepreneurial intentions, including the perceived desire, perceived feasibility and credibility. Shapero & Sokol in the Entrepreneurial Event Theory assumes that someone has the direction to be addressed which is influenced by important factors in the surroundings such as: family, work, social status, funding ability, cultural values, education and others that can influence intention entrepreneurship.

Linan and Chen (2006) explain the indicators of entrepreneurial intentions can be seen from the serious thinking of individuals becoming entrepreneurs. A person with high entrepreneurial intentions will be ready to run everything needed to become an entrepreneur, have a goal to become an entrepreneur as a profession, will strive wholeheartedly to start and run their own business, have decided to make their own business, and intend to become entrepreneurs in the future front (Linan and Chen, 2006). So it can be concluded that the intention of entrepreneurship is the ability, feeling of pleasure and intention of the individual itself to create a new business so that by finding the right information to be used in forming a business in order to advance the efforts carried out by the

## **METHODS**

## **Population and Samples**

In this study the population used was students of the University of Borneo Tarakan who had taken Entrepreneurship courses and were active students studying. In this study the sampling technique used was a non-probability sampling technique, namely Purposive Sampling. According to sugiyono (2015) Purposive Sampling is a technique of determining samples with special considerations so that they are worthy to be sampled. Purposive samples are conducted by taking people who are actually selected by researchers according to the specific criteria possessed by the sample. So that the sample specified was 270 respondents.

## **Data Collection Techniques**

In this study based on quantitative research data collection techniques can be done by questionnaire. Sugiyono (2012) defines a questionnaire as a technique of collecting data by giving a set of questions or written statements to the respondent to answer. The measurement scale for all indicators on each variable uses a Likert Scale (Scale 1 to 7) starting from Very Disagree Once (STSS) to Strongly Agree Once (SSS), with this scale it can be seen that if the assessment is close to five then the respondents increasingly agreed.

#### **Data Analysis Method**

The analysis technique used is SEM (Structural Equation Modeling) which is operated using the software SmartPLS version 3.0.

Inferential Statistical Analysis

In this study inferential statistical data analysis was measured using software SmartPLS starting from the measurement model (outer model), model structure (Inner model) and hypothesis testing.

#### Measurement Model ( Outer Model )

This model is used to determine the validity and reliability that connects indicators with latent variables. Measurements in this model are:

Convergent Validity: The value of convergent validity is the value of loading factors on latent variables with their indicators. Expected value> 0.5.

Discriminant validity: The measurement model is assessed based on the measurement of cross loading with the construct. If the construct correlation with each indicator is greater than the size of the other constructs, then the latent construct predicts the indicator better than the other constructs.

-Composite Reliability: If the value composite reliability pc > 0.7 can be said that the construct has high reliability or reliability and pc > 0.6 is said to be quite reliable.

- Cronbach Alpha: Reliability test was strengthened with Cronbach Alpha. Where the expected value is> 0.6 for all constructs.

Structural Model (Inner Model)

The structural model or inner model is evaluated by looking at the percentage of variance explained by looking at  $R^2$  for the latent dependent construct using the Q-Square Stone - Geisser Test and also looking at the consistent structural path.

#### **Test Hypotheses**

If t-statistics are higher than t-table, then the hypothesis is supported or accepted. For probability values, the p-value with alpha 5% is less than 0.05. The t-table value for alpha 5% is 1.96.

## **RESULT AND DISCUSSION**

#### Differential Statistical Analysis Convergent Validity

Table 1.					
Outer Loadings Attitude					
Indicator	Loading Factor	Required Loading Factor	Description		
Sk1	0,722		Valid		
Sk2	0,826		Valid		
Sk3	0,856	0,5	Valid		
Sk4	0,849		Valid		
Sk5	0,830		Valid		

Based on table 1 above, the Loading Factor shows a value above the recommended value of> 0.5. So that all indicators are said to be valid attitudes and can be continued to hypothesis testing.

Table 2.					
Outer Loadings Perceived Desirability					
Indicator	Loading Faktor	Required Loading Factor	Description		
KeiYD1	0,838		Valid		
KeiYD2	0,868	0,5	Valid		
KeiYD3	0,491		Not Valid		
KeiYD4	0,824		Valid		
KeiYD5	0,854		Valid		
KeiYD6	0,884		Valid		
KeiYD7	0,859		Valid		
KeiYD8	0,692		Valid		

Based on table 2 shows that the KeiYD3 indicator has a value of factor loading <0.5. This means that the indicator is invalid so it must be eliminated before testing the hypothesis.

