

Entrepreneurial Passion and Social Entrepreneurship Intention: A Mediation Study Self-Efficacy In Sociopreneurs

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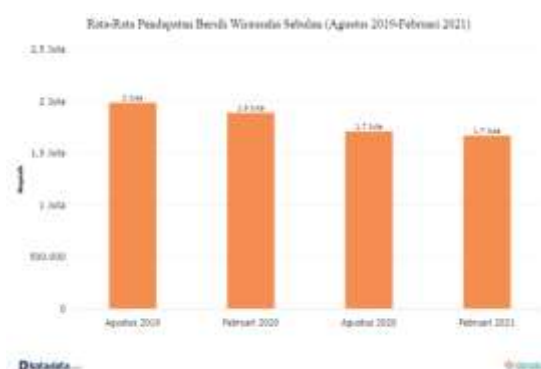
Abstract– This study is intended to examine the relationship between Entrepreneurial passion and Entrepreneurial intention through entrepreneurial self-efficacy. The population of this study are sociopreneur business actors in Indonesia. This type of research is quantitative research with a descriptive approach. The sample used was 100 respondents who were distributed using a questionnaire through the google form media and then processed using the SPSS static 25 and SmartPls 3 applications using simple random sampling. The analysis used in this study is the value of R-Square, Direct Effect and Indirect Effect as well as hypothesis testing using bootstrap methods and T statistics. The purpose of this study is to determine whether there is a relationship between Entrepreneurial passion and Entrepreneurial intention through entrepreneurial self-efficacy. The results of this study state that there is an indirect relationship between Entrepreneurial passion and Entrepreneurial intention through entrepreneurial self-efficacy with the original sample value of 0.351. Entrepreneurial intention variable has a significant effect of 67% on Entrepreneurial passion and another 33% is influenced by variables not mentioned in this study.

Keywords: Entrepreneurial intention, Entrepreneurial passion, Entrepreneurial self-efficacy

I. INTRODUCTION

The Covid-19 pandemic has had a significant impact on Indonesia, especially in the economic sector, which has led to an increase in poverty and unemployment rates, this is due to reduced income due to reduced working hours, job loss, and loss of business. The increase in the number of poor people was 1,300, 3,330, and 1,630 people, respectively, or an increase in prevalence of 0.82% points, 0.22% points, and 0.56% points. The number of poor people in March 2020 reached 26.42 million people or an increase of 1.63 million people (9.78%) [1] .

Based on data from the Central Statistics Agency, the average monthly net income of entrepreneurs was IDR 1,669,000 in February 2021, a figure that decreased by 11.5% compared to the net income of entrepreneurs in February 2020, which was IDR 1,886,000 [2] . Social entrepreneurship has broad benefits because entrepreneurs are not only dealing with employees who are work partners but also the wider community. The pattern that occurs in social entrepreneurship is between entrepreneurs, workers and the community. This synergizes in forming mutualistic symbiosis. The impact is welfare, social justice and income equality.



Source: [3]

Figure 1 Average Net Income of Entrepreneurs Due to the Pandemic

Sociopreneurship as a process of creating social value by combining focused resources to pursue and seek opportunities [4] . Sociopreneurship helps the country's economy and the welfare of citizens, from creating jobs to providing solutions to social problems in the community. Sociopreneur is one solution that can be applied to distribute aid continuously and can even empower poor people, so they can be free from poverty without relying on aid [5] . Sociopreneur relies on the innovation process, especially associating, observing, networking, and



experimenting. Sociopreneurs must find social problems that need to be solved by pursuing a series of questions and observations.

This social entrepreneurship model identifies participation and institutional structures that offer innovative solutions. Social outcomes can be identified with three points of creation, namely job creation, social outcomes on access to information, and the existence of social changes that occur, such as interaction patterns, participatory approaches, increased welfare and social integration [6]. The concept of social entrepreneurship is an alternative and solution that can solve social problems that occur in Indonesia [7].

For business actors, especially sociopreneurs, the ability to see opportunities is very necessary. Seeing opportunities means seeing social problems to be studied and finding ways to solve these problems with the aim of helping society and improving people's welfare. Social entrepreneurship is considered a solution in an effort to accelerate the reduction of unemployment and poverty rates. This is none other than because social entrepreneurship offers advantages beyond just creating jobs [8].

