

Study on The Relationship Between Social Support and Entrepreneurship Intention Experienced by Adolescents

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ABSTRACT

Entrepreneurship is very important for the community because with entrepreneurship people are no longer dependent on jobs, and create job opportunities for others. Entrepreneurial activities in the community have a very important role to help overcome the problem of unemployment and increase people's income. The cause of the large number of unemployed because most people do not have an entrepreneurial spirit. The social environment has an important role in shaping the desire for entrepreneurship. The purpose of this correlational study is to determine the relationship between social support and entrepreneurial intentions. Respondents in this study were taken from the group of teenagers aged 15-20 years. The sampling technique in this study used a purposive sampling technique based on characteristics focused on groups of teenagers who had not worked and were not married. In addition, they also have no entrepreneurial experience. There are 46 teenagers who are respondents in this study. All of them came from Padusan Village, Pacet District, Mojokerto Regency. The data analysis technique used to fulfil the study objectives is product moment correlation analysis assisted by the SPSS 26 program. The research findings state that social support has a positive and significant relationship with entrepreneurial intentions. The higher the level of social support received by adolescents, the higher the level of entrepreneurial intentions possessed by adolescents.

INTRODUCTION

Unemployment and poverty are problems that have long been a discussion of social power and empowerment. This problem has been attached along with the increase in population. One of the causes is dependence to get a job. Some community groups are reluctant to be independent in an effort to meet economic needs. The low level of entrepreneurship in the community, which should have contributed to the economic growth of a country (Darmawan, 2019).

Entrepreneurship as a measure of the progress or decline of a country (Brush *et al.*, 2001). Development will be more successful if it is supported by entrepreneurs who can create jobs because the government's capacity is very limited. The whole process of economic change in the end depends on the

person who causes the change, namely the "entrepreneur". The number of entrepreneurs in Indonesia is still small and the quality cannot be said to be great to support the economy so that this entrepreneurial problem becomes an urgent problem for the success of economic development in Indonesia.

Therefore, in order to become a prosperous country, the government has promoted various programs to encourage new entrepreneurs, such as programs related to business assistance in the form of direct financial or through entrepreneurship education programs in schools or in the form of independent business training.

One of the entrepreneurship education programs is by giving entrepreneurship subjects simultaneously starting from the first level to the

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final level to high school students. The more developed a country, the more educated people, and many people are unemployed because of the narrowness of employment opportunities.

However, the government will not be able to carry out all development because it requires a lot of budget, personnel, and supervision because the job opportunities that the government can provide are very limited and difficult to meet all people in Indonesia.

An entrepreneur is someone who has the expertise to sell, from offering ideas to commodities in the form of products. With their creativity, entrepreneurs are able to adapt to various situations and environmental conditions (Ucbasaran *et al.*, 2003). As a business person, entrepreneurs must be familiar with sales management, management styles and functions. To succeed, he must be able to communicate and master several elements of managerial skills, as well as know strategic selling techniques ranging from knowledge of products, product characteristics and product competitiveness against similar products (Busenitz *et al.*, 2003).

Opening a business is not an easy thing. There are people who open businesses because they have no other choice but to open their own business. There are people who open their own businesses because of low education which makes it difficult for them to find work. There are also people who are forced to open their own businesses because they have been laid off from their companies. Meanwhile, there are people who open their own business because they prefer to choose their own business rather than working for others (Shane & Venkataraman, 2000).

There are several alternative options for new businesses. There are three kinds of business options, namely franchising, buying an existing business, or opening a business from scratch. But no matter how difficult entrepreneurship is, every achievement will be enjoyed directly by entrepreneurs.

Unfortunately, many Indonesians still think that entrepreneurship is synonymous with talent, something that has been their talent since birth. Many parties are not convinced that entrepreneurship can be taught through educational efforts. Those who argue like this start from a belief that entrepreneurship is a cultural property and mental attitude, therefore it is attitudinal and behavioral (Davidsson & Wiklund, 2001). A person becomes an entrepreneur because from the beginning it has been like that. An entrepreneur prefers to learn from experience compared to learning from books and formal education (Gaglio, 2004).

This lack of belief in the ability to do entrepreneurship is the minus value of society, especially young Indonesians who should be able to encourage entrepreneurship to open up more job opportunities for themselves and those who do not have permanent jobs.

In addition, there is a wrong paradigm in some societies, entrepreneurship is considered to require great effort, creates competition, unstable income sources, lack of respectability, low jobs and so on. The low interest in entrepreneurship in the community is influenced by many factors. The risk of failure and no access to capital is an obstacle to this. Many parents want their children not to enter the business world because they are considered too risky for their children's future. This is not in line with the view that the prosperity of a society is measured by how many community members become entrepreneurs.

