BIEJ Business Innovation and Entrepreneurship Journal

Volume 6 No.1 2024

Analysis of Influence Internal Locus of Control toward Opportunity Recognition through Entrepreneurial Intention

Mohamad Refi Alamsyah Al Jauzi[1], Isnawati[2], Intan Permana[3], Didit Supriyadi[4], Asri Solihat[5]
[1,2,3,4,5]*Fakultas Kewirausahaan, Universitas Garut, Garut, Indonesia*
mohamadrefi@fkwu.uniga.ac.id

***Abstract*– The concept of opportunity recognition refers to the process of identifying potential business opportunities by individuals. In recent years, the agricultural industry sector has exhibited the lowest rate of growth in comparison to other industrial sectors. The objective of this research is to enhance the capacity to analyse business opportunities with entrepreneurial intentions and self-control, with a view to developing future businesses. In this study, researchers utilised a combination of electronic mail and in-person interviews, employing a random sample of 708 individuals. The survey garnered a response rate of 84%, resulting in a total of 75 respondents who provided ratings for all items. The research instrument employed was a questionnaire comprising Likert scale statements, which were distributed through both online and direct channels, with physical questionnaires being provided to respondents. The analysis of the data was conducted using structural equation modelling (SEM). The research findings are accurate and reliable, with a significance level of 95%. The results of this study demonstrate that internal locus of control influences opportunity recognition through entrepreneurial intention. Furthermore, the results indicate that internal locus of control functions as a regulatory factor in the development of a business, entrepreneurial intention serves as a motivating factor for the establishment of a business in the future, and the ability to analyse potential business opportunities.**
Keywords: entrepreneurial intention, internal locus of control, opportunity recognition.

I. INTRODUCTION

The process of opportunity recognition is defined as the identification of a business concept by an individual. The ability to recognise opportunities is imperative for the purpose of responding to market demands, rapidly evolving trends, technological advancements, and government policies. This ability to recognise opportunities is a key skill for entrepreneurs, as it enables them to analyse their environment and identify potential prospects. The recognition of opportunities can emerge at various points in time, contingent on market trends, technological developments, economic conditions, and socio-cultural changes.

Business recognition is an attribute that can be identified by any individual within a local, national or international context. The identification of opportunity is best achieved through the implementation of rigorous market research, creativity, innovation, and business risk analysis. The execution of trials is also imperative to ensure the efficient and effective functioning of the business.

While numerous studies have examined the relationship between entrepreneurial intention and opportunity recognition, as well as the role of internal locus of control in shaping entrepreneurial behavior, there remains a significant gap in understanding the mediating role of entrepreneurial intention in the relationship between internal locus of control and opportunity recognition.

The relationship between business recognition and the growth of business opportunities in various industrial sectors has been demonstrated to be indicative of an ability to build potential businesses. The agricultural industry sector has experienced the lowest growth in recent years in comparison to other industry sectors (see Table 1). This phenomenon may be attributed to global warming, which has resulted in extreme temperatures and rainfall, leading to food shortages. Furthermore, climate change has been identified as a contributing factor to the reduced productivity in the agricultural industry sector [1].

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

Table I. Growth of Industrial Sector in Indonesia

No	Sektor Industri	Pertumbuhan
1.	Transportasi	19,87%
2.	Perdagangan	5,25%
3.	Industri Pengolahan	4,89%
4.	Pertambangan	4,38%
5.	Pertanian	2,25%

Source: [2]

As posited by preceding research, the issue of the agricultural industry sector's stagnant growth can be addressed through the implementation of a management strategy focused on locus of control [3]. Internal locus of control signifies an individual's conviction that their endeavours, aptitudes, intelligence, and competencies will exert an influence on the future [4]. Internal locus of control diperlukan oleh pengusaha, start-up, and even company managers need to face market trends and ensure the long-term sustainability of the company. An internal locus of control is necessary for the creation of innovations that will have a positive impact on entrepreneurs. An internal locus of control can be found when individuals are able to innovate, make risk-taking decisions, and are influenced by personality and environment [5]. The emergence of internal locus of control can be attributed to the belief that diligent effort can yield success, the presence of self-control, and a propensity for risk-taking in individuals aspiring to become entrepreneurs. The implementation of internal locus of control can be facilitated by the presence of beliefs that encourage success, perceptions that influence behaviour, a sense of autonomy in decision-making, and the acknowledgement of responsibilities.