Entrepreneurial intention is important because it increases entrepreneurs' belief that their work is meaningful, leads to a greater level of persistence in business activities, increases creativity in problem solving, and increases ownership of experiences related to business success and failure [8]. An action that begins with intention will have better readiness and progress in running a business compared to someone who does not have the intention to start a business [9].

Various studies have found that entrepreneurial self-efficacy is the result of entrepreneurial learning experiences, whether from observing models or entrepreneurial education. Entrepreneurial self-efficacy is also influenced by the resilience of individuals, especially those in difficult conditions to earn a living and emotional intelligence in terms of the ability to regulate emotions [10]. Thus, individuals, who are eager to start a new business, will persist in finding ways to develop the skills and abilities needed to face the roles and challenges needed to become an entrepreneur.

II. LITERATURE REVIEW

2.1 Entrepreneurial intention

Internal factors can be character, age, gender, work experience, family background and others. While external factors can be elements of the surrounding environment and contextual conditions. Entrepreneurial intention is a thought that directs an individual's actions to carry out or create a new, creative and unique business. An action that begins with an intention will have better readiness and progress in running a business compared to someone who has no intention of starting a business. [9].

The motivation of an entrepreneur to have a business is to 1) increase personal status factors, such as independence, personal satisfaction, the opportunity to apply knowledge and experience and to be known by the community; 2) foster family factors, such as having free time for family and personal, having a business that can be inherited or opening up employment opportunities for family members; and 3) obtain income factors, such as security and smooth business, being the boss, and the opportunity to increase income [11].

Self-confidence is a person's belief that he or she is able to overcome a problem in the best way and can provide something pleasant for others. Self-confidence is obtained or begins with life experiences and can be honed at any time. A person can learn about how to become a person who has good self-confidence [12]. There are three main components in the formation of competence, namely: (1) Knowledge which is information that a person has. (2) Skills, namely the ability to utilize available facilities and infrastructure properly and optimally. (3) Attitude It is an individual's responsive behavior in daily activities [11].

2.2 Entrepreneurial passion

Entrepreneurial passion is described as a positive feeling experienced from involvement in activities related to roles that are meaningful to the entrepreneur's self-identity [13]. Entrepreneurial passion has been recognized theoretically and empirically recently through development in the literature as an important factor influencing business actions, entrepreneurial passion is also an important factor for business development and growth. An entrepreneur who has passion will have a feeling of support to overcome obstacles and barriers that may be faced before establishing a new business [14].

Entrepreneurial passion has a positive impact on the development and growth of the company and



can effectively predict the growth of the company. Entrepreneurs who have Entrepreneurial passion will have a higher spirit to develop the company, on the other hand, entrepreneurs who do not have Entrepreneurial passion tend to have low spirit when starting a business [15]. Passion is identified in the creation and development of products that involve finding opportunities, creating, developing products or forms of business services for consumers and achieving the goals of the business itself which can be realized through the research and development (R&D) stage [16].

Passion as an entrepreneurial behavior that is difficult to find reasons for, such as unusual risk taking, unusual intensity of focus, and unwavering belief in pursuing dreams. Entrepreneurial behavior can be passionate, full of emotional energy, drive, and enthusiasm, passion is the most observed phenomenon of the entrepreneurial process [18]. In the literature of entrepreneurship, the definition of passion emphasizes the emotional dimension. Passion consists of three aspects, namely personal, environmental and behavioral. Personal aspects include sub-aspects of individual background and positive emotions. Environmental aspects include sub-aspects of availability of opportunities and support for social relations. Meanwhile, behavioral aspects include aspects of work attitudes [17].

Thus, the strong positive feelings akin to obsession with a venture that sometimes arise may apply to early-stage entrepreneurs, with entrepreneurs having strong feelings about their ventures that are described as similar to love. The concept of passion plays a key role in making one's life more meaningful, as a pathway to engagement, optimal performance, and feeling intrinsic happiness in the midst of difficulties and setbacks.

