

EFFECT OF ENTREPRENEURIAL INTERNSHIP AND LOCUS OF CONTROL INTERNAL TOWARD ECONOMIC EDUCATION STUDENTS' ENTREPRENEURSHIP INTEREST IN UNIKAMA

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Entrepreneurial intership is one of the strategic measures to improve the competence and cultivate entrepreneurship in universities by utilizing the mastery of science and technology. Student, in real, studied both production process, business management, finance, marketing, promotion as well as sale, so it will be obtained a valuable learning experience for him/her self. Entrepreneur Culture needs to be supported with Locus of Control that able to promising with bright hope for the creation of independent human resource in thinking and acting and able to applying science and technology that are understood to themselves and society walfare, so interest to become entrepreneurship will be formed that will give a wide chance to become new entrepreneurship. Approach that used in this research is quantitative research and include to the explanatory research. This research population is each of active economic education students and already take entrepreneurship course and entrepreneurship practicum with proportional random sampling technique that asissgned with 39 of total sample. The result of study found that there is significant effect of intrepreneurial intership variable (X1) toward entrepreneurship interest (Y) with t-count score $3,693 > t\text{-count } 2,028$; there is significant effect of Locus of Control variable (x2) toward entrepreneurship interest (Y) with t-count score $2,906 > t\text{-table } 2,028$. Seen from Regresion Coeffisient score, the biggest score is Locus of Control Internal variable, that means this variable have dominant effect toward entrepreneurship intereset. Hypothesis testing to find out simultant effect between independent variable toward dependent variable that is F-count $38,150 > F\text{-count } 3,26$ found that entrepreneurial intership and Locus of Control Internal variable simultantly have a significant effect toward entrepreneurship interest.

Keywords: *Entrepreneurial Internship, Locus of Control Internal, Entrepreneurship interest*

PRELIMINARY

Educational institutions have long been regarded as one of the greatest contributors to unemployment in Indonesia, should have a big responsibility in finding solutions to the problems the lack of employment for graduates. By participating solve this problem, is expected to be able to change the image of the institutions of Higher Education really as an institution printer human resources ready to enter the world of work so as to push the unemployment rate, ie by producing graduates as tenants who are competent in their field, creative, innovative, knowledgeable high, confident and true entrepreneurial spirit. Along this thought Chruchill (1987) in Basrowi (2014) states that education is crucial to the success of entrepreneurs. The first failure of an entrepreneur is that he relied more on experience than on education, despite the fact that other courts of various factors in determining the success of the business. A second source of failure if one entrepreneur only with education, but poor field experience. Theory and practice is 2 (two) affect each other. Theory without experience can be misdirected. When the theory is used correctly, it will provide a framework that can be used to

make decisions. On the contrary, the experience without theory is often a pointless and potentially harmful. Therefore the combination of education and experience in entrepreneurship is a major factor in determining the success of entrepreneurs.

For the beginner student participation in college Entrepreneurship is an attempt to inspire the growth and understanding of the entrepreneurial spirit. On Entrepreneurship Internship activities at household business partners (SMEs), students will learn real good production processes, business management, marketing, promotion and sales. The learning experience in an internship is expected to improve the competence and the confidence or the confidence to achieve business success. Ivancevich et al (2006: 97) states that Locus of Control (central control) determines the degree to which individuals believe that their behavior affects what happens to them. Entrepreneurial culture development in higher education needs to be supported by Locus of Control that promises bright hope for the creation of human resources independent in thought and action as well as able to apply science and technology that is understood for the welfare of themselves and their society, so the interest in becoming entrepreneurs will be formed that will provide wide opportunities into successful entrepreneurs. However, the reality on the ground it is difficult to achieve with easy given the many factors that influence the formation of new entrepreneurs.

Formulation of the problem defined in this study were: 1) is there any influence entrepreneur internship (X1) against the interest in entrepreneurship (Y); 2) is there any influence Internal Locus Of Control (X2) against the interest in entrepreneurship (Y); and 3) is there any influence between entrepreneur internship (X1) and Internal Locus Of Control (X2) against the interest in entrepreneurship (Y). While the purpose of this study was to determine the effect entrepreneur internships and Locus Of Control Internal to the interest in entrepreneurship.

Syah (2005) states that interest is the tendency and the excitement of a high or a great desire for something. Interest referred to in this study is defined as the interest in entrepreneurship that sense of love and interest in entrepreneurship. Liking and this interest arises because of the stimulation / stimulation associated with entrepreneurship, both from within and from outside the individual. If the stimulation well appreciated then most likely to foster an interest in the individual. While Isky (2009) expressed interest in entrepreneurship is the desire, interest, and willingness to work hard or willed to make one's way or trying to meet their needs without being afraid to risk it, and constantly learn from the failures experienced. Thus the interest in entrepreneurship is the desire, interest and willingness to work hard or strong-willed in the presence of focusing on trying to make ends meet without fear of risks to be faced, constantly learn from failures, as well as develop a business creates.