In addition to internal locus of control, individual efforts to enhance the capacity for analysing business opportunities can be pursued with entrepreneurial intention [6]. Entrepreneurial intention is defined as an individual's aspiration to initiate a new business enterprise, characterised by actions and behaviours consistent with those of an entrepreneur [7]. It is a prerequisite for any individual harbouring the aspiration of becoming an entrepreneur. The presence of entrepreneurial intention has been identified as being contingent on personal control, achievement needs, and innovation in order to develop a business [8]. Entrepreneurial intention has been shown to manifest in the creation of a business and the aspiration of individuals to work as entrepreneurs. The occurrence of entrepreneurial intention has been demonstrated to occur when individuals plan a business with risk calculations, gather existing resources, and carry out business activities[9].

The present study is motivated by the observed issue of inadequate growth within the agricultural industry sector, a phenomenon that has the potential to exert a detrimental effect on the Indonesian economy. The authors are interested in analysing internal locus of control as a predictor and entrepreneurial intention as a moderator.

II. LITERATURE REVIEW

2.1 Opportunity Recognition and Internal Locus of Control

Opportunity recognition is defined as the process of identifying opportunities, resources, and environmental changes [10]. It is further defined as the ability to analyse business ideas and add product value to generate income [11]. In addition, opportunity recognition is defined as an individual's effort to identify and find opportunities [12]. Therefore, in this study, opportunity recognition is defined as the ability of individuals to analyse business opportunities by utilising existing resources to generate profits. Previous researchers have stated that opportunity recognition is influenced by internal locus of control [6]. The hypotheses proposed in this study are as follows:

H1: The internal locus of control exerts an indirect influence on opportunity recognition.

The indicators employed to measure opportunity recognition include business growth, potential ventures, new product innovation, new venture ideas, and potential new venture ideas [13]. Ther studies measure opportunity recognition variables with entrepreneurial journey, entrepreneurs gather, tacit

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

knowledge, and explicit knowledge [14]. In addition, opportunity recognition variables are measured by potential entrepreneurs, micro-business owners, business companies, business organisations, and new opportunities [15]. Companies must continue to have a wealth of creative and innovative ideas [16].

Internal locus of control relates to propensity to act people who believe they control outcomes are more likely to act on opportunities. The indicators selected for the measurement of the opportunity recognition variable in this study are new product innovation, entrepreneurs' gatherings, and business organisations. The selection of these three indicators is based on their high validity category (interval 0.70 - 0.90). New product innovation in this study refers to products that have not previously existed or that represent an innovation to existing products in the agricultural sector. This study focuses on the aggregation of entrepreneurs in the agricultural sector, with the objective of facilitating the exchange of experiences and the establishment of collaborative networks among business professionals. The term "business organisations" in this study refers to entities that provide products or services for the purpose of generating profit for agricultural sector entrepreneurs.

The concept of internal locus of control in the context of prediction can be defined as an individual's belief in their capacity to exercise volition over their own actions, with the concomitant understanding that these actions will inevitably bear consequences [17]. This theoretical framework posits that individuals who possess internal locus of control are capable of exerting agency over their actions, thereby shaping the outcomes that ensue [18]. The notion of internal locus of control further encompasses the capacity for individuals to cultivate their abilities in a manner that is conducive to positive development [19]. Accordingly, the concept of internal locus of control in this study is defined as follows: an individual who exerts complete autonomy over their own actions, holds a firm conviction in the consequences of their actions, and is endowed with the capacity for autonomous decision-making.

The indicators employed to measure internal locus of control variables encompass responsibility, behaviour, ability, change through behaviour and effort [20]. Other studies measure variables with efforts, leadership, hard work, and luck [21]. Additionally, the internal locus of control variable is measured by resolving numerous issues, changing the vital matters, and controlling the future [22]. The indicators selected to measure the internal locus of control variable in this study are effort, luck, and change the vital matters. The determination of these three indicators in measuring internal locus of control variables is considered to fall within the high validity category (interval 0.70 - 0.90). The present study focuses on the efforts of agricultural sector entrepreneurs to achieve goals through hard work. Luck in this study is defined as unforeseen events.

2.2 Internal Locus of Control and Entrepreneurial Intention

In the present research model, the internal locus of control is posited to have a relationship with entrepreneurial intention as an intervening variable. Previous researchers have stated that internal locus of control affects entrepreneurial intention [3] nd it is therefore hypothesised that:

H2: Internal locus of control has an influence on entrepreneurial intention.

H3: Entrepreneurial intention has an influence on opportunity recognition.

Entrepreneurial intention is defined as a conscious action to commit to building a new business [23]. Entrepreneurial intention can be defined as the desire to seek out business opportunities and implement them [24]. In essence, entrepreneurial intention can be understood as the belief to build a new company, and the desire to take risks [25]. Consequently, in this study, entrepreneurial intention is defined as an individual's desire to build a business with a strong commitment and desire to take risks. Digital entrepreneurs collect and store information using digital options with their knowledge management processes and systems [26].