2.3 Understanding Self-Efficacy

Self-efficacy is a person's perception of how well they are able to deal with certain situations. Self-efficacy is related to the belief that one has the ability to perform the expected action. Confidence in a person depends on the person, it can be in the form of confidence to do good things or even do bad things. bad thing [17].

Self-efficacy relates to a person's belief in their ability to exercise control over one's functioning and over the events that influence one's life. Self-efficacy influences life choices, level of motivation, quality of functioning, resilience to adversity and vulnerability

to stress and depression. Self-efficacy is a major determinant in causal structure because it influences a person's behavior directly and through its influence on other determinants. The stronger the perceived efficacy, the more challenging the goals people set for themselves, the more they expect their efforts to produce desired outcomes and the more they see obstacles and barriers to personal change as surmountable [18].

Self efficacy It turns out that it can make someone more confident in their ability to complete, not waste time and immediately complete their tasks and responsibilities, especially in entrepreneurship and change existing problems into business opportunities [19]. Self-efficacy that a person has has differences that lie in three components that have important implications for each component, the three components of Self-efficacy differences are Magnitude (Level of difficulty of the task), Strength (Strength of belief) and (Generality) [20].

Thus, self-efficacy is faced with a task, then a person will try to do a certain task that can be done and will avoid situations or behaviors beyond the limits of his ability. Strength and confidence are related to the strength of an individual's belief in his ability to complete a task. Strong hope and belief in someone will encourage them to persist in trying to achieve their goals. On the other hand, someone who has weak hope and no belief will easily give up on failure.

III. RESEARCH METHODS

Research design is a research plan used as a guideline in conducting the research process. Research design aims to provide a clear and structured guide to researchers in conducting their research [21]. Research design must be specific, clear and detailed, determined firmly from the start, and become a step-by-step guide [22]. This research uses a quantitative research approach that uses more hypothetical verification logic. The approach begins with deductive thinking to derive a hypothesis, then conducting field testing.

The population in this study is Sociopreneurs in Indonesia, the number of population in this study is not known with certainty. Infinite population is a group of objects that continue to develop (undergoing a process as a result of life or an event process [23]. Research using representative samples will provide results that have the ability to be generalized to the population. The criteria for representative samples



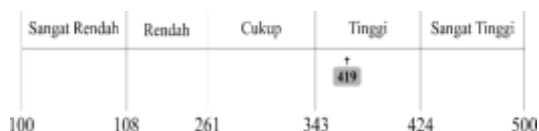
depend on two interrelated aspects, namely sample accuracy and precision.

A research instrument is a measuring tool used by researchers to measure natural or social phenomena that are observed. The instruments used to measure natural phenomena have been tested for validity and reliability. The data analysis used in this study is path analysis. Path analysis allows us to test direct relationships between variables as well as indirect relationships between variables. Path analysis is used to analyze causal relationships between variables with the aim of determining the direct and indirect influence of causal variables on an effect variable [24].

IV. RESULT AND DISCUSSION

The findings of the research that has been carried out that the number of respondents studied was 100 sociopreneurs in Indonesia. The variables in this study are the Entrepreneurial passion variable as the independent variable (X); the Entrepreneurial intention variable as the dependent variable (Y) and the Entrepreneurial self-efficacy variable as the mediating variable (Z). Efforts made to determine the condition of the variables studied will be carried out descriptive analysis by describing the data that has been collected.

The percentage of the obtained scores is presented in a continuum line that refers to the continuum categorization table, the indicator continuum line can be seen in the following image:

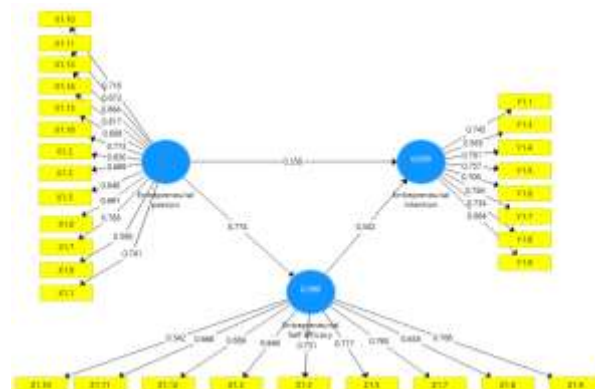


Source: Author (2022)

Figure 1. Continuum line of meaningful interest indicators

Based on the continuous line above, it can be explained that the meaningful relationship indicator obtained a score of 419, this shows that the level of strength of the Entrepreneurial passion variable based on the Meaningful Relationship indicator is included in the high category. The outer model test is carried out through several analysis tests, including convergent validity tests, discriminant validity tests and reliability tests. Validity and reliability tests were conducted using SmartPLS software with a sample of 100.