Table 3.				
Outer Loadings Perceived Feasibility				
Indicator	Description			
KelYD1	0,751		Valid	
KelYD2	0,722		Valid	
KelYD3	0,836		Valid	
KelYD4	0,795	0.5	Valid	
KelYD5	0,894	0,5	Valid	
KelYD6	0,892		Valid	
KelYD7	0,866		Valid	
KelYD8	0,846		Valid	

Based on table 3 above shows that all Feasibility indicators that are felt have a value of loading factor > 0.5. So that all indicators are said to be valid and can be forwarded to the hypothesis test.

Table 4.					
Outer Loadings Intention of Entrepreneurship					
Indikator	Loading Factor	Required Loading Factor	Description		
NB1	0,892		Valid		
NB2	0,885		Valid		
NB3	0,874	0.5	Valid		
NB4	0,874	0,5	Valid		
NB5	0,602		Valid		
NB6	0,625		Valid		

Based on table 4 above shows that all indicators of Entrepreneurial Intention have a value of loading factor > 0.5. So that it can be said that all indicators can be said to be valid and can be forwarded to the hypothesis test.

#### **Discriminant Validity**

This measurement model is carried out using testing discriminant validity by comparing table values with cross loading. An indicator is said to be valid if the value loading factor high in the intended destination is greater than the value factor loading factor of the other.

Based on table 4 shows that the variable has the highest value on its own compared to the value on other variables, so the discriminant validity in this case is fulfilled.

#### **Composite Reliability**

Data that has a composite reliability> 0.7 sounds high reliability. And the reliability test is also strengthened by Cronbach Alpha with the expected value> 0.6 for all constructs.

Table 5.				
Result Composite Rliability				
Konstruk	Cronbac	Composite	Descriptio	
Kolisuuk	h Alpha		n	
Attitude (X1)	0.876	0.910	Reliabel	
Perceived Desirability (X2)	0.915	0.932	Reliabel	
Perceived Feasibility (X3)	0.934	0.945	Reliabel	
Intention of Entrepreneurship (Y)	0.885	0.913	Reliabel	

Based on table 6, it shows that all measured variables have Cronbach Alpha values > 0.6 and also have Composite Reliability > 0.7. So it can be concluded that all of these variables are said to be reliable. Structural Model (Inner Model)



Final Structural Model

R Square is a prediction of how much the independent variable affects the dependent variable

Table 6.			
Output R square			
Variable	$\mathbb{R}^2$		
Perceived Desirability	0,616		
Intention of Entrepreneurship	0,691		

Based on the 7 R Square table for the Desired Desire variable is 0.616(61.6%) which means the ability of the independent variable explains the variabl. The perceived desire is 61.6% and the rest is explained by other independent variables which are not in the research model formulated in this research. Then the R square of Entrepreneurial Intention is 0.691(69.1%) which means the ability of the independent variable to explain the variable Entrepreneurial Intention is 69.1% and the remainder is explained by other independent variables that are not in the research model formulated in this study. For

Attitude and Feasibility variables that are felt to be of no value (0) because they are independent variables.

#### **Test Hypotheses**

Stage of the hypothesis is to test the proposed research hypothesis. Submission of this hypothesis by analyzing the required statistical limits, namely> 1.96. If the results of the data show the value that meets the requirements, the proposed research hypothesis can be accepted. For probability values, the p-value with alpha 5% is less than 0.05.

Testing this hypothesis is done by the Partial Least Square (SmartPLS 3.0) program with the method bootstrap resampling.

Tabel 7.					
Direct Impact Hypothesis Testing					
Variable	Origin Sample (O)	Mean Sample (M)	Standar Deviasi (STDEV)	T- Statistik	P Value
(H1) Attitude => Perceived Desirability	0,785	0,787	0,028	28,323	0,000
(H2) Perceived Desirability => Intention of Entrepreneurial	0,347	0,345	0,055	6,321	0,000
(H3) Perceived Feasibility => Intention of Entrepreneurial	0,547	0,550	0,054	10,180	0,000

Data analysis Table 7, the results of hypothesis testing each variable can be explained as follows: H1: Effect of Perceived Attitudes toward Desire

Desire Perceived attitude toward having the coefficient value of 0.785 and has a value of t-count equal 28,323, while the t-table value is 1.96. Then the value of t-count> value -table or 28,323> 1.96. It can be concluded that the attitude has a positive and significant effect on the Desired Desires, thus hypothesis 1 is accepted.

H2: The Influence of the Desire Feeling on Entrepreneurial Intention

The Desire That Has a coefficient value of 0.347 and has a t-count value of 6.321, while the ttable value is 1.96. Then the value of t-count> t-table or 6.321> 1.96. This shows that the perceived desire has a positive and significant effect on the intention of entrepreneurship, so it can be concluded that hypothesis 2 is accepted.

