THE INFLUENCE OF ENTREPRENEURIAL SKILLS AND MOTIVATION ON ENTREPRENEURIAL INTEREST

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The problem of this research is the open unemployment rate which is increasing every year. This type of research is quantitative. The data collection technique in this research is multiple regression analysis. By using data collection techniques by means of questionnaires and documentation. before researching the questionnaire, validity and reliability tests were carried out using the help of the SPSS application. And with a research population of 44 students. After collecting the data, the classical assumption test was carried out. From the results of data analysis, it can be seen that the coefficient of determination (R2) is 0.783 or 78.3%. Thus, this value means that the variable Entrepreneurial Skills (X1) and Entrepreneurial Motivation (X2) contributes 78.3% pengaruah to Entrepreneurial Interest (Y) while the remaining 21.7% is influenced by other variables outside the study. From the results of research that has been done shows that there is an influence of entrepreneurial skills and entrepreneurial motivation on entrepreneurial interest, it can be concluded that the more skills possessed and driven by high motivation, the greater the chance of creating a successful business.
Keywords: Entrepreneurial Skills, Entrepreneurial Motivation, Entrepreneurial Interest.

A. INTRODUCTION

Indonesia is a country with a fairly large population according to data from the Indonesian Central Statistics Agency (2020 central agency statistics), which says that Indonesia is ranked number four (4) of the largest population in the world with 270,203,917. This is an important factor in economic stability. The denser the population of a country, the higher the rate of needs that must be met. Rapid population growth that is not followed by rapid economic growth can increase the poverty rate in a country, because the need for employment is not met. So the role of entrepreneurship is needed to absorb a lot of labor.

Entrepreneurship is a combination of two words, namely wira and usaha, wira means soldier or hero while usaha means action, work or doing something. Peter F. Drucker (Anwar, 2014: 2) says that entrepreneurship is the ability to create something new and different, while according to Suryana (2013: 6) entrepreneurship is a discipline that studies the values, abilities, and behavior of a person in facing life's challenges and how to get opportunities by sharing the risks he may face. Broadly speaking, it can be concluded that entrepreneurship is a person who manages, creates and runs his own business or personal business.(Fristya et al., 2024)

Based on BPS data, the Deputy Minister of Tourism and Creative Economy (December 19, 2022) explained that the number of entrepreneurs in Indonesia is 3.47% or only about 9 million people from the total population. When compared to neighboring countries, Indonesia itself has a relatively small number of entrepreneurs with a quality that still cannot be said to be great, so that economic development and development development become an urgent problem. Anak Agung Ngurah Puspayoga (Minister of Cooperatives and SMEs) said that the number of entrepreneurs in Indonesia is still low compared to a number of countries in the world. entrepreneurs in Singapore reached 7%, Malaysia 5%, and Thailand 3% with a population of three countries less than Indonesia. Currently, the number of entrepreneurs in Indonesia is only 1.65% while Indonesia's population reaches 250 million people.

Education and development is very important for everyone. Entrepreneurship education and development based on Pratama et al., (2022) aims to actualize oneself in entrepreneurial behavior. Entrepreneurship subjects are one of the subjects given to students of the SMK (Vocational High School) curriculum and continue when continuing their education to the current

college stage. Entrepreneurial motivation is very important to build an interest in entrepreneurship where high entrepreneurial motivation is required in individuals who want to become successful entrepreneurs, with the motivation to create a mentality that is superior and exceeds the standard in doing everything. (Arifin et al., 2022).

Motivation itself can come from within or from others. The obstacle faced in connection with student entrepreneurial interest is that there are still many mindsets that say that the highest level of success and a better future is only determined by the opportunity to get a higher education by pinning their hopes on educational degrees and diplomas without thinking that a piece of paper with a degree will not guarantee a good future (Nuryadi et al., 2024). Based on the records of the Central Bureau of Statistics (BPS), the number of unemployed people in Indonesia reached 7.86 million people as of August 2023 or equivalent to an Open Unemployment Rate (TPT) of 5.32 percent of the total 147.71 labor force.

When viewed from the city of Surabaya itself, according to BPS (Central Bureau of Statistics) data for East Java province as of 2023 as many as 6.78% were declared in the status of not working / unemployed. In addition, there are also many people who have a high education (Bachelor) who have not gotten a decent job. Based on the background description above, the authors are interested in conducting research with the title "The Effect of Entrepreneurial Skills and Motivation on Student Entrepreneurial Interest at STIE Yapan Surabaya" which the authors will describe in a paper in the form of a thesis.

B. RESEARCH METHOD

This research is quantitative descriptive research. The research was conducted at STIE YAPAN Surabaya. The population in this study were 44 students of the management study program class of 2023. The sampling technique used was non-proportional sampling technique. While the data collection instruments in this study used documentation and questionnaire (questionnaire) methods. In this study, the data analysis used was multiple linear regression analysis.