As a variable, the indicators employed in the formation of the construct encompass the commencement of business activities, the establishment of an independent enterprise, and the subsequent decision to embark on entrepreneurial endeavours [27]. In contrast, alternative researchers have measured the entrepreneurial intention variable through the lens of becoming an entrepreneur, career goal, the operation of an independent enterprise, the

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

conception of a company, the deliberate development of a company, and the initiation of a company [28]. Furthermore, the variables of entrepreneurial intention are measured by the following entrepreneurial activities: becoming an entrepreneur, being employed in a company, starting a business, starting a firm, succeeding in business, business to fulfil family needs, and business to reach a social status [29].

The indicators that have been selected for the measurement of entrepreneurial intention variables in this study are as follows: start business, create a company, and succeed in business. The determination of these three indicators in measuring entrepreneurial intention variables is based on the high validity category (interval 0.70 - 0.90). The objective of starting a business in this study is to explore business ideas, market research, business plans, licensing, and the process of building agricultural sector businesses by entrepreneurs. The objective of creating a company in this study is to examine the steps involved in creating agricultural sector companies by entrepreneurs, including business planning, resources, company structure, and business ethics applied to agricultural sector entrepreneurs. The objective of this study is to explore the factors that contribute to the success of entrepreneurs in the agricultural sector, with a particular focus on their endeavours in developing and generating profits.

III. RESEARCH METHOD

This study is causal research at a 95% confidence interval. This design allows the researcher to collect the data and construct the data structure to perceive the cause-and-effect of the research variable [30]. The causal research aims: 1) to understand exogenous and endogenous variables towards entrepreneurship phenomena, 2) to decide the nature of the relationship among the variables, and 3) to test the hypothesis of causal relationship variables.

The target population was the entrepreneurs of the six top agriculture sector, namely: 1) Food crops, 2) Horticulture, 3) Plantations, 4) Livestock, 5) Fisheries 6) Forestry [31]. Furthermore, the ideal limit of the population according to the physical farming area availability in Indonesia. In collecting the data, this causal research design utilized a survey as a method to collect the data from a sample through questionnaires comprising structured questions [30]. Questionnaires as the data collection was carried out by giving a series of questions or written statements to the respondents to be answered.

A survey instrument was developed that identified: 1) three primary components of internal locus of control: effort, luck, dan change the vital mattereffort, , 2) three primary components of an entrepreneurial intention: start business, create a company, dan succeed in business, 3) three primary components of opportunity recognition: new product innovation, entrepreneurs gather, dan business organizations, The survey was sent via e-mail and face to face to 708 randomly, thereby individuals had the same probability of being selected from the population and representing a sample. The study had a 7,06% response rate with a total of 65 respondents who wirausaha sektor pertanian that have farming area in Indonesia. Around 2,12% of respondents (15) had the same rating for all items. Therefore, the sample of this study was 50 which are the respondent provided varied ratings for all items.

The data analysis technique in this quantitative study utilized a statistical approach. Data analysis procedures were as follows: 1) confirmatory factor analysis was performed on the scales to confirm the structure of the constructs, followed by 2) the test of hypothesis based on a structural equation modeling (SEM). The program used to perform data analysis with the path analysis method was PLS. The measurement scale used was interval as a scale that allows researchers to perform arithmetic calculations on data collected from respondents [30]. The measurement has no real zero value. The measure of attitude that is commonly used in business research is the Likert scale. The Likert scale is a scale that requires respondents to respond to the extent to which they agree or disagree about a perceived object, namely strongly agree, agree, neutral, disagree, and strongly disagree.

IV. RESULT AND DISCUSSION

The description of internal locus of control on agriculture's entrepreneurs was based on the three dimensions, such as ingredients effort, luck, dan change the vital matters. Were at a controlled level (as shown in figure. 2.). The average value obtained

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

from internal locus of control on agriculture's entrepreneurs was 4,50. Besides, the dimension with the highest value was effort 4,54. Meanwhile, the dimension with lowest score was luck, 4,32.

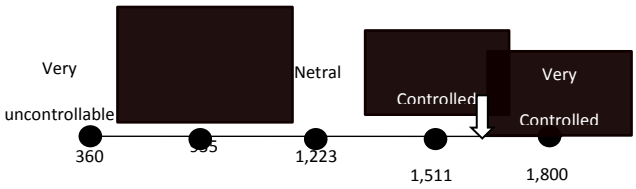

Figure. 2. Continum line on internal locus of control
Source: [32]

Based on the data, while controlling agriculture's entrepreneurs, 51.67% of to achieve the goal requires hard work. 56.67% of agribusiness entrepreneurs to achieve the goal requires effort. 35.00% of agribusiness entrepreneurs will face favourable situations. 45.00% of agribusiness entrepreneurs will gain profit in business. 48.33% of agribusiness entrepreneurs will experience unexpected events in the future. 36.67% of agribusiness entrepreneurs can solve the problems that occur.

