

**THE EFFECT OF PERSONAL CHARACTER, FAMILY, AND GOVERNMENTAL POLICY TOWARD ENTREPRENEURSHIP COMPETENCE OF YOUNG ENTREPRENEUR (CASE STUDY OF GKN 2014 PROGRAM SOUTH SULAWESI).**

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**ABSTRACT**

This study aimed to determine the effect of personal character, family and government policies toward entrepreneurship abilities of young entrepreneurs member of GKN 2014. The population used of this research was 1000 pupils of youth who got involved in GKN (National Entrepreneurship Movement) 2014 in Makassar. The total number of sample is 64 pupils, using purposive random sampling who were GKN grand awardees, and has been running their business at least 6 months, and not more than 35 years old. The research result showed that personal characteristic variable ( $X_1$ ) with 3.121 on t level with statistical significant 0.003. The number of statistic test  $|t_{\text{measured}}|$  was higher than  $t_{\text{table}}$  ( $3.121 > 2.000$ ) and the significant number was higher than  $\alpha = 0.05$ . This examination showed that  $H_0$  was rejected, therefore it can be inferred that  $X_2$  effected significantly toward entrepreneurship competence of young entrepreneur (Y). The variable governmental policy ( $X_3$ ) has the highest t number that was 2.025 with number of significant 0.470. The statistic test  $|t_{\text{measured}}|$  was lower than  $t_{\text{table}}$  ( $2.025 < 2.000$ ) and also lower than  $\alpha = 0.05$ . This examination showed that  $H_0$  was accepted, therefore it can be inferred that  $X_3$  was not significantly effected toward entrepreneurship competence of young entrepreneur (Y). The research result showed that personal character, family, and governmental policy effected entrepreneurship competence of young entrepreneur (WMP). The most dominant variable was personal characteristic that effected entrepreneurship competence of young entrepreneur (GKN).

**Keyword : entrepreneurship, personal character, family, governmental policy**

**A. Background**

Entrepreneur role is the important driver in creating excellence quality and to organize the necessary resources in creating added value. The efforts to develop a massive spirit for entrepreneurship is not without reason, one of these reason is the existence of entrepreneurs in a country, has a very big role for the progress of development. They are the "driving force" in the economic development of a country. (Sugiharto, 2013).

Learning from the experience of developed countries, one of the key factors for accelerating economic development

and competitiveness is entrepreneurial. This is in line with the statement from Schumpeter (1934) as published in the Blueprint of entrepreneurship Kemenkop RI (2012) that "entrepreneurship is a driving force behind economic growth". It is no exaggeration, if the entrepreneurial movement become one of the global agenda as a effort to fight with poverty and unemployment, as well as build the prosperity.

David Mc Cleland, said it takes at least 2% of the population who roled as a entrepreneurs to succeed economic development of a country. In Indonesia from 250 million population, the portion

of entrepreneurs has just reached about 1.56%. after 3 years of national entrepreneurship movement (GKN). Statistic Central Agency (BPS) recorded the existing of entrepreneurial was 3.744 million people. Nevertheless, the number of entrepreneurs in Indonesia is still small when compared with other countries. For the same category, Malaysia recorded a figure of 4 percent, Thailand 4:51 per cent and Singapore 7.2 per cent. (Blueprint Enterprise Kemenkop SME, 2012)

option to become entrepreneurs among youth is still not growing as expected, this is caused by various things including of the less supportive from education system, family environment, character and the influence from macro environment In order to encourage new entrepreneurs growth, the government through the Ministry of Cooperative and SME launched the National Entrepreneurship Movement (GKN) since 2011. The research still needed to know the factors that support young entrepreneurs on entrepreneurial competencies (WMP) in GKN program in South Sulawesi

## **B. Method**

This study using quantitative approach, to emphasis on testing theories through the measurement of research variables and perform statistical data analysis procedures. This research is quantitative research studies, with survey

approach. The location of this research is in Makassar city, with research focus on young entrepreneurs of the city. The study was conducted over two months, starting in March to April 2015.

