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Demographic Characteristics and Entrepreneurial Inclination of University Student

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ABSTRACT

This study aims to investigate and determine whether there are differences in student entrepreneurship inclination based on demographic factors such as gender, age, work experience, and marital status. The research sample consisted of 356 students who had taken entrepreneurship courses. Data was collected via questionnaires and analyzed using the Mann-Whitney and Kruskal Wallis test methods. The findings revealed that there was no difference in entrepreneurship inclination between male and female students, as well as between various age levels. What is different is the entrepreneurship inclination of students between those who have had work experience and those who have never worked and between married and unmarried students. Students who have worked and married are more likely to be inclinationed in entrepreneurship. This study has implications for the learning methods of entrepreneurship courses and other related courses that need to be redesigned to be more practical than theoretical, assist with capital to start a business and provide entrepreneurial assistance to increase entrepreneurial capacity and teach students responsibility

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INTRODUCTION

In 2022, the primary obstacle will be the burden of 6.49 million unemployed Indonesians, including educated unemployment (Badan Pusat Statistik Indonesia, 2022), Yogyakarta's high unemployment rate is dominated by the productive age group of 20 to 29 years (Probosiwi, 2016).

Thus, substantial efforts are required to reduce unemployment by increasing the number of entrepreneurs, and one of the Ministry of Education and Culture's initiatives is to implement an entrepreneurial program for Indonesian students through universities to address the issue of intellectual unemployment among undergraduates and to provide students inclinationed in entrepreneurship with early and guided opportunities(Kemdikbud, 2021). Because it is undeniable that universities must play a critical role in fostering an inclination in entrepreneurship and examining several influential factors, numerous efforts have been made and continue to be made to ascertain what motivates prospective undergraduates to pursue entrepreneurship so that it can be addressed during the study period (Layoo, 2020).The research findings indicate that entrepreneurship education is critical in fostering entrepreneurial curiosity among students enrolled in private and public colleges(Adelaja et al., 2018)(Adelaja and Arshad, 2016).

Numerous research has been undertaken to enhance student inclination in entrepreneurship further. It has been discovered that demographic features and family history substantially impact an individual's decision to become an entrepreneur(Atef, 2015)(Espíritu-Olmos, R., 2015)(Ismail, K., M.A. Anuar, W.W. Omar, A. Aziz, 2015),Entrepreneurship inclination is substantially influenced by demographic variables such as students' age, gender, educational background, media motivation, attention, self-awareness, status,

practical experience, and risk perception(Ghulam Raza Sargani., Zhou Deyi., Habibullah Magsi., Sanaullah Noonari., Mumtaz Ali Joyo., 2018). Students aged 18-40 years in sixteen countries around Europe and the Middle East demonstrate that family factors as a source of company capital influence entrepreneurial enthusiasm at the undergraduate level but not at the master's level (Olszewska, 2015).

Researchers like(Atef, 2015)(Espíritu-Olmos, R., 2015)(Ismail, K., M.A. Anuar, W.W. Omar, A. Aziz, 2015),(Ghulam Raza Sargani., Zhou Deyi., Habibullah Magsi., Sanaullah Noonari., Mumtaz Ali Joyo., 2018).(Olszewska, 2015) Only examines the influence of demographic factors on student entrepreneurship inclination. Still, no one is concerned about testing whether there are differences in entrepreneurial inclination between male and female students, between student age levels, between married and unmarried students, and between students who have had work experience with those who do not have work experience. In Central Sulawesi, many university graduates have no work experience at all 1.24% and many who have worked and then lose their jobs and return to unemployment 2.14% (BPS Central Sulawesi Province, 2020b).