The description of entrepreneurial intention on agriculture's entrepreneurs was based on the three dimensions, such as ingredients start business, create a company, *dan* succeed in business. Were at a strong level (as shown in figure. 3.). the average value obtained from entrepreneurial intention on agriculture's entrepreneurs was 4,00. Besides, the dimension with the highest value was create a company 4,57%. Meanwhile, the dimension with lowest score was succeed in business.

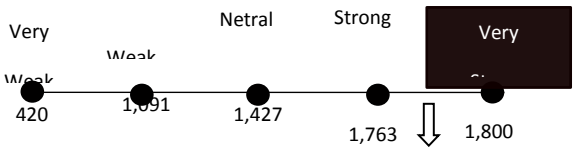

Figure. 3. Continum line on entrepreneurial intention
Source: [32]

Based on the data, while strong agriculture's entrepreneurs, 43.33 per cent of created their company with a business idea 51.57% of agribusiness entrepreneurs must have a company structure. company structure 63.33% of agribusiness entrepreneurs build a business with market research. market research 58.33% of agribusiness entrepreneurs building a company pay attention to the business ethics used. business ethics used 60.00% of agribusiness entrepreneurs will earn profits. profit. 55.00% of agribusiness entrepreneurs can develop their business well 48.33% of agribusiness entrepreneurs can run their business.

The description of opportunity recognition on agriculture's entrepreneurs was based on the three dimensions, such as ingredients new product innovation, entrepreneurs gather, dan business organizations. Were at a tidak terbatas level (as shown in figure. 4.). The average value obtained from opportunity recognition on agriculture's entrepreneurs was 4,51. Besides, the dimension with the highest value was entrepreneurs gather 4,58. Meanwhile, the dimension with lowest score was new product innovation 4,37.

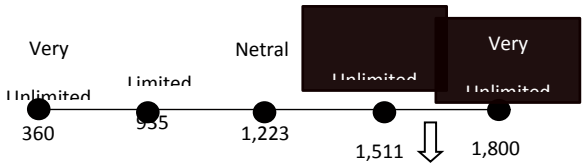

Figure. 4. Continum line on opportunity recognition
Source: [32]

Based on the data, while unlimited agriculture's entrepreneurs, 43.33% of can provide innovations on pre-existing products, 60.00% of agribusiness entrepreneurs can provide innovations on pre-existing pre-existing products, 60.00% of agribusiness entrepreneurs are able to gather to share information. 71.67% of agribusiness entrepreneurs can meet to establish mutual cooperation to establish mutual cooperation. 48.33% of agribusiness entrepreneurs can meet to build relationships get together to build relationships. 53.33% of agribusiness entrepreneurs create a company to provide products company to provide products 51.67% of agribusiness entrepreneurs create

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

companies to provide services companies to provide services.

Table 2. Outer Loadings

Exogenous Variables	λ	Endogenous Variables	λ	Intervening Variables	λ
Internal Locus of Control		Opportunity Recognition		Entrepreneurial Intention	
ILC1 Effort	***0,590***	OR1 New Product Innovation	0,726	EI1 Start Business	***0,638***
ILC2 Luck	0,717	OR2 Entrepreneurs Gather	0,819	EI3 Create A Company	***0,330***
ILC3 Change The Matters	0,839	OR3 Business Organization	***0,339***	EI3 Succeed In Business	0,864

4.1 Outer Model Testing

The formulation or statement of hypotheses formulated from the structure of the relationship of construct or latent variable can be carried out by meansuring the dimensions or indicators of each construct variable completed. Variations in data values in dimensions or indicators will describe variations in construct variables. The strong or weak relationship of various indicators with constructed variables in indicated by the size of the loading factor value owned by each dimension or indicator of a constructed variable.

Based on the Smart PLS program output, the estimation of the λ parameter is the same as the estimated value of the standardized regression parameter or referred to as the path coefficient. With the discovery of the magnitude of the value of the path coefficient, the calculation of how much the value of the structural influence in directly, or the total influence of the predictor variable on the predictor, can be known and determined. The magnitude of the coefficient values resulting from the eatimation of parameters to describe X and λ to describe Y on outer loadings.

