

**THE INFLUENCE OF MOTIVATION AND ATTITUDE ON INTEREST IN  
ENTREPRENEURSHIP ON VOCATIONAL SCHOOL STUDENTS IN TANGERANG**

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**ABSTRACT**

*Entrepreneurship is an important issue when Indonesia will face a golden Indonesia in 2045. Indonesia will be 100 years old, aka a century old. In that year, Indonesia is targeted to become a developed, modern and prosperous country. However, if the number of entrepreneurs in Indonesia is still minimal, this requires effort and hard work to ensure that the number is sufficient. Students' motivation and interest must be developed from the time they are in school. This research uses quantitative methods, using SPSS 24. Data was collected by filling in questionnaires and interviewing respondents. The number of respondents was 23 vocational school students in one of the cities of Tangerang, Banten. The research results show that there is an influence of motivation and attitude on interest in entrepreneurship. Schools should be able to provide opportunities for students to start businesses, even on a small scale.*

**ABSTRAK**

*Berwirausaha menjadi isu penting ketika Indonesia akan menghadapi Indonesia emas pada tahun 2045. Indonesia genap berusia 100 tahun alias satu abad. Pada tahun tersebut, ditargetkan Indonesia sudah menjadi negara maju, modern, serta sejahtera. Namun jika jumlah wirausahawan yang ada di Indonesia masih minim, hal ini memerlukan upaya dan usaha keras agar jumlahnya memadai. Motivasi dan minat siswa harus ditumbuhkan sejak dibangku sekolah. Penelitian ini menggunakan metode kuantitatif, dengan menggunakan SPSS 24. Data diambil dengan cara pengisian kuesioner dan wawancara kepada responden. Jumlah responden sebanyak 23 siswa SMK di salah satu Kota Tangerang Banten. Hasil penelitian menunjukkan bahwa, ada pengaruh motivasi dan sikap terhadap minat berwirausaha. Pihak sekolah sebaiknya dapat memberikan kesempatan kepada para siswa agar dapat memuli usaha, meski dalam skala kecil.*

## INTRODUCTION

Competition in the era of globalization is increasingly fierce, and not only college graduates, but also high school graduates, especially vocational school graduates, are competing. In contrast to high school graduates who go on to college, many vocational school graduates have to go directly into the world of work. In principle, schools are institutions that produce graduates or skilled personnel and train students to become quality human resources (HR), so that schools organize superior programs to provide excellent service to the community (Munawar, A., & Supriatna, 2018). The reason why the number of unemployed has increased so much is because it is a hassle to start a business. It is hoped that the world of education can play a big role in overcoming existing problems such as unemployment (Ngundiati, N., & Fitrayati, 2020). Education plays a role in creating a skilled workforce, but in reality it is the educated population that makes a significant contribution to Indonesia's current unemployment rate. The cause of increasing unemployment cannot be separated from the education system. It only emphasizes the theory that the education system increases the identity of prospective doctoral students who are qualified, skilled and competitive, through current education and society and much more (Putri, J., & Zulfa, 2020). The more developed a country is, the more educated its population is and the more unemployed it is, showing the importance of the world of entrepreneurship. Considering the limited capacity of the government, development will be more successful if it is supported by entrepreneurs who are able to create jobs (Majdi, 2012).

The government cannot control all aspects of development because it requires a lot of budget, personnel and supervision. Entrepreneurship has the potential to be developed both in the number and quality of entrepreneurs themselves. Currently, we are faced with the fact that the number of entrepreneurs in Indonesia is still small and the quality is not yet great, and this is an urgent challenge for successful development. Entrepreneurship is a key issue in developing economies. The economic progress or decline of a country depends greatly on the existence and role of this group of entrepreneurs (Rachbini 2002).

