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BTEC

2016

UTeM

RESEARCH ON GRIT:
THE IMPORTANT OF GRIT TOWARDS AN
ENTREPRENEUR LONG TERM SUCCESSION
IN MELAKA, MALAYSIA.

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UNIVERSITI TEKNIKAL MALAYSIA MELAKA

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The research proposal is submitted in partial fulfillment of the requirements for the
award of Bachelor of Technopreneurship with honour

Faculty of Technology Management & Technopreneurship
Universiti Teknikal Malaysia Melaka

JUNE 2016

“I hereby declare that I have read this thesis and in my opinion, this thesis is sufficient in terms of scope and quality for the award of Bachelor Degree in Technopreneurship with Honours (BTEC)”

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DECLARATION

“ I declare that this thesis is my independent work except the citation and excerpts of each of which I have mentioned in the references.”

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Date :

DEDICATION

This Final Year Project is dedicated to

My supervisor, Associate Professor Dr. Ahmad Rozelan Bin Yunus

My Parent

My Friends

For their love, endless support, advice and encouragement as well as prayers, especially to my beloved supervisor who guided me throughout the process of this research.

ACKNOWLEDGEMENT

First, I am grateful to my supervisor, Associate Professor Dr. Ahmad Rozelan Bin Yunus, whose expertise, understanding, generous guidance and support made it possible for me to work on a topic which was great interest to me and successfully completed it. It was a pleasure working with my supervisor.

I would also like to thank you to my presentation panel, Madam Azrina Binti Othman that provided me on advises and comment during the presentation for Final Year Project 1 and 2. Besides, never forget to thank you to my Final Year Project 1 Panel, Sir Mohd Amin Bin Mohamad, who also giving me advice and comment on improving the quality of the report.

My sincere thanks also go to those researchers that provided the valuable theory and resource online. Never forgotten to the respondents that spent their valuable time for me to complete this project during distributing the questionnaire.

Last but not least, I would also appreciate and thank you to my teammate, my friends and any other who direct and indirect giving me support and encouragement.

ABSTRACT

The objective of this research study was to identify out the effect of grit and education toward the success of an entrepreneur in Melaka City, Malaysia. This research study also will examine of the relationship between the grit and the education of an entrepreneur in order for the entrepreneur in success doing their business in Melaka, Malaysia. For this research study, the quantitative method was used to conduct the research. Probability sampling was used to implement the questionnaire. The sample consists of three hundred seventy three (N=373) male and female entrepreneur as the research study respondents. The questionnaire basically will emphasize on demographic, grit scale, measurement of education and measurement of success. Besides that, Grit S Scale, a specific questionnaire tool that used to measure the grit level in order to achieve long term goals. In order to analyze the data, a pilot test will use to test the reliability of the questionnaire, data analysis tool is used in this research study such as simple regression analysis and Pearson Correlation analysis. The three objectives of this research study are successfully achieved and all the null hypothesis is rejected as well as the recommendation is made in order to enable for another researcher to further research. In short, grit is a personal trait that needed to be aware and acquired to those individuals who want to make an achievement.

ABSTRAK

Objektif kajian penyelidikan ini adalah untuk mengenal pasti daripada kesan “grit” dan pendidikan ke arah kejayaan usahawan di Bandar Melaka, Malaysia. Kajian penyelidikan itu juga akan mengkaji hubungan antara “grit” dan pendidikan usahawan bagi membolehkan usahawan dalam kejayaan mereka menjalankan perniagaan di Melaka, Malaysia. Untuk kajian penyelidikan ini, kaedah kuantitatif telah digunakan untuk menjalankan penyelidikan. Persampelan kebarangkalian telah digunakan untuk melaksanakan soal selidik. Sampel kajian terdiri daripada tiga ratus tujuh puluh tiga ($N = 373$) lelaki dan perempuan sebagai responden kajian penyelidikan. Soal selidik ini akan memberi penekanan kepada demografi, skala “grit”, pengukuran pendidikan dan ukuran kejayaan. Selain itu, Grit S Skala, alat yang soal selidik tertentu yang digunakan untuk mengukur ketabahan tahap dan semangat untuk mencapai matlamat jangka panjang. Dalam usaha untuk menganalisis data, ujian perintis akan gunakan untuk menguji kebolehpercayaan soal selidik, alat analisis data yang digunakan dalam kajian penyelidikan ini seperti analisis regresi mudah dan analisis korelasi Pearson Tiga. Objektif kajian penyelidikan ini berjaya dicapai dan semua hipotesis nol ditolak dan juga cadangan yang dibuat untuk membolehkan bagi penyelidik lain untuk penyelidikan lanjut. Pendek kata, “grit” adalah ciri-ciri peribadi yang perlu sedar dan diperolehi kepada individu-individu yang ingin pencapaian.

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LIST OF ABBREVIATION AND SYMBOL

ABBREVIATION	MEANING
DV	Dependent Variable
GRIT-S	Grit Short Scale with 8 items of test
H_0	Hypothesis Null
H_1	Hypothesis Alternative
PPMC	Pearson Product Moment Correlation
r^2	Regression Coefficient
SPSS	Statistical Package for Social Science
1MET	1 Malaysia Entrepreneur
IV	Independent Variable
%	Percentage

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CHAPTER 1

INTRODUCTION

1.1 Background of Study

The entrepreneur has become a global dream of every new century people nowadays; many people know that to be an entrepreneur is the only way to turn their dream into reality. In Malaysia, The evolution of entrepreneurship has been growing as an important part as key driven by economics. The entrepreneurial companies often play a vital role in developing the economic, not only at national level, but it's over the global economy. Sh. Ahmad et.al (2004) mentioned in the paper that the establishment of a special ministry for entrepreneurs—the Ministry of Entrepreneur Development—in 1995, clearly showcases the importance the government places upon the issue of entrepreneurship and entrepreneur development (Mohamed Ariff and Syarisa Yanti Abubakar, 2002) as it's able to create opportunity for employment and the positive way to do something responsibility to the society. There are many types of entrepreneur, such as a social entrepreneur, Small and Medium-sized Enterprise (SMEs) entrepreneur, intrapreneur and other. In this research, researcher chooses a general entrepreneur.