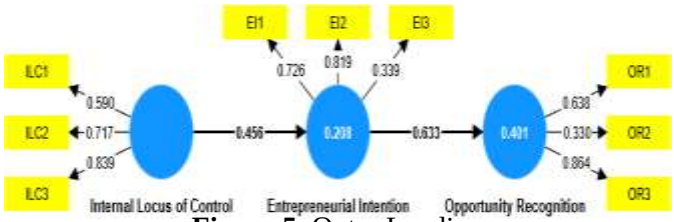

Figure 5. Outer Loadings

Source: [33]

The first meansurement showed four construct variables: internal locus of control, entrepreneurial intention, and opportunity recognition. This means that change the matter do not match the internal locus of control in this study. Then, succeed in business do not match this study's entrepreneurial intention indicator. Furthermore, new product innovation and entrepreneurs gather do not match the opportunity recognition in this study.

The result of outer model testing in this study is: 1) change and change the matter can develop a variable construct internal locus of control; 2) start business and create a company can develop a variable construct of entrepreneurial intention, and 3) only business organization that can develop a variable construct of opportunity recignition. The estimated value of the λ parameter on the indicators of exogenous, endogenous, and intervening variables shows a coefficient greater 0,7 and is significant at α = 0,05. This means the indicator sets a valid and reliable factor on each latent variable or construct.

4.2 Inner Model Testing

Inner model testing can only be done if outer model testing has been declared valid and reliable by loading the valueof R^2 in the construct. The structural model in partial Least Square is evaluated using the Good of Fit Modek, which is a way to show the difference between the observed value and the value estimated by the model. Based on Table 3. It is

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

known that the position of variable opportunity recognition in the inner model is the middle.

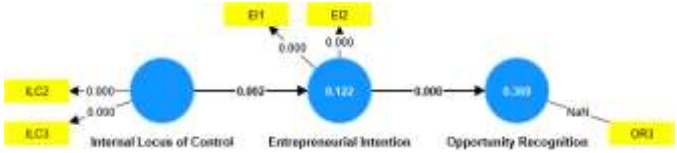

Figure. 6. Bootstrapping (P-value)
Source: [34]

The square root of the Average Variance Extracted will be used to analyze the discriminant validity of all construct in the research model. It is known that all AVE values > 0.6, Crobanch Alpha > 0.7 means that the meansurement model of the three variables is consistent and accurately makes meansurement and constructive testing. Fully meansurement model is in Figure 6. Describes that three variables have a P-value level of < 0,05.

Table 3. Structural Model Testing

Latent Variables	AVE	Cronbach Alpha	Rho	R-square
Opportunity Recognition	1.000	0.380	1.000	0.369
Entrepreneurial Intention	0.639	0.436	0.780	0.122
Internal Locus of Control	0.733	0.636	0.846	-

Source: [35]

4.3 Hypothesis Testing of H1

The first analysis was conducted to latent variable correlation describe on outer model testing business organization can develop a construct of opportunity recognition. Luck and change the matters can develop a construct of internal locus of control. Start business and create a company can develop a construct of entrepreneurial intention. The second analysis was conducted to determine the indirect effect of internal locus of control on opportunity recognition through entrepreneurial intention, indicated by R^2 value of 0.228 or 28.8%.

The third analysis was conducted to determine whether internal locus of control affected opportunity recognition. In this study, the central hypothesis that was tested was H1. The significance of P-value 0.011 < 0.05 means that H1 describe in Table 4. Was accepted and widely applied outside the research focus. This study's result align with the previous study that stated opportunity recognition was positively and significantly indirect effect infuenced by internal locus of control through entrepreneurial intention [6]. this study examined the impacts of internal locus of control on opportunity recognition through entrepreneurial intention Indonesian society. At least, individuals from who occupation as agriculture's entrepreneurs.

There are several theoritical ans managerial implications of this study. Based on the research model, this study expanded our understanding and academic perspectives of opportunity recognition by verifying the agriculture's entrepreneur. Previous studies have mainly concentrated on growth bisnis, potential venture, new product innovation, new venture ideas, potential new venture ideas, entrepreneurial journey, entrepreneurs gather, tacit knowledge, explicit knowledge, potential entrepreneurs, micro-business owners, business companies, business organizations, and new opportunities [13] [14][15].

There are many factors that can influence improving the financial performance of a business [36]. In this analysis, business people need to explore these four aspects, where these aspects will later become a reference in selecting a strategy that is suitable and in accordance with their needs [37].