The following are the results and findings of the structural outer model test:



Source: Author (2022)

Figure 2. Results of Algorithm Analysis

Loading factor values above 0.70 are stated as ideal or valid measurements as indicators that measure constructs. However, for early stage research on the development of measurement scales, loading values of 0.50 to 0.60 are considered sufficient. Based on the convergent test table (attached), the results of the analysis of the loading factor values of all variables show that as many as 30 items from all variables have values greater than their standard error.

The Structural Inner model test is conducted to predict the relationship between variables using R-Square for the dependent variable. The results of the R-Square test in the table below show that the R Square value on Entrepreneurial intention is 0.672 or 67.2 %. Here are the results of the analysis:

Table 1 . R Square

	R Square	Adjusted R Square
<i>Entrepreneurial intention</i>	0.672	0.655
<i>Entrepreneurial self-efficacy</i>	0.606	0.602

Source: Researcher (2022)

Based on the table above, the value shows that the Entrepreneurial intention variable can be explained by Entrepreneurial passion by 67.2 % while the rest is influenced by other variables outside the

variables in this study. The R Square value for the Entrepreneurial self-efficacy variable is 0.606 or 60.6%, which means that Entrepreneurial self-efficacy can be explained by the Entrepreneurial passion variable by 60.6% while the rest is influenced by other variables outside the variables in this study.

Table 3 . T Test Hypothesis statistics

	Origin al Sampl e (O)	Samp le Mean (M)	Standar d Deviati on (STDE V)	T Statisti cs	P Val ue
Entreprene urial self efficacy - > Entreprene urial intention	0.451	0.459	0.100	4,503	0.00 0

Source: Author (2022)

Based on the results of descriptive analysis in the Indicator Quantification table, it shows that the average respondent's assessment of the Entrepreneurial self-efficacy variable is included in the high category with a value of 3.6999. The highest assessment is in the question item with code Z1.12 of 437, namely "I believe that an action will cause another action". While the lowest assessment is in the question item with code Z1.10 of 396, namely "I am able to do tasks in a broad field." based on these results, it can be stated that Entrepreneurial self-efficacy has a high influence on Entrepreneurial intention.

Based on these results, it can be stated that Entrepreneurial self-efficacy has a high influence on Entrepreneurial intention, this shows that the business actors who were respondents in this study have a high interest in entrepreneurship. Based on the results of research conducted by [25], it is known that the direct relationship between Entrepreneurial passion, creativity and entrepreneurial self-efficacy with Entrepreneurial intention has a significant effect.

Entrepreneurial passion has a direct relationship with entrepreneurial intention. According to previous research conducted by [26], the results of the study showed that Entrepreneurial passion and Entrepreneurial intention were positively related. Thus, it has a significant effect on Entrepreneurial self-efficacy, this shows that Entrepreneurial passion has a positive effect on self-efficacy.

V. CONCLUSION AND SUGGESTION

Based on the results of the research and discussion in this study, the researcher can draw conclusions about the relationship between Entrepreneurial passion and Entrepreneurial intention through Entrepreneurial self-efficacy in Sociopreneurs, namely Indirectly, Entrepreneurial passion influences Entrepreneurial intention through Entrepreneurial self-efficacy. Entrepreneurial passion in a sociopreneur will increase along with the increase in Entrepreneurial intention but must go through Entrepreneurial self-efficacy first. Therefore, to increase the passion of sociopreneur entrepreneurship, self-motivation, self-confidence and skills & competencies must be increased by increasing the ability of oneself not to waste a lot of time, complete tasks and turn problems into opportunities by presenting solutions to the community, increasing confidence in the abilities possessed and learning to process emotions in order to achieve the desired goals. For further researchers, we hope they can analyze this research in depth.

VI. REFERENCE

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