

PENGARUH *INTERNAL LOCUS OF CONTROL, RISK TAKING PROPENSITY, NEED OF ACHIEVEMENT, PERSONALITY, ENTREPRENEURIAL EDUCATION, DAN SOCIAL SUPPORT* TERHADAP KEPUTUSAN BERWIRAUSAHA PADA PELAKU USAHA FURNITUR

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Abstrak

Penelitian ini bertujuan untuk menganalisis pengaruh *internal locus of control, risk taking propensity, need of achievement, personality, entrepreneurial education* dan *social support* terhadap keputusan berwirausaha pada industri furnitur di Indonesia. Responden pada penelitian ini merupakan seseorang yang memutuskan untuk berwirausaha pada industri furnitur berjumlah 162 responden. Metode yang digunakan dalam penelitian ini adalah kuantitatif dan teknik pengambilan sampel menggunakan teknik *random sampling*. *Software* yang digunakan adalah SPSS 26 dengan analisis regresi *logistic*. Hasil penelitian menunjukkan bahwa secara parsial *internal locus of control, need of achievement, personality,* dan *social support* berpengaruh secara positif, sedangkan *risk taking propensity* dan *entrepreneurial education* berpengaruh secara negatif. Secara simultan *internal locus of control, risk taking propensity, need of achievement, personality, entrepreneurial education,* dan *social support* berpengaruh terhadap keputusan berwirausaha. Berdasarkan hasil uji koefisien determinasi menunjukkan bahwa variabel independen yang terdiri dari *internal locus of control, risk taking propensity, need of achievement, personality, entrepreneurial education* dan *social support* berpengaruh terhadap variabel dependen yaitu keputusan berwirausaha sebesar sebesar 75,5% sedangkan sisanya dipengaruhi oleh variabel lain di luar penelitian ini sebesar 24,5%.

Kata Kunci: *Internal Locus of Control, Risk Taking Propensity, Need of Achievement, Personality, Entrepreneurial Education, Social Support, Keputusan Berwirausaha*



THE INFLUENCE OF INTERNAL LOCUS OF CONTROL, RISK TAKING PROPENSITY, NEED FOR ACHIEVEMENT PERSONALITY, ENTREPRENEURIAL EDUCATION, AND SOCIAL SUPPORT ON ENTREPRENEURIAL DECISIONS AMONG FURNITURE BUSINESS ACTORS

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Abstract

This study aimed to analyze the influence of internal locus of control, risk-taking propensity, need for achievement, personality traits, entrepreneurial education, and social support on entrepreneurial decision-making within the Indonesian furniture industry. The respondents in this study comprised 162 individuals who chose to pursue entrepreneurship in the furniture sector. The research method employed a quantitative approach, and the sampling technique used was random sampling. The software used for data analysis was SPSS 26, with logistic regression analysis employed. The results of this study indicate that, partially, internal locus of control, need for achievement personality, and social support had a positive influence, while risk-taking propensity and entrepreneurial education had a negative influence. Simultaneously, internal locus of control, risk-taking propensity, need for achievement personality, entrepreneurial education, and social support collectively influence the decision to engage in entrepreneurship. Based on the coefficient of determination test, the independent variables consisting of internal locus of control, risk-taking propensity, need for achievement personality, entrepreneurial education, and social support accounted for 75.5% of the variation in the dependent variable (the decision to engage in entrepreneurship), while other variables outside this study influenced the remaining 24.5%.

Keywords: *Internal Locus of Control, Risk-Taking Propensity, Need for Achievement, Personality, Entrepreneurial Education, Social Support, Entrepreneurial Decision*