Meanwhile, the implementation of entrepreneurship courses are accompanied by the method of practice / internship as an initial activity of students who are interested in becoming a reliable new entrepreneurs are expected to provide an understanding of business concepts, experience of entrepreneurship and encouraging the growth of entrepreneurship motivation. Students need to be equipped with practical skills which include skills are understood to apply science and technology, management and marketing expertise as well as the adoption of technological innovations. This learning experience can be gained through college students entrepreneurship, entrepreneurial practices, and entrepreneurship in SMEs as apprentice teaching model at the University Kanjuruhan Malang. Interest Internship Entrepreneurship are:

(1) improve the ability to apply knowledge and skills possessed industrial unit, (2) improve the knowledge of student entrepreneurship both in terms of knowledge and experience in entrepreneurship, (3) improve the ability to communicate and socialize with the community in the company, (4) motivation spurring entrepreneurial students who are interested in becoming a candidate entrepreneurs, (5) the opportunity to gain practical experience of entrepreneurship for students supervisor, and (6) creating linkages and equivalence between universities and small and medium enterprises. Thus apprenticeship entrepreneurial aims to improve students' ability to apply knowledge and skills owned, encourage and facilitate students to recognize the potential that can be developed and is able to apply the knowledge gained in real activity, provide practical experience in entrepreneurship for students, as well as motivate and encourage students to become entrepreneurs.

Rotter (1996) in Schunk et al (2012) translated by Ellys Tjo. (2012) states that Locus of Control is a common belief about the extent to which the behavior affect the outcome (success, failure). Individuals who have an internal locus of control believe that the success and failure will depend on their actions and are largely within their control. People like this are called 'internalizer'. Wherein in case of failure of a internalizer will ask themselves and blame themselves.

RESEARCH METHODS

The research approach used in this study is a quantitative research to test hypotheses drawn through the measurement of research variables with numbers and perform statistical data analysis procedures. Based on the objective, the study included research into the explanation (explanatory research) and can be classified into associative research is a study that is looking for a relationship between one variable with another variable. The independent variables in this study is an entrepreneurial internship (X1) and internal locus of control (X2). Meanwhile, as the dependent variable in this research is the interest in entrepreneurship (Y). The method used to collect data questionnaire method which previously tested the validity and reliability, as well as using a Likert scale.

To analyze the problem of this research using descriptive analysis and regression. Where data were obtained through questionnaires were processed and analyzed by a statistical model, having tested the validity and reliability. Multiple regression analysis is used to determine whether there is influence entrepreneurial internship and internal locus of control of the interest in entrepreneurship. If there is any effect, then how big the influence of independent variables entrepreneurial internship (X1), and internal locus of control (X2) against the interest in entrepreneurship (Y) either partially or simultaneously. The population of this study were all students of economics education is still active and has take a course in entrepreneurship and entrepreneurial practices with a sample of 39 students.

RESULTS AND DISCUSSION

To implement multiple linear regression analysis, the data must meet the classic assumption test consisting of: 1) autocorrelation, 2) Multicollinearity, 3) Normality, and 4) Heteroskedasticity. Autocorrelation test results shows no symptoms of the data autocorrelation

for d_U value $(1.596) < d_{count} ((2.026) < 4-d_U (2,404))$. The Multicollinearity results indicate that the data has no symptoms multikolinieritas because VIF (x1) amounted to 2,040 and (x2) 2,040 has a value below from 5. The normality test results is the data is spread around the diagonal line and follow the direction of the diagonal line. It can be concluded that the data were normally distributed. Meanwhile homogeneity test result data points spread randomly and not forming a certain pattern is clear, and spread both above and below the number 0 on the Y axis this means the data does not occur heteroskedastisity symptoms. Tests of this assumption shows that the data is eligible to test multiple linear regression analysis. Based on the results of multiple regression analysis as shown in table 1 include the following matters:

Tabel 1. Coefficients

Model	Unstandardized Coefficients		t	Sig.
	B	Std. Error		
1 (Constant)	11.399	10.477	1.088	.284
Magang Kewirausahaan	.544	.147	3.693	.001
Locus Of Control Internal	.669	.230	2.906	.006

This means:

- 1) Value t_{hitung} entrepreneurial internship at 3,693 while t_{table} valued 2,028 or $t_{count} > t_{table}$ with sig. $0.001 < 0.05$, so that H_a received means there is significant influence entrepreneurial internship variables (X1) against the interest in entrepreneurship (Y), meaning that when students carry out an entrepreneurial internship in Small and Medium Enterprises (SMEs) in both the goods-producing sector, the service industry, culinary , supermarket, kepenjualan, home industries, and others have provided a significant impact to the development of the knowledge obtained a student at the college, their maturity in decision making, improving skills, ability to manage the business, understanding the root causes of entrepreneurship faced by entrepreneurs, the ability to analysis of market needs, the practice of managing accounting, business strategy and the promotion of understanding, as well as an understanding of marketing. The impact of factors such as these are the elements that are important and much needed for potential new entrepreneurs, as well as to change attitudes more motivated students to have interest in the business. This is supported by the opinion of Morgan and King (1975) which states that the attitude has a strong influence on the likes and dislikes on a person's behavior. Further Gagne (1987) revealed that " attitude is often described as the tendency to respond to or otherwise specifically readiness to respond Someone who act and think healthy, and positive ideal can be regarded as a person who has a positive attitude. A positive attitude is characterized by mental attitude of someone who has the ability, the courage to take decisions, the courage to take risks as a result of his decision, as in the field of self-employment or business. Humans with these characteristics are known as people who have the entrepreneurial character (Danuhadimedjo, 1998).