C. RESEARCH RESULTS AND DISCUSSION
Result
1. Normality Test Results

Table 1. Normality Test Results

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residual
N		44
Normal Parameters[a,b]	Mean	0,0000000
	Std. Deviation	2,65329240
Most Extreme Differences	Absolute	0,114
	Positive	0,095
	Negative	-0,114
Test Statistic		0,114
Asymp. Sig. (2-tailed)[c]		0, 177[c]
a. Test distribution is Normal.		
b. Calculated from data.		
c. Lilliefors Significance Correction.		
d. Lilliefors' method based on 10000 Monte Carlo samples with starting seed 2000000.		

From the One-Sample Kolmogorov-Smirnov Test table, the probability number or Asymp. Sig. (2-tailed). This value is compared to 0.05 (with a significance level of 5% or α = 5%). Based on the research above, the value of Asymp. Sig (2-tailed) is 0.177 > 0.05. This indicates that the data is normally distributed.
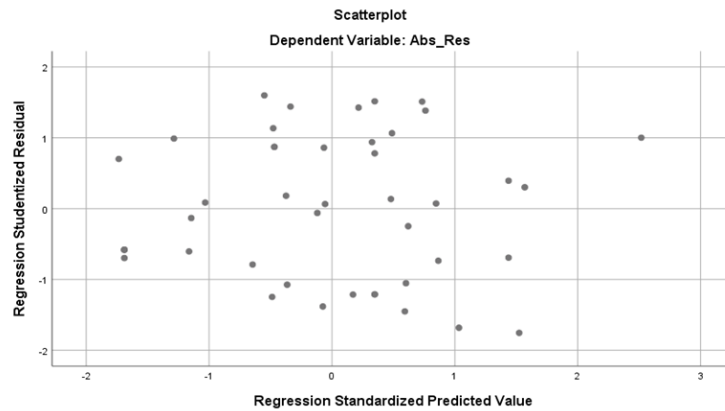
2. Heterocedacity Test

Figure 1. Heterocedacity Test Result

From the figure 1, it can be seen that the dot plots are randomly scattered and not concentrated in one particular area. This indicates that there is no heteroscedasticity problem.

3. Multicollinearity Test

Table 2. Multicoloniarism Test Results

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3,565	3,419		1,043	0,303		
	X1	0,436	0,113	0,395	3,858	0,000	0,505	1,979
	X2	0,481	0,088	0,561	5,474	0,000	0,505	1,979
a. Dependent Variable: Y								

Based on the results of the analysis, the tolerance value X1 (0.505) and X2 (0.505)> 0.100 while the VIF value X1 (1.979) and X2 (1.979) <10.00, it is concluded that there are no multicollinearity symptoms.

4. T Test (Partial)

Table 3. T Test Result

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3,565	3,419		1,043	0,303		
	X1	0,436	0,113	0,395	3,858	0,000	0,505	1,979
	X2	0,481	0,088	0,561	5,474	0,149	0,505	1,979
a. Dependent Variable: Y								

a. Based on the results obtained, the t value of the variable count entrepreneurial skills (X1) is 3.858 with a significant value of 0.00. While the value of t table with degrees of freedom (df) = N-2 (44-2) = 42, is equal to 1.681 at a significance level of 0.05. So from these results the value of t count> t table (3.858> 1.681) and a significant value (0.00 <0.05). Thus H0 is rejected and Ha is accepted. This means that there is a positive and significant influence between (X1) on (Y).
b. Entrepreneurial motivation variable (X2) obtained t value of 5.474. While t table with degrees of freedom (df) = N-2 (44-2) = 42 is equal to 1.681 at a significance level of 0.05. So from these results the value of t count < t table (5.474 < 1.681) and the significance value (0.00> 0.05). This means that between (X2) and (Y) means that it has a significant influence on (Y).

5. F Test

Table 4. F Test Result

ANOVAᵃ

Model		Sum of Squares	f	Mean Square	F	Sig.
1	Regression	1089,714	2	544,857	73,795	<.000ᵇ
	Residual	302,718	1	7,838		
	Total	1392,432	3			
a. Dependent Variable: Y						
b. Predictors: (Constant), X2, X1						

From the results above, the calculated F value is 73.795 and the significance value is 0.00. With the F table value at the degree of freedom df (N1) = k = 2, degree of freedom df (N2) = n-k-l = 44-2-1 = 41 with a significant level of 0.05, the F table value is 3.23. Thus, F count> F table (73.795> 3.23) and the significance value (0.00 <0.05) thus H0 is rejected and Ha3 is accepted. This means that there is a positive and significant influence between Entrepreneurial Skills (X1) and Entrepreneurial Motivation (X2) on Entrepreneurial Interest (Y).

6. Multiple Linear Regression Analysis Test Results

Table 5. Multiple Linear Regression Analysis Test Results

Coefficientsᵃ

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3,565	3,419		1,043	0,303		
	X1	0,436	0,113	0,395	3,835	0,000	0,505	1,979
	X2	0,481	0,088	0,561	5,474	0,000	0,505	1,979
a. Dependent Variable: Y								

The regression test results with the dependent variable and the independent variable produce an equation:

$$Y = Y3{,}565 + 0{,}436X1 + 0{,}481X2 + e$$

a. The constant of 3.565 indicates that if the value of X1 and X2 is equal to 0, then the value of Y remains at 3.565.
b. The X1 variable has a positive regression coefficient of 0.436, which means that if the X1 value increases by 1 point, the Y value will increase by 0.436.
c. The X2 variable has a positive regression coefficient of 0.481, which means that if the X2 value increases by 1 point, the Y value will increase by 0.481.