The primary data was gathered by interview as well as data obtained from other parties and other sources related to the research. Population of this research was the entire youth in the city of Makassar who take the program GKN (National Entrepreneurship Movement) in 2014 as many as 1000 people.

Samples were taken by purposive sampling method as much as 10 percent of the population or 100 people who get funding from GKN and has been running business. The field data qualifies as young entrepreneurs (WMP) and still run the business as many as 64 people, consisting of 41 men and 23 women.

Based on the conceptual framework and research design, this study used multiple linear regression analysis technique. This technique is useful to determine the effect of two or more independent variables or to find a functional relationship of two or more predictor variables to their criterium variable. To know the positive and significant relationship between two or more variables simultaneously F test used to examine . While t test used To know



the positive and significant relationship between two or more variables partially.

**C. Result**

Responden Description

Table 1  
Statistic of Responden Description

**Descriptive Statistics**

	N	Range	Minimum	Maximum	Sum	Mean		Std. Deviation	Variance
	Statistic	Statistic	Statistic	Statistic	Statistic	Statistic	Std. Error	Statistic	Statistic
X1	64	3.33	1.67	5.00	273.81	4.2783	.06765	.54118	.293
X2	64	3.62	1.38	5.00	270.17	4.2214	.07310	.58476	.342
X3	64	3.29	1.71	5.00	267.34	4.1772	.07941	.63530	.404
Y	64	2.96	2.04	5.00	255.84	3.9975	.07592	.60733	.369
Valid N (listwise)	64								

Table 2  
Frequency Distribution

**Statistics**

	X1	X2	X3	Y
N	64	64	64	64
Valid	64	64	64	64
Missing	0	0	0	0
Mean	4.2783	4.2214	4.1772	3.9975
Std. Deviation	.54118	.58476	.63530	.60733
Variance	.293	.342	.404	.369
Range	3.33	3.62	3.29	2.96
Minimum	1.67	1.38	1.71	2.04
Maximum	5.00	5.00	5.00	5.00

From the above description describes that the personal characteristics variables (X1) shows the average lowest score was 1.67; The highest score was 5.00 with an average of 4.278. For family environment variable X2, the average lowest score was 1.38; The highest score was 5.00 with an average of 4.221. For variable X3, government policies, the average lowest score was 1.71; The highest score was 5.00 with an average of 4.177. For Y, variable

entrepreneurial competence, the lowest scoring average is 2.04; The highest score of 5.00 with an average of 3.977.

**Regression Analysis**

The Results of multiple regression analysis to analyze the influence of personal characteristics, family environment and government policies toward entrepreneurship competence is described as follows:

Tabel 3  
Multiple Regression Analyze

Variabel	coeficient	t	Sig.
constant	-.084	-.181	.857
X1	.396	3.121	.003
X2	.368	2.672	.010
X3	.199	2.025	.047
F <sub>count</sub> =		28.452	
R <sup>2</sup> =		.587	

$$\text{Equation: } Y = 0.084 + 0.396 X_1 + 0.368 X_2 - 0.199 X_3$$

A constant value of 0.084 indicates that if there is no personal characteristic variables, family environment and government policies, the entrepreneurial competence at 0.084. In other words, entrepreneurial competency of .084 prior to or without the variables of personal characteristics, family environment and government policy.

The regression coefficient  $\beta_1 = 0.396$  shows that if there is an increase responder scale 1 times in the X1 and the other variables held constant, or no change at all, there will be an increase in the variable Y at 0.396. It can be seen that the coefficient obtained is positive, so if there is an increase in the X1, then Y will increase by 0.396, and vice versa if the X1 to decline, there will be a decrease in Y of 0.396.

B2 regression coefficient = 0.368 shows that if there is an increase responder scale 1 times on X2 and other variables held constant, or no change at all, there

will be an increase in the variable Y at 0, 0.368. It can be seen that the coefficient obtained is positive, so if there is an increase in X2, then Y will increase by 0, 0.368, and vice versa if the X2 decreases, there will be a decrease in Y at 0, 0.368.