The gap study examining the demographic characteristics that contribute to students' high and low inclination in entrepreneurship is critical due to worries about the high number of unemployed and the growing number of disadvantaged households with undergraduate degrees. Those with a lower level of education are more likely to be unemployed than those with a higher level. According to data from 2019, persons with a bachelor's degree accounted for 2.83 percent of total open unemployment 2019. Still, they climbed significantly to 8.85 percent in 2020, the highest percentage of all levels of education (BPS Central Sulawesi Province, 2020a). When viewed through the lens of poverty, the percentage of those with a bachelor's degree is even lower than those with only an elementary school certificate. In 2018, 1.26 of poor households in Central Sulawesi were those with a bachelor's degree, increasing to 1.55% in 2019 and 1.41% in 2020. While undergraduates who have worked prefer to pursue careers as laborers/employees/employees rather than entrepreneurship (BPS Central Sulawesi Province,2020b)

According to BPS Central Sulawesi Province, (2020b), the number of entrepreneurs, including those who are still self-employed and those who already have employees, has been significantly lower over the last three years than the number of graduates who become laborers/employees or employees. This demonstrates that while the propensity of scholars to become employees remains strong and continues to grow year after year, inclination in entrepreneurship remains low. Whereas entrepreneurs can act as a catalyst for regional and national economic development, Generation Z students are known to possess additional abilities and expertise due to their different creative and inventive ideas.

Based on gap research, the facts of unemployment and poverty as well as the low inclination in doing business among scholars as described above, the research is on whether there is a correlation between student entrepreneurship inclination, business innovation based on demographic factors such as gender, age, marital status, and experience. Work is important. The research results can be used as a basis for developing various effective methods to encourage student inclination in entrepreneurship and increase the entrepreneurial capacity of university graduates.

LITERATURE REVIEW

Demographic Factors and Entrepreneurial Inclination

Demographic factors such as gender, age, birth order position and marital status significantly predict graduates' decision to pursue entrepreneurship. It was further found that gender and marital status have a greater contribution than the four significant factors. This implies that, male and married graduates have a stronger desire to become entrepreneurs than females and those who remain single (Mangasini, Damian, 2014). There is a significant relationship between specialization of educational level, nationality, gender, parents of entrepreneurs, child position, marital status and age with the tendency to become entrepreneurs. (Mohammad, Rashed, Amitab., Valliappan, 2019

Age factors and inclination in entrepreneurship

Several researchers also stated that there is a significant relationship between age level and the tendency to become an entrepreneur (Cumberland, Meek., 2015). Other studies have concluded that demographic factors such as age level significantly predict the decision of college graduates to pursue entrepreneurship. This study also found a significant relationship between age and the tendency to become an entrepreneur (Mohammad, Rashed Hasan Polas., Amitab Bhattacharjee., Valliappan Raju, 2019). Also, age has a significant influence on students' inclination in taking agribusiness as a source of future entrepreneurship after graduation (Ghulam, Zhou, Habibullah, Sanaullah., Mumtaz., 2018). Ghulam et al continued that age was a significant factor towards entrepreneurial intention only in Pakistani graduates but not a significant factor in Chinese students. The regressions confirm the findings that young individuals who know an entrepreneur are more likely to start a new firm than older people with this social contact. The significant and negative age interaction coefficients of the younger groups were lower than those of the older groups (Nguyen et al, 2024)

Gender Factors and Entrepreneurial Inclinations

Gender has a significant influence on students' inclination in taking agribusiness as a source of futureentrepreneurship after graduation (Ghulam, Zhou Deyi., Habibullah., Sanaullah Noonari., Mumtaz., 2018). It was further found that gender and marital status had a greater contribution than the other four significant factors studied. This implies that, married male alumni have a stronger desire to become entrepreneurs than women compared to those who remain single (Mangasini, Damian, 2014). This study found a significant relationship between student gender and the tendency to become entrepreneurs (Mohammad, Rashed Hasan Polas., Amitab., Valliappan, 2019). Previous studies have stated that women have more opportunities to become entrepreneurs than men due to higher heritability (Shane, Nicolaou, 2015). The research results reveals an intriguing contradiction girls consistently outperformed boys on assessments of multidimensional entrepreneurial skills like teamwork, marketing, innovation, feasibility, and impact. However, boys showed significantly higher gains in entrepreneurial self-efficacy from participating in the training program. This divergence highlights potential limitations in how entrepreneurial self-confidence is fostered and evaluated, especially for girls. Despite possessing greater competency across key skills, girls still lagged in self-efficacy growth (Hägg et al., 2022). Women are a significant factor in the field of entrepreneurship worldwide. At the same time, in choosing a career among young people, there is a trend indicating a much smaller inclination among girls than among boys. Gender stereotypes play a significant role in shaping entrepreneurship perceptions. The field of entrepreneurship is often perceived as being dominated by masculine traits such as risk-taking, assertiveness and competitiveness. These stereotypes can discourage women aspiring to become entrepreneurs, can lead to biases in assessing women's entrepreneurial ideas and capabilities, contributing to a lack of self-confidence, lower self-efficacy, and diminished self-belief among women entrepreneurs (Borah & Bhowal, 2023).. Being an entrepreneur involves many things and often overlaps, and for women, it is a task that is both personal and public. Thus, women entrepreneurs tend to combine both issues, namely personal issues with public issues in their entrepreneurial activities, and they pursue legitimacy from those around them in the scope of domestic and business life (Stead, 2017)