Someone who wants to become a successful entrepreneur must have high entrepreneurial motivation. Because high entrepreneurial motivation can form an ethos to always be great and do everything beyond existing standards. Entrepreneurship is also a Student Scientific Journal which is a key factor in generating interest in entrepreneurship. Motivation can come from yourself or from others. Success occurs when the students involved are highly motivated. The obstacle in efforts to attract students' interest in entrepreneurship is that there are still many students who believe that a better future can only come from opportunities in college, and many of them are optimistic about your future will depend on your future education and a diploma without using it. . You have an independent mindset that is really needed to enter the world of entrepreneurship (Agusmiati, & Wahyudin, 2018).

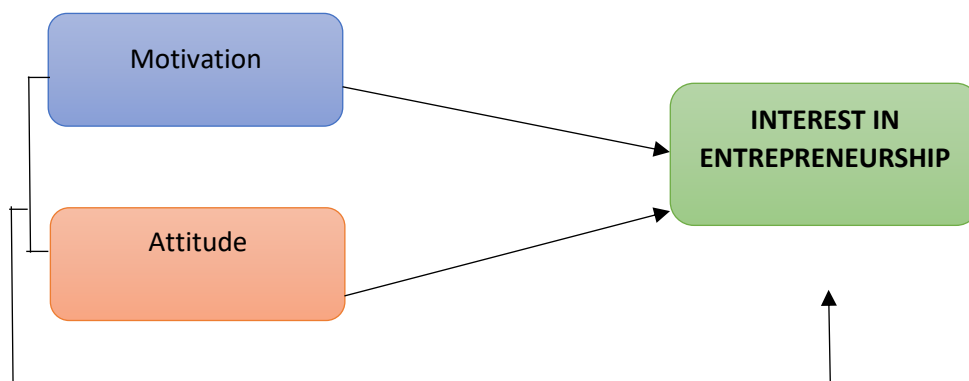
Another factor that influences interest in entrepreneurship is a person's interest. Interest is influenced by attitudes as a form of positive or negative beliefs about a person's behavior and subjective norms." Nursito (in Astri Srigustini 2014), stated that "a person's belief in their own ability to become an entrepreneur will influence a person's desire to become an entrepreneur". Interest plays a very important role in students' lives and will have a big impact on their attitudes and behavior. Interest is not inborn and interest is always followed by feelings of pleasure and satisfaction with what is to be done. This means that an interest can be grown and developed in a person from an early age and can be nurtured through the learning process both at school and in the family. Apart from that, mastery of knowledge

about entrepreneurship is really needed by vocational school students. Entrepreneurial knowledge is the result of the effectiveness of the learning process in entrepreneurship subjects at vocational schools.

## METHOD

The research method is a scientific way to obtain data with a specific purpose and use. The data obtained through research is empirical or observed data that has valid criteria. Valid shows the degree of accuracy between the data that actually occurs on the object and the data collected by the researcher. According to Sugiyono (2016:2) states that "Research methods are basically a scientific way to obtain data with certain purposes and uses". The research method used in this research is a descriptive method with a quantitative approach. Quantitative research methods, as stated by Sugiyono (2016: 8) "Quantitative research methods are based on the philosophy of positivism, used to research certain populations or samples, collecting data using research instruments, quantitative/statistical data analysis, with the aim of testing hypotheses which has been set.

Data was collected through filling out questionnaires and interviews. The data was processed with the help of SPSS 26. Data on creativity and self-confidence variables were taken based on questionnaires. Meanwhile, variable data on craft and entrepreneurship learning outcomes were taken from report card scores and practical competency tests. Data were tested for assumptions with normality and collinearity. Next, it is processed into the coefficient of determination and multiple regression analysis, T test and F test (Anova). The total sample was 52 students from class XI of the nursing and pharmacy study program.



Gambar 1. Kerangka Berpikir

## RESULT AND DISCUSSION

After carrying out the project-based method, students are given a test to determine the relation between motivation attitude and interest in enterpreneurship. or images must be numbered and referred to in the text. The following are the results of SPSS 25 data processing.