B3 regression coefficient = 0.199 shows that if there is an increase responder scale 1 times on X2 and other variables held constant, or no change at all, there will be an increase in the variable Y at 0.199. It can be seen that the coefficient obtained is positive, so if there is an increase in X2, then Y will increase by 0.199, and vice versa if the X2 decreases, there will be a decrease in Y 0.199.

Based on the obtained value coefficient R Square influence the effect of personal characteristics, family environment and government policy towards young entrepreneurs entrepreneurial competencies acquired data at:  $R^2 = 0.587$  means that 58.7% are influenced by independent variables, while

41.3% are influenced by other factors not examined , This suggests that there are other factors that influence the entrepreneurial competencies of 41.3%

which is not included in this research model.

**Hypothesis Testing**

Some results of data analysis research hypothesis testing results as follows:

Table 4  
t-test Result

No	H1	coefficient	t <sub>table</sub>	t <sub>count</sub>	Decision-1	α	Sig	Decision-2	Conclusion
1	influence of X1 on Y	Possitive	2.000	3.121	Rejected	0.05	0.003	Rejected	Significant
2	Influence of X2 on Y	Possitive	2.000	2.672	Rejected	0.05	0.010	Rejected	Significant
3	Influence of X3 on Y	Possitive	2.000	2.025	Rejected	0.05	0.047	Rejected	Significant

a. T-test results, showing the results of the influence coefficient of personal characteristics, family environment and government policy towards entrepreneurial competence as follow:

- 1) For personal characteristics variable (X1) has the t result of 3.121 with a significance value of 0.003. The value of the test statistic | t-count | is greater than t table (3.121 > 2.000) and also significantly greater than  $\alpha = 0.05$ . This test indicates that the H0 is rejected so that it can be concluded that the X1 significantly influence entrepreneurial competence variable (Y).
- 2) Variable family environment (X2) has the t result of 2.672 with a significance value of 0.010. The

value of the test statistic | t-count | is greater than t table (2.870 > 2.000) and also significantly smaller than  $\alpha = 0.05$ . This test indicates that the H0 is rejected so that it can be concluded that the X2 significantly influence entrepreneurial competence variables youth young entrepreneurs (Y).

- 3) Variable government policies (X3) have the t result of 2.025 with a significance value of 0.047. The value of the test statistic | t-count | is smaller than t-table (2.025 < 2.200) and also smaller than  $\alpha = 0.05$ . This test shows that H0 is accepted so that it can be concluded that the X3 significantly

influence entrepreneurship competence variable (Y).

b. Based on F test as attached, with sig 0.000 <0.005. It shows that the regression model fit or suitable to

analyze the effect of personal characteristics, family environment and government policy towards entrepreneurial competence.

Table 5  
F-test Result

H1	$\alpha$	F <sub>tabel</sub>	F <sub>count</sub>	Sig	Decision	Conclusion
The influence of X1, X2 and X3 on Y	0.05	2.755	28.452	0.000	Rejected	Significant effect

Thus, the second hypothesis which stated that personal characteristics, family environment and government policies will simultaneously influential to entrepreneurial competence toward young business starters (WMP) is received.

Under the influence coefficient personal characteristics, family environment and government policies coefficient values obtained the greatest influence on entrepreneurship competency is personal characteristic that show at point 3.121. so this result suggests that personal characteristics have a dominant influence on entrepreneurial competence. Thus, the third hypothesis which stated that the most dominant variable influence on youth entrepreneurship competence is a personal characteristic is evidenced in this study so that this hypothesis is accepted.

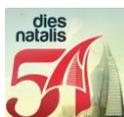
#### D. Conclusion

Based on the results of the data analysis, the conclusions in this study as follows:

1. Personal characteristics, family environment and government policies partially affect the competence of youth entrepreneurial young entrepreneurs in the program GKN 2014
2. Personal characteristics, family environment and government policies jointly affect the competence of youth entrepreneurship to young entrepreneurs in the program GKN 2014
3. Personal characteristics dominant influence on young entrepreneurs entrepreneurial competence (WMP) in the program GKN 2014

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