Communities and families as the smallest unit have an influence on the entrepreneurial intentions of adolescents (Shepherd & Krueger, 2002). Their support will affect the mindset of the youth towards entrepreneurship. The social support is in the form of providing entertainment, attention, appreciation or assistance that will be received by someone from another person or group. Social support consists of verbal or non-verbal information or advice. Real help given out of familiarity with someone or obtained through the presence of another person can have emotional benefits or behavioral effects for the recipient. According to Ganster *et al.* (1986), social support can lead to good adjustments in the development of an individual's personality. Social support provides useful feelings for individuals because individuals feel themselves loved and accepted. The support received will be meaningful if the support is useful and appropriate to the existing situation. Sarason *et al.* (2000) states that social support always includes two important things, namely the perception that there are a number of people who can be relied on by the individual when he needs help and the degree of satisfaction with the support received is related to the individual's perception that his needs are met.

For a teenager, entrepreneurial intentions are influenced by social support from family, teachers, close friends. With the support of family, teachers, close friends, a teenager will feel the encouragement and strength to be interested in becoming an entrepreneur. Thus, the purpose of the study was to determine the relationship between social support received by adolescents in Padusan Village, Pacet District, and entrepreneurial intentions.

RESEARCH METHOD

This correlational research will find out the relationship between social support and entrepreneurial intentions. Respondents in this study were taken from the group of teenagers. According to WHO (2018), adolescents are residents in the age range of 10-19 years, according to the Regulation of the Minister of Health of the Republic of Indonesia Number 25 of 2014, adolescents are residents in the age range of 10-18 years and according to the Population and Family Planning Agency (BKKBN) regarding the age of adolescents are 10-24 years old and unmarried. Based on this, adolescents are aimed at the age range of 15-20 years. The sampling technique in this study used a purposive sampling technique based on characteristics focused on groups of teenagers who had not worked and were not married. In addition, they also do not have entrepreneurial experience. There are 46 teenagers who are respondents in this study. All of them came from Padusan Village, Pacet District, Mojokerto Regency.

There are two variables observed, namely social support and entrepreneurial intentions, which are explained as follows. Baron and Byrne (2005) define social support as physical and psychological comfort provided by friends and family members. Sarafino (2014) describes the aspects of social support as follows: (a). Emotional support as a form of support that is expressed through empathy, concern, affection and concern for other individuals; (b). Appreciation support which is a form of support that occurs through one's expression by showing a positive appreciation for the individual, in the form of approval of the ideas or feelings of the individual and positive comparisons of the individual with others; (c). Instrumental support is a form of direct support that is manifested in the form of material assistance or services that can be used to solve practical problems; (d). Information support is a support that is expressed in the form of giving advice/suggestions, awards, guidance/feedback, about what individuals do, in order to solve the problems, they face; (e). Social network support is support that comes from this network is a form of support by providing a sense of togetherness in the group as well as in terms of interests and social activities.

According to Alvarez and Busenitz (2001), entrepreneurial intention is the desire, interest, and willingness to work hard or be strong-willed to try optimally in fulfilling their life needs without being afraid of the risks that will occur, and having a strong will to learn from failure.

Interest in entrepreneurship is a mental tendency that remains to pay attention and remember some activities or activities in entrepreneurship.

According to Darmawan and Hariani (2020), there are several aspects of entrepreneurial intentions as follows: (a). Feelings of pleasure where teenagers who have feelings of pleasure towards a business activity, then he will continue to study the business, there is no feeling of compulsion. Therefore, feeling happy will motivate teenagers to continue entrepreneurship; (b). Interests related to the driving force that drives them to feel interested in entrepreneurship or can be in the form of affective experiences stimulated by entrepreneurship activities themselves; (c). Attention which is the concentration or activity of the soul towards observation, and understanding. Adolescents who have an interest in certain business activities will automatically pay attention to these businesses. Starting from the production process to the distribution process of the business results; (d). The involvement of a person in an object that causes the person to enjoy doing business activities, is able to understand, is always active, and never stays silent following developments, if he can be directly involved in a business activity and is able to understand all the processes.

Collecting data using a questionnaire containing statements with a Likert scale. Data collection is supported by interview techniques. The data analysis technique used to fulfil the study objectives is product moment correlation analysis which is supported by validity, reliability, normality and linearity tests. The statistical analysis was assisted by the SPSS 26 program.

RESULT AND DISCUSSION

Validity and reliability tests were carried out on the research tool, namely the questionnaire. Validity shows the extent to which a measuring instrument measures what it wants to measure based on the corrected total correlation item value which must be greater than 0.3. From the results of SPSS output, it is obtained that all statement items from each variable are declared valid. Reliability is an index that shows the extent to which a measuring instrument can be trusted or reliable based on an alpha value of not less than 0.6. The social support variable got a value of 0.759. The entrepreneurial intention variable obtained a value of 0.803. Thus, both variables can be declared reliable.

