

Need for Achievement, Risk Tolerance, and Locus of Control Toward Entrepreneurial Intention Mediated by Perceived Behavioral Control

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Abstract

The study aimed to examine determinants of entrepreneurial intention by integrating the perspectives of theory of planned behavior and personality traits. Data collected from 97 valid respondents were analyzed using PLS SEM. The findings revealed that locus of control has positif influence on entrepreneurial intention but need for achievement and risk tolerance do not have influence on entrepreneurial intention. Need for achievement and risk tolerance have positif influence on perceived bahavioral control. Locus of control doesn't have influence on perceived bahavior control. Perceived bahavioral control has positif influence on entrepreneurial orientation. Furthermore, perceived bahavioral control was shown to have a positive mediation effect on the relationships between need for achievement and entrepreneurial intention and between risk tolerance and entrepreneurial intention, but can not mediate the relationship between locus of control and entrepreneurial intention. The findings of this study provide several important theoretical and practical implications for entrepreneurship education.

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INTRODUCTION

Many researchers have attempted to explore the factors of entrepreneurial intention in the current era. According to preliminary research, personality traits are the only factors that determine an organization's intentions. Early research focused primarily on prioritizing organizational goals using certain personality traits; later research appears to be incorporating individual differences (such as performance motivation) into organizational goals through cognitive and social psychological models like the Theory of Planned Behavior (TPB) (van Ewijk & Weber, 2021; Krueger, 2017). This has sparked a discussion about how personality traits from some facilitating variables, such as perception- and motivational factors, affect the prediction of business-related intentions (Vamvaka et al., 2020).

However, the literature hasn't yet explored how the entrepreneurial ecosystem is impacted by the facilitating factors (Baum et al., 2014). Prior research on personality traits looked at perception and motivational factors separately as they relate to determining an organization's goals. There hasn't been much research done to incorporate these aspects into various socio-cognitive frameworks like the TPB. To put it another way, TPB components are rarely acknowledged as mediating elements in the link between corporate principles and personality traits. The purpose of this study is to fill the highlighted gap and develop a model to examine the influence of personality factors on entrepreneurial intention in Semarang from a TPB viewpoint.

THEORETICAL FRAMEWORK AND EMPIRICAL STUDIES

Theory of Planned Behavior (TPB)

Ajzen (1991) in (Lin et al., 2021) states that TPB can only explain social behavior that is under individual's conscious control, that is, a person can only decide on will to do or not do a behavior, and TPB cannot yet explain behavior that is not fully under one's control, because there are factors others that impede or facilitate the realization of intentions into behavior.

The TPB Theory includes behaviorally influencing motivational factors. The intention is a measure of how willing someone is to push themselves and how much effort they put forth to carry out a particular behavior. A key principle of the TPB theory states that the likelihood of a behavior occurring increases with the strength of the intention to engage in that behavior. (Mustofa & Setiawan, 2022).

(Fishbein & Ajzen, 2005) describes the relationship between the three dimensions that determine a person's intentions and behavior as shown in Figure 1 below.

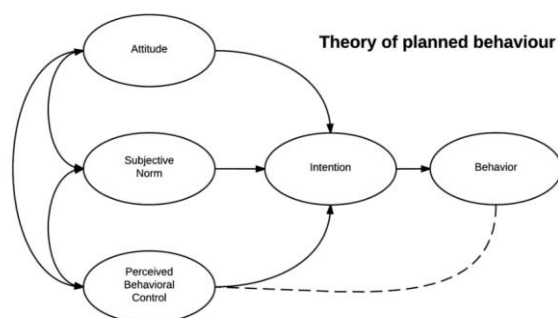


Figure 1. Theory of Planned Behavior Model (Ajzen, 2005).

Entrepreneurial Intention

The Entrepreneurial intention is the decision made to launch a new business, and is seen as an important component (Biswas & Verma, 2021) have stated that this intention is related to feasibility and desirability, whereas (Shahzad et al., 2021); (Su et al., 2021) state that various factors contribute to the cause of business intention. As a result of several studies, two lines of research were done to establish the variables that influence entrepreneurial intentions. The first research line focuses on cognitive or

individualized factors, while the second research line on behavioral factors. According to (McClelland, 1965) and (Roberts, 2009), cognitive variables represent a distinct set of personality traits and motivations that distinguishes individuals from other people.