Marital status and inclination in entrepreneurship

Several researchers have stated that there is a significant relationship between marital status and the tendency of students to become entrepreneurs (Sauer, Wilson, 2016), (Mohammad, Rashed Hasan Polas., Amitab Bhattacharjee., Valliappan Raju, 2019). Demographic factors such as marital status significantly predict graduates' decisions to pursue entrepreneurship. It was further found that gender and marital status had a greater contribution than the other four significant factors. This implies that men and married graduates have a stronger desire to become entrepreneurs than women and those who remain single (Mangasini, Damian, 2014).

Work Experience and Entrepreneurial Inclination

The experience of a small business owned by someone can be the main potential to become an entrepreneur. To start a business, sometimes someone needs a trigger, which comes from previous work. Therefore Hisrich-Peters said entrepreneurs are not born-they develop. Practical agricultural experience has a significant influence on students' inclination in choosing agribusiness as a source of future entrepreneurship after graduation (Ghulam Raza Sargani., Zhou Deyi., Habibullah Magsi., Sanaullah Noonari., Mumtaz Ali Joyo., 2018).

METHODOLOGY

This research was conducted in Central Sulawesi in 2020 using a quantitative approach since the investigation's beginning point is well defined, and the researcher wishes to elicit comprehensive data from a population(Sugiyono, 2013). The research population is all active students in Central Sulawesi for the 2019/2020 academic year. The sampling technique used was quota sampling, namely the determination of samples from the population that had specific characteristics(Sugiyono, 2013). The characteristics in question are the status of undergraduate students who have programmed Entrepreneurship courses. Each study program with entrepreneurship courses in its curriculum is given a share of respondents, and 356 students are obtained. The type of research data is qualitative, which is quantified using a Likert scale.

This research includes survey research, so that data collection from respondents is through a structured questionnaire (Mantra, 2004), The collected data is processed and analyzed using non-parametric statistical analysis with the Mann-Whitney test and the Kruskal Wallis test to determine whether there are differences in student entrepreneurship inclination according to gender. Age, marital status, and work experience.

Using the Entrepreneurial Intention Questionnaire (EIQ), the measurement of entrepreneurial inclination is widely used by researchers studying student entrepreneurial inclinations in particular. The scale contains five items, presented in a Likert-type format with a scale ranging from 1 (strongly disagree) to 5 (strongly agree). The composite score is calculated by adding up all the items. Higher scores indicate higher

entrepreneurial inclination (Liñán & Chen, 2009).

Research Variables and Indicators:

Inclination (y) is a student's desire to run a business independently or as an entrepreneur; the indicator is an inclination in starting shortly, an inclination in starting in about two years, an inclination in starting a long-term entrepreneur, not an inclination in entrepreneurship.

Age (x1) is the length of life of students at the time of research, and the indicator is the age of respondents with a range of fewer than 22 years, 22-55 years, and more than 55 years. Gender (x2) is the sex of the student, which consists of male and female.

Work experience (x3) is the involvement of students in the world of work, and the indicator is that they have worked and have never worked.

Marital status (x4) is students' marital status, and the indicators are not married, married without children, married with children, never married without children, and ever married with children.