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

Table 4. Hypothesis Testing of H1

	Hypothesis	λ	STDEV	T-values	P-values	R-square
H1	Internal Locus of Control -> Entrepreneurial Intention -> Opportunity Recognition	0.616	0.098	2.336	0.011	0.228

Source: [35]

4.4 Hypothesis Testing of H2

The second analysis was conducted to latent variable correlation describe on outer model testing start business and create a company can develop a construct of entrepreneurial intention. Luck and change the matters can develop a construct of internal locus of control. The third analysis was conducted to determine the effect internal locus of control on entrepreneurial intention, indicated by R^2 value of 0.137 or 13.7%. The third analysis was conducted to determine whether internal locus of control affected entrepreneurial intention. In this study, the central hypothesis that was tested was H2. The significance of P-value 0.002 < 0.05 means that H2 describe in Table 5. Was accepted and widely applied outside the research focus. This study's result align with the previous study that stated entrepreneurial intention was positively and significantly infuenced by internal locus of control [6].

This study examined the impacts of internal locus of control on entrepreneurial intention Indonesian society. At least, individuals from who occupation as agriculture's entrepreneurs. There are several theoritical ans managerial implications of this study. Based on the research model, this study expanded our understanding and academic perspectives of entrepreneurial intention by verifying the agriculture's entrepreneur. Previous studies have mainly concentrated on business growth, potential venture, new product innovation, new venture ideas, potential new venture ideas, entrepreneurial journey, entrepreneurs gather, tacit knowledge, explicit knowledge, potential entrepreneurs, micro-business owners, business companies, business organizations, and new opportunities [13] [14][15].

Table 5. Hypothesis Testing of H2

	Hypothesis	λ	STDEV	T-values	P-values	R-square
H2	Internal Locus of Control -> Entrepreneurial Intention	0.371	0.127	2.923	0.002	0.137

Source: [35]

4.5 Hypothesis Testing of H3

The third analysis was conducted to latent variable correlation describe on outer model testing start business and create a company can develop a construct of entrepreneurial intention. Business organization can develop a construct of opportunity recognition. The fourth analysis was conducted to determine the effect of entrepreneurial intention influence on opportunity recognition, indicated by R^2 value of 0.380 or 38.0%. The third analysis was conducted to determine whether entrepreneurial intention affected opportunity recognition. In this study, the central hypothesis that was tested was H3. The significance of P-value 0.000 < 0.05 means that H3 describe in Table 6. Was accepted and widely applied outside the research focus.

This study's result align with the previous study that stated entrepreneurial intention was positively and significantly infuenced by opportunity recognition [6]. This study examined the impacts of entrepreneurial intention on opportunity recognition Indonesian society. At least, individuals from who occupation as agriculture's entrepreneurs.

There are several theoritical ans managerial implications of this study. Based on the research

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

model, this study expanded our understanding and academic perspectives of opportunity recognition by verifying the agriculture's entrepreneur. Previous studies have mainly concentrated on growth bisnis, potential venture, new product innovation, new venture ideas, potential new venture ideas, entrepreneurial journey, entrepreneurs gather, tacit knowledge, explicit knowledge, potential entrepreneurs, micro-business owners, business companies, business organizations, dan peluang baru [13] [14][15].

Table 6. Hypothesis Testing of H3

	Hypothesis	ƛ	STDEV	T-values	P-values	R-square
H3	Entrepreneurial Intention -> Opportunity Recognition	0.228	0.092	6.072	0.000	0.380

Source: [35]

V. CONCLUSION

Based on the data obtained, namely internal locus of control has an influence on opportunity recognition through entrepreneurial intention, internal locus of control also has a direct influence on entrepreneurial intention, and entrepreneurial intention has an influence on opportunity recognition. This shows that internal locus of control as a form of control of agricultural entrepreneurs in developing a business. Entrepreneurial intention is the motivation of agricultural entrepreneurs to build a business in the future. With internal locus of control and entrepreneurial intention, agricultural entrepreneurs have the ability to analyze potential business opportunities. However, there are still challenges in data collection such as respondents who are not careful in filling out the required questionnaires causing difficulty in finding or incomplete, inaccurate data, and causing errors in data collection, interpretation, or analysis can lead to incorrect results. Errors in the measurement process reduce the validity of the research results. Not all research results are as expected, results that are not in accordance with expectations can be a challenge in compiling research and require perseverance in completing them. Changes in environmental conditions or unexpected situations during the research can affect the validity of the results.

VI. REFERENCE

[1] G. S. Malhi, M. Kaur, and P. Kaushik, "Impact of climate change on agriculture and its mitigation strategies: A review," *Sustainability*, 2021.

[2] Badan Pusat Statistik, "Pertumbuhan Ekonomi Indonesia Triwulan IV-2019," *Www.Bps.Go.Id*, no. 17/02/Th. XXIV, pp. 1–12, 2020.