Meanwhile, look at the results of a frequency table known mean value of apprenticeship entrepreneurial amounted to 87.9487, meant that the ability of students after carrying out an internship are able to understand the process of production of goods produced by SMEs, mmapu using technology tools and access information,

understand the market, the ability to identify problems faced by SMEs and provide better solutions, a partnership of business, understand the business strategy and business ethics, business management is adequate, communicate, create a business plan, and foster creative and innovative the better.

- 2) The value t_{hitung} internal locus of control by 2.906 while t_{table} valued 2,028 or $t_{count} > t_{table}$ with sig. $0.006 < 0.05$, H_a received means there is significant influence internal locus of control variables (X2) against the interest in entrepreneurship (Y). This means that students who have optimal Locus of Control will always strive to achieve the desired success and do not depend or rely on others or wait for luck. If a student is facing a difficult situation, the students who have an internal locus of control will tend to try to find a solution or find a solution for the problem, because they have self-control in the face of all situations. This has become a strong factor pendorong an interest to lead to success (entrepreneurship). Thus the effect of Locus of Control Internal someone can create a person's self confidence how to manage his company, including a belief in penegambilan decisions to be taken by themselves, their willingness to try a new one although there is a risk that must be borne, satisfaction with the success of the work, and work soon obtain optimally something to be desired. Supporting research by Ahmad Yusuf and Seger (2013) has found that as many as 91% of the subjects (students) had the personality of the entrepreneur being, while the remaining 8% in the high category and 1% is included in the low category. Dimensions of the subject (student) with high category are most numerous on the dimensions of Locus of Control. Meanwhile various studies one of the determining factors of business success is independent attitude. It is appropriate Suryana opinion (2009) that an independent person are those who do not like to rely on others but instead optimize all the resources and efforts of its own.

Seeing the results of the frequency table can be explained that the Locus of Control Internal found a mean value of 62.5128 means that students do not seem to have a high initiative, not enough to have a big idea to develop the business, enough to be able to work hard, like the work done though delayed, just like the challenge , still do not have the courage to create a business for yourself, but have a high desire to be independent and always think positively.

- 3) To determine the effect simultaneously between the independent variables on the dependent variable criteria H_a accepted if $F_{hitung} > F_{table}$ can be seen in table 2 below:

Tabel 2. Anova

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2962.842	2	1481.421	38.150	.000 ^a
	Residual	1397.927	36	38.831		
	Total	4360.769	38			

Based on data analysis of $F(38.150) > F_{table}(3.26)$ and sig. $0.000 < 0.05$, H_a acceptable means variable entrepreneurial internship and internal locus of control simultaneously significant effect on interest in entrepreneurship. These findings provide understanding that the student interest in entrepreneurship is influenced by an entrepreneurial internship and internal locus of control amounted to 38.15%, while 61.855 are influenced by other factors such as: revenue expectations, family environment, economic needs, a sense of excitement for

entrepreneurship (hobby) the mental attitude of students, student perception of entrepreneurship, and others.

Internships entrepreneurship is one of the efforts to provide a learning experience entrepreneurship in students is the basis used to improve skills. Entrepreneurial learning through internships believed to be one of the important determinants formation of the entrepreneurial spirit and business success will be run, as well as stimulating the need for high achievement to become entrepreneurs, where students not only understand the material contains a theory but also learning that is applicable as an opportunity for the growth and development of creativity and innovative potential of students. Moreover, with accompanying dimensional Locus of Control which is good enough will contribute to improvement of a person's interest in the business more effective. This supports the findings of research conducted by Wibowo (2011) which concluded that the entrepreneurial learning have an influence on interest in entrepreneurship. affect the interest in entrepreneurship education. So if someone gets an education about entrepreneurship, then he will understand the advantages of being an entrepreneur and increasingly interested in becoming an entrepreneur. Thus it can be said there is the influence of entrepreneurship education through internships and Locus of Control Internal to the interest in entrepreneurship.

CONCLUSION

Based on the analysis above, it can be several conclusion as follows: 1) Internship entrepreneurship affect the interest in entrepreneurship, this means when someone is in entrepreneur internship, then their ability will increase and able to grow their interest to entrepreneur; 2) internal locus of control variables affect the interest in entrepreneurship, this means if someone belief that his success because of his effort, then locus of control not only will shows higher working motivation, but also have high expectation to produce good performance that will able to increase motivation and interest in entrepreneur; and 3) Internship entrepreneurship and Locus of Control Internal simultaneously significant effect on student interest in entrepreneurship at the University of Economics Education Program Kanjuruhan Malang, this means entrepreneurial internship that fused with ownership of internal locus of control will give influence toward increase of better entrepreneur interest.

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