Critical Framework

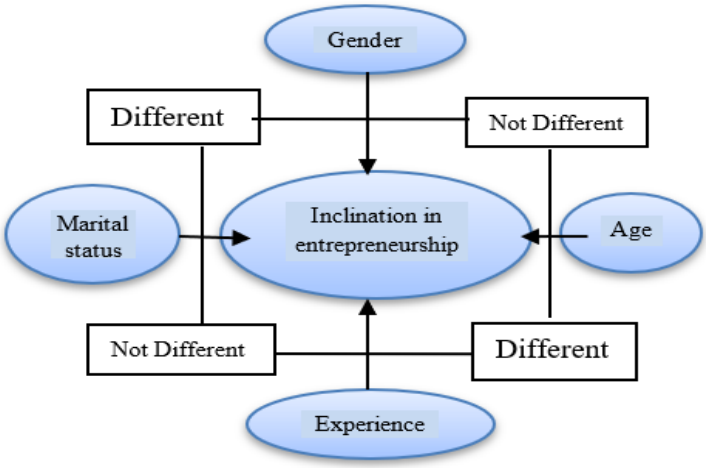

Figure 1. Critical Framework (Differences in entrepreneurship inclination based on demographic factors)

RESULTS

Characteristics of Respondents

Respondent characteristics refer to the characteristics of respondents that are relevant to the indicators of the research variables being studied, such as gender, age in five ranges, marital status, work experience, and inclination in entrepreneurship, which are expressed on a five-point scale ranging from strongly agree to disagree strongly.

Table 1. Characteristics of Respondents based on gender, age, marital status, work experience, and inclination in entrepreneurship

No	Characteristic	Amount (people)	Percentage (%)
1	Gender		
	- Man	164	46,1
	- Woman	192	53,9
2	Age (years)		
	- 17-24	297	83,4
	- 25-32	37	10,4
	- 33-40	15	4,2
	- 41-48	5	1,4
	- > 48	2	0,6
3	Work Experience		
	- Have work experience	153	43,0
	- No work experience	203	57,0
4	Marital Status		
	- Married	39	11,0
	- Single	317	89,0
5	Entrepreneurial Inclination		

Very inclination	5	1,4
- Inclination	191	53,7
- less inclinationed	152	42,7
- Not inclinationed	8	2,2
- very uninclinationed	0	0,0

Source :Primary Data Process

According to Table 1, there are 7.8% more female students than male students, indicating that female students are more inclinationed in college. In terms of age, students aged 17-24 years are the most numerous; they are recent high school graduates; however, there are also those aged 25 to 48 years who are on average married and working. In terms of work experience, it turns out that students with work experience earn 14% less than those without work experience; however, those with work experience include those who are still working until data is collected both in the formal and informal sectors. According to the data, significantly more unmarried students than married students. Then, when asked about their inclination in entrepreneurship, more than half of all respondents stated that they were inclinationed in starting a business either before or after completing their university studies.

Different Test Results

Gender with Entrepreneurial Inclination

Based on the study results, the number of female students was more (53.9%) than male (46.1%). The different tests of entrepreneurial inclination using Mann-Whitney showed no significant difference between male and female entrepreneurial inclination because of the Asymp.Sig value was > 0.05.

Table 2. Inclination Difference Test Results Entrepreneurship by Gender

Test Statistics[a]

	entrepreneurial inclination
Mann-Whitney U	14330.000
Wilcoxon W	32858.000
Z	-1.667
Asymp. Sig. (2-tailed)	.095

a. Grouping Variable: Gender

Age with Entrepreneurial Inclination

According to the study results, most of the students (83.4%) were aged 18-24 years, but around 2% were over 40 years old and, on average, had worked as civil servants. The rest are aged between 25-and 40 years. The Kruskal Wallis test shows no significant difference in entrepreneurial inclination between the age levels of students, the Asymp. Sig value is > 0.05, as shown in table 3.

Table 3. Different Test Results Inclination in Entrepreneur by Age level

Test Statistics[a,b]

	entrepreneurial inclination
Chi-Square	6.594
Df	4
Asymp. Sig.	.159

a. Kruskal Wallis Test

b. Grouping Variable: age

Work Experience with Entrepreneurial Inclination

According to the study results, almost half of the respondents (43%) claimed to have worked, and 57% had never worked. The type of work that most students have ever worked on is a small business and being an employee of a company. The different tests using the Mann-Whitney show a significant difference in inclination in entrepreneurship between students who have work experience and those who do not have work experience because of the Asymp.Sig value <0.05, as shown in table 4.