However, in this competitive business environment, not every new business able to survive. According to The Global Entrepreneur Monitor (GEM) global report 2014 mentions that the unsuccessful of an entrepreneur doing their business still at a high rate in Malaysia. To prevent the failure of starting up a business, those entrepreneurs require

certain personal traits such as passion, self-motivation, perseverance and others before they start up their business. An entrepreneur is a long term process, it requires a strong perseverance and passion to continue achieving long term goals, and these all traits requirement, and it's called grit.

According to Duckworth et al. (2007), Grit is defined as perseverance and passion for long-term goals. Grit entails working strenuously toward challenges, maintaining effort and interest over the years, despite failure, adversity, and plateaus in progress. This word "grit" is firstly used by a psychologist, Duckworth et al. (2007), which focused her research in Grit in kids and adult. The idea inspiration comes from his student, because she knows that the intelligence is not the only factor that caused the difference between her worst and best student. Besides, "Why do some individuals accomplish more than others of equal intelligence?"(Duckworth et al. 2007). She was questioning that why do some people achieve more, and why others do not, even when all of their things are equal, Duckworth et al. (2007) argue that there are some characteristics that are common amongst all successful people and that one of these characteristics is grit.

Grit is a trait that might important as intelligence in order to make a high achievement. In order to measure the grit, Duckworth et al. (2007) was developing a grit scale as the measurement of trait-level perseverance and passion for long term goals, and showed that grit predicted achievement in challenging domains over and beyond the measures of talent. grit scale is a useful tool that's been proved that can be used as a measurement of perseverance and passion of a person. The tools are differently separate for adults and children categories. Duckworth et al. (2007) designed the Grit Scale comes with a 12-item form and an 8-item form (the Short Grit Scale, or Grit-S), and the 8-item form has been modified for use with children as well.

Besides that, education is another matter thing for the person, whether failure or success in their life, it was commonly by many people that if your education is higher, meaning that you are getting a good job and success. According to Yero (2002) defines

that education as the process of educating or teaching, and to develop the knowledge and skill. He further concludes that the purpose of education is to develop the knowledge, skill, or character of students. The word “education” was derived from the Latin word “educare” meaning to bring up, to lead out, to rise up, and to educate. The researcher concludes that, education is something could bring us a knowledge that could live and work in society. According to Ministry of Higher Education, the Malaysian education system is largely modelled on the British education system. Most public higher education institutions use the Cumulative Grade Point Average (CGPA) system whilst others use the grade system.

With the research of grit, it not only helps to entrepreneur, but to all entrepreneurs to know that perseverance and persistence in doing their business are the correct way to success. Besides that, it also enables the academic researcher to build up the grit to the future entrepreneur before they conduct their business.

1.2 Problem statement

In Malaysia, there are still many small and medium enterprises that could not survive when they doing their business. There are about 9 out of 10 that are facing the failure during conducting their business. According to 1Malaysia Entrepreneur (1MET), there is a high failure rate amongst start-up businesses. According to Global Entrepreneur Monitor (GEM) 2014 global report shows that “government was put a lot of effort on improving the entrepreneur’s capabilities through advisory services, coaching, training and funding via government agencies.” It brings the hidden message that the entrepreneur in Malaysia was having a lower capability level. Besides, through the GEM report, a survey was distributed to identify the reason of business failure; around 45% of responses for business failure is because of low profitability and fear of failure amongst entrepreneurs. (“1MET4 Malaysia Entrepreneurs”, 2016). Research shows that a majority of entrepreneurs lacks any form of training in entrepreneurship and amongst the common reasons cited for failure are: Intense competition, lack of customers, and lack of knowledge and skills. (“1MET4 Malaysia Entrepreneurs”, 2016). The successful entrepreneur is a combination three things: Genetics, Circumstance & Perseverance. Therefore, the researcher does agree that because of the perseverance of that particular person are not strong, it affects those entrepreneurs in Malaysia could not survive in a long term.

According to Lynn (2002), excellence and intellectual brightness are highly important components in human resource practices, but cannot be treated separately and considered sufficient to solve challenging managerial issues. However, there are still a lot people think that education is the only factor that affecting the success of an individual. There are many cases show that, intelligence is only one of the factor that affect the success or failure of an individual, there are actually exist of another thing that affected the result. In this study, researchers are also studying on the relationship between grit with education.

1.3 Research Question

The research questions are below:

1. Does grit affect a person to be a successful entrepreneur?
2. Does education affect a person to be a successful entrepreneur?
3. Do grit and education is having a relationship?

1.4 Research Objective

The entrepreneur becomes a significant occupation in growing up the economy, not only in the nation but the global economic. As our knowledge, entrepreneur is an important part that the government paid a lot effort on promoting it. However, in the past record, many start up business in Malaysia could not survive in a long term, their sustainability are not strong enough to facing the risk of economic. The growing of the society and the thinking, the researcher able to find out the way might be prevented or deduct the failure of the business. Grit is a perseverance and a passion that helping in order to achieve long term goals. Besides, education is the common factor that other people always said it would decide the success or failure of that person. Grit can be measured by grit scale, however, in this research study, the researcher is finding out that whether there is a connection between the grit and education.