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RELATIONSHIP BETWEEN ENTREPRENEURIAL CHARACTERISTIC AND  
TENDENCY TO BECOME AN ENTREPRENEUR

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Laporan ini dikemukakan sebagai memenuhi sebahagian daripada syarat  
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“Saya akui laporan ini adalah hasil kerja saya sendiri kecuali ringkasan dan petikan yang tiap-tiap satunya saya telah jelaskn sumbernya”

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## DEDICATION

I dedicate my dissertation work to my family and my friends. A special feeling of gratitude to my loving parents, Mohammad bin Che Omar and Haminah Binti Hj Noh whose words of encouragement and push for tenacity ring in my ears. Other than that, For all my friend's Nazirah binti Md.Zainun, Nur Azri Binti Mahmud, Nor Farhyne Binti Mohd Kamil, Mohd Fahimi Bin Sofian and Nurul Lyeana Binti Adnan thanks you for being my friend, and always support me.

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## **ABSTRACT**

Entrepreneurship is identified by many economists as a vital force in the purpose of industrialization in general and economic development in particular. Since business start-ups are evidently a critical driving force of economic growth and development, creating jobs and generally increasing national productivity, the investigation of entrepreneurial attitudes causes in the major interest. The goals or objective for this project is, to see and identify the characteristic of entrepreneurship and tendency a student to become an entrepreneur. These studies will be focuses on the six physiological characteristic from previous studies, that's risk taking propensity, tolerance of ambiguity, locus of control, need for achievement, innovativeness and the last is self- confidence. This study was conducted on sampling method probability that is simple random in University Teknikal Malaysia Melaka (UTeM) at city campus. The empirical test carried out on the data gathered from questionnaire, then resources it comes from internet and journal. From the finding result, researchers can identify that; student in Faculty of Technology Management and Technopreneurship (FPTT) had a very high risk taking propensity, had a high need for achievement, and was willing to innovativeness and high of self-confidence level. Then they had a moderate of locus of control and tolerance for ambiguity. Other than that, from the result researcher can identify that innovativeness, risk taking; need for achievement and self- confidence have a positive relationship with the tendency a student to become an entrepreneur. But the locus of control and tolerance for ambiguity is not having a positive relationship with the tendency to be an entrepreneur. Based on the finding implication of the study have been forwarded

Keyword: Entrepreneurship, characteristic, students, university, entrepreneur, tendency a student.

## ABSTRAK

Keusahawanan adalah satu kuasa ekonomi penting dalam aspek perindustrian serta pembangunan ekonom. Hal ini telah dikenalpasti oleh ramai ahli ekonomi. Semenjak wujudnya aktiviti perniagaan dalam ekonomi sesebuah Negara, ia jelas menunjukkan bahawa berlakunya pertumbuhan dan pembangunan ekonomi serta sekaligus membantu meningkatkan peluang pekerjaan dan secara amnya telah meningkatkan productivity Negara. Hal ini adalah kerana wujudnya sikap keusahawanan dalam diri individu, dan penyiasatan untuk meningkatkan nilai keushawanana ini adalah penting. Oleh itu, matlamat serta objective bagi projek ini adalah untuk melihat dan menilai ciri –ciri keusahawanan dan kecenderungan seseorang pelajar untuk menjadi usahawan. Kajian ini akan memberi tumpuan kepada enam cirri usahawan yang telah dipilih berdasarkan kajian sebelum ini. Enam cirri yang akan dinilai dan diuji dalam projek ini adalah, Need for achievement, Tolerance for ambiguity, Locus of Control, Risk taking, innovativeness and self-confidence. Persampelan untuk kajian ini adalah secara persampelan keberangkalian yang rawak iaitu, sample akan dipilih secara rawak, dalam kalangan pelajar University Teknikal Malaysia Melaka (UTeM) dalam lingkungan pelajar di Fakulti Teknologi Pengurusan Teknologi dan Teknousahawan (FPTT), dan maklumat bagi projek ini akan dikumpul dengan menggunakan soalan yang akan diedarkan kepada pelajar serta maklumat yang diperolehi melalui internet dan jurnal. Daripada hasil dapatan kajian, ia menunjukkan bahawa pelajar FPTT mempunyai kecenderungan untuk mengambil Risiko yang sangat tinggi (risk taking propensity), mempunyai keperluan yang tinggi untuk kepentingan (need for achievement), dan bersedia untuk inovasi (innovativeness), dan mempunyai tahap tinggi dalam keyakinan diri (self-confidence). Selain daripada itu, dapatan kajian juga menunjukkan bahawa Innovativeness, risk



taking propensity, need for achievement and self-confidence mempunyai hubungan yang positif dengan kecenderungan untuk menjadi seorang usahawan.