[3] E. A. Asante and E. Affum-Osei, "Entrepreneurship as a career choice: The impact of locus of control on aspiring entrepreneurs' opportunity recognition," *J. Bus. Res.*, vol. 98, no. February, pp. 227–235, 2019, doi: 10.1016/j.jbusres.2019.02.006.

[4] H. Abdullah, I. Ismail, A. Alnoor, and E. Yaqoub, "Effect of perceived support on employee's voice behaviour through the work engagement: A moderator role of locus of control," *Int. J. Process Manag. Benchmarking*, vol. 11, no. 1, pp. 60–79, 2021, doi: 10.1504/IJPMB.2021.112253.

[5] P. C. Ezeh and R. M. Abdulrahman, "The effect of innovativeness and internal locus of control on agro-entrepreneurial intention: A mediating role of innovativeness," *Int. J. Manag. Entrep. Res. Vol.*, vol. 4, no. 9, pp. 372–384, 2022.

[6] E. A. Asante and E. Affum-Osei, "Entrepreneurship as a career choice: The impact of locus of control on aspiring entrepreneurs' opportunity recognition," *J. Bus. Res.*, 2019.

[7] A. Isma, Sudarmiatin, and A. Hermawan, "Entrepreneurial Attitude in Economic Faculty Students of Universitas," *Int. J. Business, Econ. Law*, vol. 23, no. 1, pp. 262–272, 2020.

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

[8] B. A. Soomro and N. Shah, "COVID-19 complications and entrepreneurial intention among the entrepreneurs of Pakistan: evidence from the second wave of the pandemic," *J. Sci. Technol. Policy Manag.*, vol. 14, no. 2, pp. 288–302, 2023, doi: 10.1108/JSTPM-12-2020-0175.

[9] A. Hassan, I. Saleem, I. Anwar, and S. A. Hussain, "Entrepreneurial intention of Indian university students: the role of opportunity recognition and entrepreneurship education," *Educ. Train.*, vol. 62, no. 7–8, pp. 843–861, 2020, doi: 10.1108/ET-02-2020-0033.

[10] A. Sher, S. Mazhar, A. Abbas, M. A. Iqbal, and X. Li, "Linking entrepreneurial skills and opportunity recognition with improved food distribution in the context of the CPEC: A case of Pakistan," *Sustainability*, 2019.

[11] A. A. Palladan and M. A. Ahmad, "Does personality traits kindles opportunity recognition? An empirical analysis," *Ianna J. Interdiscip. Stud.*, vol. 3, no. 2, pp. 1–14, 2021.

[12] E. K. Aini, "Entrepreneurship Intention: the Effect of Fear and Anxiety of Covid-19 and Opportunity Recognition," *Profit J. Adm. Bisnis*, 2022.

[13] H. Tian, S. Akhtar, N. A. Qureshi, and S. Iqbal, "Predictors of entrepreneurial intentions: The role of prior business experience, opportunity recognition, and entrepreneurial education," *Frontiers in Psychology*. frontiersin.org, 2022, doi: 10.3389/fpsyg.2022.882159.

[14] W. L. Lim, M. Yusof, S. R. Xavier, and L. M. Nor, "It's the company you keep that matters: A study on effects of friends and mentor on opportunity recognition," *kmc.unirazak.edu.my*. 2021.

[15] D. Muddat, S. N. A. Ambad, R. M. Roslin, and Nelson Lajuni, "The Impact of risk willingness and opportunity recognition on business owners' performance in Sabah, Malaysia," *J. Int. Business, Econ. Entrep.*, vol. 6, no. 1, pp. 31–41, 2021.

[16] N. Alam, H. Ashfia, S. Salma, and S. Nugraha, "The Influence of Product Innovation and Organizational Innovation On Culinary Business Performance Of Small And Medium Enterprises," vol. 5, no. 4, pp. 275–283, 2023.

[17] S. El Jisr, A. R. Beydoun, and N. Mostapha, "the Effect of Leader-Member Exchange, Co-Worker Cooperation and Locus of Control on Employee Outcomes in Lebanese Smes: Perceptions of Politics As a Mediator," *BAU J. - Soc. Cult. Hum. Behav.*, vol. 2, no. 2, 2021, doi: 10.54729/2789-8296.1047.

[18] T. Delgado, T. Alves, and S. Gama, "How neuroticism and locus of control affect user performance in high-dimensional data visualization," *Computers & Graphics*. Elsevier, 2022.

[19] R. Wardani and Jacqueline Mariae Tjandraningtya, "Personal Growth Initiative in Students in The Post-Pandemic Transition: Optimism, Internal Locus of Control, and General Self-Efficacy," *J. An-Nafs Kaji. Penelit. Psikol.*, 2023, doi: 10.33367/psi.v8i1.3580.