Model	Collinearity Statistic	
	Tolerance	VIF
1 (Constant)		
X1	.754	1.144
X2	.474	1.444

VIF is a factor that measures how much the variance of the regression estimator coefficient increases compared to independent variables that are orthogonal if connected linearly. The VIF value will be greater if there is a greater correlation between the independent variables. If the VIF value exceeds 10 then this shows that collinearity is a problem that definitely occurs between independent variables.

#### Tests of Normality

	Kolmogorov-Smirnov <sup>a</sup>			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
Interest (Y)	.154	52	.016	.937	52	.028
Motivation (X1)	.148	52	.026	.947	52	.026
Attitude (X2)	.101	52	.200*	.967	52	.166

\*. This is a lower bound of the true significance.

#### a. Lilliefors Significance Correction

In the data normality test table above, the Sig value can be seen. the interest are  $0.28 > 0.05$ , the motivation value is  $0.26 > 0.005$  and the attitude value is  $0.166 > 0.05$ , which means the data has a normal distribution.

#### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized	t	Sig.
		B	Std. Error	Coefficients		
				Beta		
1	(Constant)	110.690	11.637		9.512	.000
	Motivation (X1)	-.104	.116	-.122	-.903	.471
	Attitude (X2)	-.219	.077	-.383	-2.842	.016

a. Dependent Variable: Interest (Y)

In the coefficient table above, the Sig value can be seen. Motivation is 0.471 > 0.05, meaning that the creativity variable influences craft and entrepreneurship learning outcomes. , the attitude variable has effect interest, the Sig. 0.006 < 0.05.

#### ANOVA<sup>a</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	683.305	2	341.652	4.099	.033 <sup>b</sup>
	Residual	4083.772	49	83.342		
	Total	4767.077	51			

a. Dependent Variable: Interest(Y)

b. Predictors: (Constant), Motivation (X1), Attitude (X2)

In the Anova table, the Sig value. 0.033 < 0.05 means that there is an influence of variable X1 (motivation) and variable X2 on attitude and interest.

#### Model Summary

Model	R	R Square	Adjusted Square	RStd. Error of the Estimate
1	.379 <sup>a</sup>	.443	.108	9.12920

a. Predictors: (Constant), Motivation (X1), Attitude (X2)

In the R Square table, it is 0.443, which means that there is an influence of 44.3%, X1 and X2 on Y. This value is intended for the influence of X1 and

## DISCUSSION

Motivation is an important factor for someone if they want to start a business. Students are able to carry out entrepreneurship, because they intend it well. Likewise with a positive attitude. A positive attitude can build a wide network for product marketing. It is hoped that the people of Beton Hamlet, Tritunggal Village, Babat District, Lamongan Regency, will maintain and increase their interest in entrepreneurship. Because entrepreneurship can help reduce the number of unemployed and be able to create jobs, thereby increasing the number of unemployed

decrease and increase the economic level of the surrounding community (Alifia, 2019). Unemployment is one of the economic problems that often occurs in developing countries (Dzulfikri, & Kusworo, 2017). One effort that can be made to reduce expenses is to encourage the creation of new entrepreneurs. As the nation's next generation of young people, students can become entrepreneurs. Students can start entrepreneurship by motivating themselves and studying knowledge about entrepreneurship because in entrepreneurship knowledge a strong attitude and knowledge about entrepreneurship is instilled (Abdullah, & Septiana 2019).

Entrepreneurial interest comes from someone wanting to create a business field. Interest in entrepreneurship arises because of understanding or knowledge, coupled with an interest in trying which ultimately gives rise to motivation, ideas, creativity and innovation. Interest in entrepreneurship can also be developed by increasing knowledge about entrepreneurship (Aini, Q., & Oktafani, 2020).

## CONCLUSION

There is an influence of motivation on interest in entrepreneurship among vocational school students in Tangerang, there is an influence of attitude on interest in entrepreneurship among vocational school students in Tangerang, and there is a simultaneous influence of motivation and attitude on interest in entrepreneurship

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