Table 4. Inclination Difference Test Results Entrepreneurship by experience work

Test Statistics[a]	
	entrepreneurial inclination
Mann-Whitney U	15356.000
Wilcoxon W	27137.000
Z	-.206
Asymp. Sig. (2-tailed)	.037
a. Grouping Variable: experience work	

Marital Status with entrepreneurial inclinations

The results of the Mann-Whitney test show that there is a significant difference in the inclination in entrepreneurship between married and unmarried students with Asymp scores. Based on the results of the study that the number of respondents who were married was 11%, while those who were not married were 89%. Sig 0.006 or less than 0.05, as shown in Table 5, is the most dominant variable indicating differences in entrepreneurial inclination compared to other variables.

Table 5. Different Inclination Test Results Entrepreneurship by marital status

Test Statistics[a]	
	entrepreneurial inclination
Mann-Whitney U	5903.000
Wilcoxon W	56306.000
Z	-.324
Asymp. Sig. (2-tailed)	.006
a. Grouping Variable: marital Status	

DISCUSSION

Gender and Inclination in Entrepreneurship

From an empirical standpoint, this study elucidates some intriguing implications. The findings indicate no statistically significant difference in entrepreneurial inclination between female and male college students. This shows that the gender variable is not a relevant antecedent. Thus, the Theory of Planned Behavior (TPB), which asserts that inclination is determined by one of the subjective norms, is not established in this instance.

Male entrepreneurs have a greater predisposition to start new businesses and a greater propensity than female entrepreneurs. This finding contrasts with numerous previous studies. While there is no significant difference between male and female entrepreneurs in terms of relational and structural capital, it implies equality between male and female entrepreneurs in terms of correlation coefficients between capital (Diego, Matricano., Mario, 2018). Also implies that men have a stronger desire to become entrepreneurs than women(Mangasini, A.K., Damian, 2014). Similar research indicates that men are more dominant in entrepreneurial inclinations that are results-oriented, while women are more dominant in behavioral control, both internal and external (Leroy, H., Maes, J., Sels, L., Debrulle, J., Meuleman, 2009). According to research, male students in Turkey demonstrate a greater inclination in entrepreneurship than female students (Rotem, Shneor., Selin Metin Camgo¨z., Pinar Bayhan, 2013).Using gender as a moderating effect, studying the relationship of TPB with entrepreneurial inclination at Saudi University. The findings show that men have higher personal attractiveness while women are more influenced by subjective norms and behavioral control. This study concludes that different social expectations in race and socialization create different entrepreneurial perspectives between men and women(Almobaireek, W.N., Manolova, 2012).

The findings of this study corroborate previous research indicating no statistically significant differences in entrepreneurial inclination between men and women but that there are slight differences in the components of the TPB of male and female students (attitudes towards behavior, subjective norms, and perceived behavioral control)(Abbas L.N, 2015)and that the formation of entrepreneurial inclination shows similarities between men and women. At the same time, men consistently show more favorable inclinations than women (Santos, Roomi., Lin, 2016)

Historically, women demonstrated a lower level of independence and confidence in their skills and abilities to become entrepreneurs. Still, with education, information disclosure, and the development of digital technology that facilitates business affairs, women now share the same desire as men to become entrepreneurs and develop efforts between women's triple roles, namely reproductive work, productive work, and community managing work.This study indicates that gender is not a factor that needs to be addressed in the implementation of entrepreneurship programs among university students.

Age and Inclination in Entrepreneurship

Although the age range of the students studied was quite broad and varied, ranging from 18 to 50 years, the results indicated that there was no difference in inclination in entrepreneurship according to age level, implying that both young and old students had an equal inclination in entrepreneurship, or that age was not a predictor of inclination. Thus, the Theory of Planned Behavior (TPB), which asserts that inclination is determined by one of the subjective norms, is refuted in this instance.