[20] D. F. Karya, M. Y. Anshori, R. A. Elfita, L. A. Sahrin, and G. M. Nirmala, "Internal Locus of Control, Entrepreneurial Learning, Risk Tolerance on Self-efficacy, and Entrepreneurial Intention," 2022, doi: 10.2991/978-94-6463-008-4_44.

[21] T. Sunaryo and Hasnawati, "the Effect of Professional Recognition, Effect of the Work Environment, Social Values, Job Market Considerations, and Locus of Control on Career Selection of Public Accounting," *J. Ekon. Trisakti*, vol. 3, no. 1, pp. 739–754, 2023, doi: 10.25105/jet.v3i1.15610.

[22] N. Nur, R. S. Njotoprajitno, and B. Hadianto, "Gender, Entrepreneurial Education, Self-Efficacy, Internal Control Locus, and Entrepreneurial Intention Based on the Perspective of Students," *J. Econ. Bus.*, vol. 6, no. 2, 2023, doi: 10.31014/aior.1992.06.02.513.

[23] L. Altinay, E. Kromidha, A. Nurmagambetova, Z. Alrawadieh, and G. K. Madanoglu, "A social cognition perspective

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932

on entrepreneurial personality traits and intentions to start a business: Does creativity matter?," *Manag. Decis.*, vol. 60, no. 6, pp. 1606–1625, 2022, doi: 10.1108/MD-12-2020-1592.

[24] A. B. Goktan and V. K. Gupta, "Linking Entrepreneurial Intention and Opportunity Recognition: Role of Self-Efficacy," *Glob. J. Entrep.*, vol. 5, no. 1, pp. 44–57, 2021.

[25] S. D. Ilhami and A. Info, "The Development of Entrepreneurial Marketing," *J. Mark. Dev. Compet.*, vol. 17, no. 1, pp. 45–57, 2023, doi: 10.33423/jmdc.v17i1.5906.

[26] G. Abdul, F. Maulani, N. Fauziah, T. Mohamad, and S. Mubarok, "The Effect Of Digital Literacy And E-Commerce Toward Digital Entrepreneurial Intention," *Bus. Innov. Entrep. J.*, vol. 5, no. 3, pp. 184–191, 2023, [Online]. Available: https://ejournals.fkwu.uniga.ac.id/index.php/BIEJ/article/view/691.

[27] X. Liu, C. Lin, G. Zhao, and D. Zhao, "Research on the effects of entrepreneurial education and entrepreneurial self-efficacy on college students' entrepreneurial intention," *Front. Psychol.*, vol. 10, no. APR, pp. 1–9, 2019, doi: 10.3389/fpsyg.2019.00869.

[28] V. Barba-Sánchez, M. Mitre-Aranda, and J. del Brío-González, "The entrepreneurial intention of university students: An environmental perspective," *Eur. Res. Manag. Bus. Econ.*, vol. 28, no. 2, 2022, doi: 10.1016/j.iedeen.2021.100184.

[29] S. Del-Aguila-Arcentales, A. Alvarez-Risco, and D. Villalobos-Alvarez, "Venezuelan migrants in Peru and their entrepreneurial intention during the Covid-19 pandemic," *Entrep. ...*, 2022.

[30] R. W. D. Paramita, N. Rizal, and R. B. Sulistyan, *Metode Penelitian Kuantitatif*. 2021.

[31] C. G. Iwu *et al.*, "Entrepreneurship education, curriculum and lecturer-competency as antecedents of student entrepreneurial intention," *Int. J. Manag. Educ.*, vol. 19, 2021, doi: https://doi.org/10.1016/j.ijme.2019.03.007.

[32] N. A. Hamdani, L. Lindayani, and ..., "The Influence of E-Marketing on MSME Business Performance in the Culinary Sector and Impact on Customer Loyalty Post the Covid-19 Pandemic in Garut Regency," *Bus. Innov. ...*, vol. 5, no. 2, pp. 95–104, 2023, [Online]. Available: https://ejournals.fkwu.uniga.ac.id/index.php/BIEJ/article/view/683%0Ahttps://ejournals.fkwu.uniga.ac.id/index.php/BIEJ/article/download/683/261.

[33] C. Istiqomah, H. Hendrayati, and M. A. Sultan, "Analysis Of Business Development In Laptopin . Id Store Through The Triple Layered Business Model," vol. 5, no. 2, pp. 124–135, 2023.

e-ISSN : 2684-8945
DOI: https://doi.org/ 10.35899/biej.v6i1. 932