H3: The Effect of Feasibility Feels on the Intention of Entrepreneurship

Feasibility of the Feeling has a coefficient of 0.547 and has a t-count value of 10.180, while the values of 1.96. Then the value of t-count> t table or 10,180 > 1,96. This shows that Feasibility felt has a positive and significant effect on the intention of entrepreneurship, so it can be concluded that hypothesis 3 is accepted.

# Discussion

# **Attitudes to Perceived Desirability**

Desired results of the study show that attitudes positively influence perceived desires, this is evidenced through the results of hypothesis testing which shows the value of t-count> t-table that is equal to 28,323>1.96. According to Krueger (2000) who focuses on the TPB model and the SEE model, it is said that attitudes influence the perceived desires of perceptions of the consequences of behavioral outcomes. Krueger further concluded that the behavior of the possibility of becoming an entrepreneur is a beneficial or detrimental action. This study is relevant to the research conducted by Solvesik et al (2012) which examined the effect of attitudes on desires felt by the results of the tests showing that students who had behavioral attitudes (0.85: p> 0.001).

A similar study was also conducted by Doh et al (1996) who conducted a survey of final year S1 students with 61.8% of 359 students interested in starting a business as a final choice. Based on the results obtained from hypothesis testing for variable attitudes toward perceived desires, shows that Borneo Tarakan University students who have an entrepreneurial attitude will influence the perceived desire in entrepreneurship.

## Perceived Desirability to The Entrepreneurial Intention

Krueger (2000) says that the perception of entrepreneurial desires is an attitude towards entrepreneurship. Based on TPB by Ajzen (1991) attitudes have a significant and direct influence on intention. (Krueger (1993) tested the Shapero model of entrepreneurial intentions and found that desires were felt directly and had a positive effect on entrepreneurial intentions. Krueger (2000) found a positive relationship between perceptions of desire and intention to start a business, this was due to factors to meet needs families.

It is also consistent with research conducted at Tarakan Borneo University students who show that desire the perceived positive effect on entrepreneurship intentions with the value t-count > t-table or 6.321> 1.96. The results of this study explained that students who have a desire to Entrepreneurship also has the intention to run a business. This research is also supported by previous research conducted by Wibisono (2011) in the Sebelas Maret University Faculty of Economics students who showed positive results, namely the perception of desire variables can increase the intention of entrepreneurship which is increasingly students apply the perception of desire in entrepreneurship so that a person's intention in entrepreneurship also increases. In addition, Krueger (2000) also found a positive relationship between the perception of desire and intention to start a business, this was due to a factor to meet family needs.

## Perceived Feasibility to The Entrepreneurial Intention

Feasibility that is felt shows a view of the ability possessed by someone to become an entrepreneur (Alfonso and Cuevas, 2012). Krueger et al (2000) also concluded that perceived feasibility is such as with control behavior and self-efficacy which is considered to be the most influential factor in encouraging entrepreneurial intentions. The results obtained are also the same as the results of research that indicate that perceived feasibility has a positive effect on entrepreneurial intentions where the results obtained are tilapia greater than t-table or 10,180 > 1.96, this explains that students apply the view of feasibility in running a business will also increase the intention of a student to run a business.

This research is also supported by research conducted by Darmanto (2013) in the title The Effect of Perceived Desirability, Perceived Feasibility, Propensity To Act on Entrepreneurial Intention with results that say that Perceived Feasibility has a positive and significant effect on Entrepreneurial Intention, with the result of t-count = 11,693 is greater than t-table = 1,994 and is significant at the significance level of 5% (p = 0,000). The same is true of the research conducted by Wibisono (2013) which concluded that the more students apply the perception of feasibility in entrepreneurship, the more one's intention in entrepreneurship increases.

#### CONCLUSIONS

Based on the results of research conducted on Borneo Tarakan University students about the intention of entrepreneurship using the Theory Entrepreneurial Event Model developed by Shapero and Sokol (1982), it can be concluded that the use of this theory can be used in research on entrepreneurship because it has been proven by testing Hypothesis on Attitude, Desire Perceived, Feasibility Feels on the Intention of Entrepreneurship which shows a positive and significant effect. Where the three hypotheses tested were attitude variables towards desires that were felt to show positive and significant results, the variable of perceived feasibility towards entrepreneurial intentions also showed positive and significant results.

So that this theory supports this research about the intention of entrepreneurship students at the University of Borneo Tarakan can be explained and proven by the use of the Theory Entrepreneurial Event Model. The results of the study can also explain that Borneo Tarakan University students who have taken entrepreneurship courses and will soon graduate have the intention to carry out entrepreneurial activities.

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