*Kata kunci : keusahawanan, cirri-ciri pelajar, pelajar, university,kecededungan pelajar*

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# CHAPTER 1

## INTRODUCTION

### 1.0 Introduction

This chapter describes and briefly a background of the research. It is explain the importance of characteristic for entrepreneurial and to indentify what the major of characteristic that student of University Teknikal Malaysia Melaka (UTeM) have. Researchers only focused this study for student Faculty of Technology and Technopreneurship (FPTT). For this chapter researchers briefly what the objective for this study, the research question, research objective, limitation, and the scope of study.

### 1.1 Research Background

Why and how it is that some individuals decide they want to create business and then actually do so? Why and how it is that others do not, even though they appear to have what it takes to succeed in business? These two questions were amongst the first that researches in the field of entrepreneurship tries to answer, and this question its same problem is much more difficult to solve that it first appeared thirty years ago (Alain, 2007).

Entrepreneurship is associated with starting business, but this is a very looses application of the term that has a rich history and much more significant meaning. The term of “entrepreneur” originated come from French economic as early the 17<sup>th</sup> and the

18<sup>th</sup> centuries, it means that someone who the undertakes and not undertaken in the sense of a funeral director, but someone to undertakes of significant project or activity (J.Gregory, 2001). Then know, Entrepreneurship has been an important research field among economists and scholars worldwide for some considerable time. This prolonged interest in entrepreneurship is prompted by several factors. First, for developed economies entrepreneurial activity is a means of revitalizing stagnated economies and coping with unemployment problem by providing new job opportunities.

In Malaysia, the government has created enormous of funding towards the promotion of entrepreneurship especially for small medium- sized enterprise. But the uptake is still slow. In fact over the last few years, graduate unemployment has become a major problem in Malaysia. This is because, current of new graduate it's more to depend on the government and the private sector for employment. To resolve these issues, are examination of higher education system is needed to find out the stumbling block that hinders the growth of entrepreneurship. Now is also the time to further examine whether our existing university student are inclined toward entrepreneurship (Mohar, Manjit and Kamal, 2007)

Most of existing researches of entrepreneurship in Malaysia more tend to focus on the field entrepreneurship in general factors, and the entrepreneur are examined from various prospective, such as attitude, backgrounds, personality traits, economic factors, contextual circumstances, and aspect of social marginality, gender and geographical location. But there is no unified, generally accepted definition and model of entrepreneurial activity and development. A number of factors been founded to be associated with be likelihood of an individual becoming an entrepreneurs.

Entrepreneurship is the basic for economic growth in Malaysia and also the entire world of entrepreneurship and knows they are one of engine for economic development in Malaysia. Entrepreneurship is said to be the symbol of business

achievement and can be considered a pioneer for today's testimony on new business venture success. From the Seminar *Pendidikan Kejuruteraan dan Alam Bina (PEK '09)* Decades ago, Malaysia was an agricultural country and the economy was growing within the activity. As for now, Malaysia has developed itself into newly industrialized country, but both of type of economic growth arise entrepreneurship. This situation will be an opportunity for entrepreneur to create a many work for the people under this enterprise.

## **1.2 Problem Statement**

Universities are play a functional role in promoting education to develop regional and society economics, and many numerous studies indicating the importance of entrepreneurship education due to its vital role in producing entrepreneurial individuals (Edwards and Muir 2005). Co *et al.* (2006), agree the remarks by stating that school and university have a key role to play promoting entrepreneurship since educational institutions are ideally considered the place in shaping entrepreneurial cultures and aspiration among students while they are studying to survive in today's robust business.

Universities is one of institutions and place that provided of entrepreneurship training and programmers for student, so universities must take this opportunities to do all the best to create the one of place that undergraduate student can learn more about the entrepreneurship programmed and can know about the reality of entrepreneurship. Then in same time can develop one situation of entrepreneurial activity in turn would help to develop an enterprise culture among university students who are tomorrow's entrepreneur.

Now in Malaysia have a many research that available in the area of entrepreneurship, but most of the existing researches on entrepreneurship in Malaysia tend to focus more on the field of entrepreneurship in general, for the example, the research its most to focus in the success factors of actual entrepreneur and to certain extent characteristic of entrepreneur (Nor,Ezlika and Ong, 2000). According from Kamariah, Yaacob and Wan Jamaliah (2004) stated that empirical research on student's perception or inclination toward entrepreneurship is also limited and focuses more on factors influencing entrepreneurship inclination rather than examining other personal factors.

Then this paper is to identify and to see relationship between psychological characteristic and tendency a student to become an entrepreneur among student university Teknikal Malaysia Melaka (UTeM), This will help in developing a clear cut policy to promote entrepreneurship at the national level, and can help the future generation in term of graduate are able to move to a new level by becoming entrepreneur. Specifically, this study will focus on the following research question:

### **1.3 Research Question**

The research question will be:

- a. To identify level characteristic of entrepreneurial among FPTT student
- b. To see the relationship between characteristic of entrepreneurial and tendency a student to become an entrepreneur