According to(Nguyen et al, 2024) that the regressions confirm the findings that young individuals who know an entrepreneur are more likely to start a new firm than older people with this social contact. The significant and negative age interaction coefficients of the younger groups were lower than those of the older groups. Which revealed that there was a significant relationship between age level and the tendency to become entrepreneurs(Cumberland, D.M., W.R. Meek., 2015). Age is a significant predictor of college graduates' decision to pursue entrepreneurship(Mohammad, Rashed Hasan Polas., Amitab Bhattacharjee., Valliappan Raju, 2019), if the two studies state that the older you get, the more inclinationed you will be in entrepreneurship, or vice versa because this study discovered no difference in inclination between age groups. What may differentiate it now is an inclination in entrepreneurship through traditional or modern digital-based methods, owing to young millennials' increased exposure to digital technology.

The findings of this study indicate that entrepreneurship education can be integrated into the early semester (e.g., semesters one and two), the middle semester (e.g., semesters three and five), and the end of the study period in higher education (e.g., semesters six to eight).

Work Experience and Inclination in Entrepreneurship

The findings indicated that prior work experience was a significant predictor of inclination in entrepreneurship; students with previous work experience were more inclinationed in entrepreneurship than those who had never worked. This finding supports the Theory of Planned Behavior (TPB), which explains how subjective norms and perceived behavioral control influence inclination. A fascinating implication of this research is that students must gain practical experience in the business world while enrolled in college to foster an inclination in entrepreneurship. For instance, small business practices taught to students individually or in groups can catalyze starting a business. You can also take advantage of the Indonesian Ministry of Education and Culture's annual student entrepreneurship program, which provides sufficient funding for students to start micro-enterprises. Students can also gain work experience during college through internships in Micro, Small, and Medium-Sized Enterprises (MSMEs) or large industries. Through apprenticeships, it is hoped that interns will develop an inclination in replicating similar work and developing it themselves after the study period is complete. Because similar studies have established a link between work experience and student entrepreneurial motivation,(Ghulam Raza Sargani., Zhou Deyi., Habibullah Magsi., Sanaullah Noonari., Mumtaz Ali Joyo., 2018)he practical experience of agricultural faculty students has a significant influence on students' inclination in choosing agribusiness as a source for future entrepreneurs after graduation. So, the point is that lecturers must increase practice outside the classroom rather than theory in the school.

Marital Status and Inclination in Entrepreneurship

The test results indicate a significant difference in entrepreneurial inclination between married and unmarried students, indicating that married students have a higher level of entrepreneurial inclination than available students. Additionally, it can be concluded that the marital status variable is a relevant antecedent. The study's findings corroborate the Theory of Planned Behavior (TPB), which explains how subjective norms and perceived behavioral control influence inclination. Additionally, it is consistent with previous research findings that there is a significant relationship between marital status and students' predisposition to become entrepreneurs(Sauer, R.M., Wilson, 2016). Mangasini et al. also found that married college graduates had a stronger desire to become entrepreneurs than those who remained single (Mangasini, A.K., Damian, 2014).

The obligation to provide for family needs stimulates inclination in entrepreneurship among married students. This can be a valuable lesson, emphasizing the importance of student awareness programs that teach self- and other responsibility in this context. Because life is not just about you; the best human being is the one who benefits the most significant number of people. Entrepreneurship can help spread more excellent benefits to fellow humans. Married students also perceive partners and family members who

support or encourage entrepreneurship, and universities must respond by delivering capital assistance and entrepreneurial assistance to students.

This research is limited to students' entrepreneurial inclinations while enrolled in college and does not examine how their entrepreneurial inclinations are implemented after they graduate. Because while students express an inclination in starting a business while still in college, they rarely do so after graduation, as evidenced by the large proportion of college graduates who remain employees and the tiny proportion of graduates who become entrepreneurs

CONCLUSION

The study concludes that there is no discernible difference in inclination in entrepreneurship between student age groups or sexes. There is a noticeable difference in entrepreneurial inclination between students with and without work experience. Additionally, there is a difference between married and unmarried students. restructure the entrepreneurship curriculum to emphasize practice or internships rather than theory to foster students' entrepreneurial creativity and sense of responsibility. suggestions include small business practices and training at msmes, which should be incorporated into entrepreneurship learning methods and other similar university courses to pique student inclination in entrepreneurship. universities must develop an inclination accelerator program in entrepreneurship, among other things, by providing initial capital and entrepreneurship assistance to students, collaborating with the business community, and additionally, maximizing the use of the ministry of education and culture's student entrepreneurship programs

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