7. R Test

Table 6. R Test Result

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,885ª	0,783	0,772	2,717

a. Predictors: (Constant), X2, X1

Based on the results obtained above, it can be known that the coefficient of determination (R^2) is 0.783 or 78.3%. Thus this value means that the organizational activeness (X1) and learning achievement (X2) contribute 78.3% to work readiness (Y) while the remaining 21.7% is influenced by other variables outside the study.

Discussion

1. The Effect of Entrepreneurial Skills (X1) on Interest in Entrepreneurship (Y)

Based on the results of the research that has been done, it is known that partially entrepreneurial skills (X1) have a positive and significant influence on the entrepreneurial interest of Management Study Program Students STIE YAPAN SURABAYA Batch 2023. This can be seen from the t test which shows the t value of 3.858 with a significance level of 0.00 while the t table value is 1.681 with a significance level of 0.05 which means in accordance with the provisions where Ha is accepted t count> t table and significant value> 0.05 then 3.858> 1.681 with a significant value of 0.00 <0.05.

The results of this study are supported by research conducted by Fanny Pramitasari (2016) entitled "The influence of entrepreneurial motivation and entrepreneurial knowledge on entrepreneurial interest of class XI students competence office administration expertise SMK Negeri I Bantul". In this study it is explained that there is a positive and significant influence between entrepreneurial motivation and entrepreneurial knowledge on entrepreneurial interest.

The same thing is also stated by research conducted by Salsa Afni Yudha (2021) entitled "The influence of entrepreneurial knowledge on entrepreneurial interest of class XII students of SMKN 1 padang gelugur pasaman district". This study succeeded in proving the influence between entrepreneurial knowledge on entrepreneurial interest of class XII students of SMK N 1 padang gelugur pasaman district.

Thus, based on the results of research and relevant research above, it can be concluded that there is a positive and significant influence between the influence of entrepreneurial motivation and entrepreneurial knowledge on entrepreneurial interest of class XI students of office administration expertise competence SMK Negeri I Bantul. So for that There is a positive and significant influence between the effect of entrepreneurial knowledge on entrepreneurial interest of class XII students of SMKN 1 padang gelugur pasaman district accepted.

2. **Effect of Entrepreneurial Motivation (X2) on Entrepreneurial Interest (Y)**

Entrepreneurial motivation is a situation where there is something that encourages and moves and even directs a person's desire to carry out activities related to business that are supported by self-confidence, independence, future orientation and courage to take risks, so for that the greater one's motivation, the more opportunities one has in succeeding a business.

Where the data for the Learning Achievement variable is obtained from the t value of 3.858. While the t table with degrees of freedom (df) = N-2 (44-2) = 42 is 1,681 at the 0.05 significance level. So from these results the value of t count < t table (3.858 < 1.681) and the significance value (0.00 > 0.05). This means that between entrepreneurial motivation (X2) on interest in entrepreneurial interest (Y) means having a significant influence on entrepreneurial interest.

3. **Effect of entrepreneurial skills (X1) and entrepreneurial motivation (X2) on entrepreneurial interest (Y)**

From the results above, the calculated F value is 73.795 and the significant value is 0.00. With the F table value at the degree of freedom df (N1) = k = 2, degree of freedom df (N2) = n-k-l = 44-2-1 = 41 with a significant level of 0.05, the F table value is 3.23. Thus, F count> F table (73.795> 3.23) and significant value (0.00 <0.05) thus H0 is rejected and Ha3 is accepted. This means that there is a positive and significant influence between entrepreneurial skills (X1) and entrepreneurial motivation (X2) on entrepreneurial interest.

Furthermore, based on the results it can be seen that the value of determination keofisien (R2) amounted to 0.783 or 78.3%. Thus the value means that the variable entrepreneurial skills (X1) and entrepreneurial motivation (X2) contribute pengaruah 78.3% to the entrepreneurial interest (Y) while the remaining 21.7% is influenced by other variables outside the study.

From the results of the research that has been done shows that there is an influence of entrepreneurial skills and entrepreneurial motivation on entrepreneurial interest, it can be concluded that the more skills possessed and driven by high motivation, the greater the chance of creating a successful business.

D. CONCLUSION

Based on the research and discussion that has been carried out, it can be concluded as follows:

1. There is a positive and significant influence between entrepreneurial skills and entrepreneurial interest. Students who already have good skills in entrepreneurship tend to have a mature readiness to enter the business world.
2. There is a significant influence between entrepreneurial motivation with entrepreneurial interest.
3. From the results obtained, it is known that the coefficient of determination (R2) is 0.783 or 7.83%. This means that the variables of entrepreneurial skills (X1) and entrepreneurial motivation (X2) contribute 78.3% to the entrepreneurial interest (Y), while the rest, namely 21.7%, is influenced by other variables not examined in this study.

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