Prior to the correlation analysis, the assumption test is carried out which includes the normality test and linearity test. The results of the normality test in this study, the data distribution of the entrepreneurial interest variable has a Kolmogorov-Smirnov Z value of 1.206 with a significant level of 0.137 ($p > 0.05$), so it can be said that the data on the entrepreneurial intention variable is normally distributed. While the family social support variable has a Kolmogorov-Smirnov Z value of 1.739 with a significant level of 0.268 ($p > 0.05$), it can be said that the data on family social support is normally distributed. The results of the linearity test show that the entrepreneurial intention with family social support has $F = 67.287$ and $p = 0.000$ ($p < 0.05$) which indicates a significance value of less than 0.05, so it can be concluded that the variables of entrepreneurial intention and social support have a linear relationship.

The results of the normality test and linearity test showed that the collected data met the requirements for further analysis. The results of data analysis showed a correlation coefficient (r) of 0.539 with $p = 0.000$ ($p < 0.01$) between the variables of social support and entrepreneurial intentions. This indicates a positive correlation between the two variables.

This study aims to determine the relationship between social support and entrepreneurial intentions. The subjects in this study were teenagers in Padusan Village. This study involved 27 teenage boys and 19 teenage girls. The results of data analysis using product moment analysis show that there is a relationship between entrepreneurial intentions and social support, with a correlation coefficient of 0.539 with $p = 0.000$ ($p < 0.01$). This means that there is a very significant relationship between social support and entrepreneurial intentions. The higher the social support, the higher the entrepreneurial intention in adolescents, and vice versa.

The level of social support with entrepreneurial intentions is known from the comparison of the subject's empirical average results with the hypothetical average. The empirical mean on the social support variable is 155.7 which is higher than the hypothetical mean, which is 103, so it can be concluded that adolescents have very high social support. The empirical mean on the entrepreneurial intention variable is 141.2, which is higher than the hypothetical mean, which is 116, so that adolescents have very high entrepreneurial intentions.

Furthermore, from the results of the analysis, it was found that the effective contribution of social support variables to entrepreneurial intentions was 49.5%, the remaining 50.5% was influenced by other factors such as economic level, education, self-efficacy or personal values, experience, and so on.

From these findings, social support can be seen from how far their role is in the lives of teenagers. The closest social environment is family. Factors for the emergence of entrepreneurial intentions are the family environment, especially parents. The family environment is a group of people consisting of father, mother, children and other members of the family. The family environment is the first environment for individuals, where individuals spend most of their time at home. In this environment is the basis for the development and growth of children which gives the first influence on the formation of personality, creativity and a sense of responsibility can be taught as early as possible when children begin to interact with adults. The family is the main educational institution in society, it is in the family that the human personality is formed and grows into an adult individual so that the development and mindset of children is influenced by the habits and upbringing of parents. Ordinary families provide encouragement, understanding, motivation, and even assistance, so that family support shows that the family environment is very influential in growing entrepreneurial intentions that will be formed in individuals if parents provide positive support for these interests, because the activities of fellow family members will affect both physically and mentally, directly or indirectly. Friendship also plays a role because they better understand the desires of teenagers of the same age (Clarysse & Moray, 2004). Thus, the encouragement of parents, siblings, and friends is quite influential on the desire to be an entrepreneur. Teenagers who have entrepreneurial intentions are expected to have more opportunities to hone their entrepreneurial skills so that they are able to become a more independent society and have an entrepreneurial attitude in the future.

CONCLUSION

Based on the results of research and discussion, it is found that social support has a positive and significant relationship with entrepreneurial intentions. The higher the level of social support received by adolescents, the higher the level of entrepreneurial intentions possessed by adolescents. On the other hand, the lower the level of social support received by adolescents, the lower the level of entrepreneurial intentions possessed by adolescents.

From these findings, it is suggested that adolescents are expected to be able to maintain entrepreneurial intentions by feeling happy to learn a business activity without feeling compelled to study certain fields and motivate themselves to continue entrepreneurship and continue to try to develop according to the fields of interest. Adolescents are expected to participate and compete in schools in entrepreneurial activities based on their field of interest, in order to increase their interest in entrepreneurship. Teenagers are expected to take part in training activities or workshops or exhibitions so that teenagers who are interested in the field of entrepreneurship can pay attention to a business starting from the production process to the distribution process of the business results.

Every parent need to intensively provide social support to teenagers so that they can achieve their goals with more enthusiasm and be able to live independently in the future. They should give children the freedom to independently determine their goals even though they are still under supervision within reasonable limits. Teachers need to provide social support to their students, so that teenagers are able to make the right choices related to their profession or work for their future. Teenagers must remain supervised in the association in order to remain focused on future interests. Guidance from parents and teachers is the main thing for teenagers to determine their goals and steps for their future.

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