Personality Traits

Locus of Control

LoC is a measurement of a person's belief that they have control over their environment through their actions. According to Brockhaus & Horwitz (1986), who based their hypothesis on the LoC-Theory, people perceive the result of an event or their behaviour as being either within their control (internal LoC) or outside of their power (external LoC) lying. They assert that the LoC is a useful metric for distinguishing between successful and unsuccessful businesspeople. They established in 1986 that business owners with three-year company survival rates have higher LoCs than others. Numerous studies have been conducted that demonstrate how the internal LoC affects business goals (Brockhaus & Horwitz, 1986; Hansemark, 1998; Thomas & Mueller, 2000; Gürol & Atsan, 2006). People with a higher internal locus of consciousness are more likely to take chances and build their businesses. They believe that their actions can influence the environment. have found that business owners have a higher LoC than other people (Orman, 2009: 25-27) and (Karabulut, 2016). On the other hand, people who are under external control can be more docile. If a person thinks they can't control the results, they won't try to change their environment in order to start a new business (Rauch & Frese, 2009; (Arkorful & Hilton, 2022).

Need for Achievement

The desire for success can be stated as a desire to achieve as well as the honour to succeed. Several researchers have found that success expectations have a major impact on business expectations (Uysal et al., 2022). McClelland (1965) and Soomro & Shah (2021) stated those who have a greater desire and sense of honor to succeed (nAch) have a greater potential succeeding as entrepreneurs. Numerous research (Johnson & Perlow, 1990; Hansemark, 1998; Pérez-Fernández et al., 2022) have been done to support McClelland's idea. Gürol & Atsan, (2006) and Uysal et al. (2022) discovered that entrepreneurial-minded, high-achieving college students need to start their own companies (Orman, 2009: 27-28).

The desire for performance can be seen as a struggle against difficult tasks. Murray (1938) in (Hajiali et al., 2022) was the first researcher to define performance motivation. McClelland (1961, 1978, 1987) highlighted the connection between employee motivation and company objectives. According to additional study (Agarwal, 2022; Maziriri et al., 2022), performance is essential for achieving business objectives. (Ndofirepi, 2020) the foundations of human entrepreneurial potential as the need for performance, internal control systems, and risk-taking (Mujahid et al., 2020).

Risk Tolerance

The newest strategy in business is to enter calculated risks. The acceptance of risk can result in both success and failure. Therefore, business owners must consider the risks of their actions before taking them, as well as the advantages and disadvantages of taking risks at each stage of their operations. Entrepreneurs are more risk-tolerant than everyone else. Risk tolerance is a crucial characteristic for business success. Entrepreneurs take risks when deciding to launch their own business, including risks to their reputation, family, finances, and career. People who can tolerate risk can have entrepreneurial ambitions and start their own businesses.

Risk-taking propensity is a personality trait that indicates a person's willingness and interest in taking risks. The risk-taking attitude and entrepreneurial spirit are intertwined since entrepreneurship involves risks. Risk-taking behavior is considered by Covin and Slevin (1989) to be a component of entrepreneurial orientation. The connection between entrepreneurial behavior and a person's moderate risk level is established by Sexton & Bowman (1983). Begley & Boyd (1987) assert that business owners are more risk-averse than managers.

According to Jain & Ali (2013) and Megías-Robles et al. (2022), risk-taking behavior is a psychological variable that reflects a person's capacity to take calculated risks and overcome achievable challenges. They also add that they are typically used to describe business behavior believe that “a tendency to take risks is inherent in entrepreneurial intentions.”

Hypothesis Development

Effect of Need for Achievement on Entrepreneurial Intentions

According to McClelland (1961) in Saif & Ghania (2020), a person's behavior is based on their need for performance; these needs guide their long-term behavior. Additionally, McClelland (1961) explained that the frayed performance requirement refers to a person who has the desire to achieve success, and as a result, this requirement will persuade someone to become an entrepreneur. Additionally, it is said that someone who has a higher need for performance enjoys solving problems on their own, taking on personal responsibility, and appreciating risk. According to both Zeffane (2013) and Sze et al. (2021), a person with a high need for performance is capable of handling more demanding business-related tasks. Turner et al. (2021) have also demonstrated that a person's low performance needs are directly related to their low expectations, poor performance, and failure. Therefore, individuals with a high need for performance may make good candidates for managerial positions (McClelland, 1961). As a result, students with high performance expectations will develop high levels of entrepreneurial aspirations (Karabulut, 2016; Aprilia & Ardana, 2021); Lubada et al., 2021).

H1 : Need for achievement has a positive influence on entrepreneurial intentions.

Effect of Risk Tolerance on Entrepreneurial Intentions

According to Embi et al. (2019), entrepreneurship is always linked to taking risks. Risk-taking readiness is defined as the capacity to accept uncertain risks when making decisions (Zinn, 2019). The desire to take risks is correlated with the likelihood that an activity would be less successful than ideal (Li & Ahlstrom, 2020). Additionally, it was discovered (Sze et al., 2021) that entrepreneurs had more risky characteristics than nonentrepreneurs. According to Koudstaal et al. (2016) and Magnani & Zucchella (2018), business owners should take risks rather than relying on uncertain situations. Entrepreneurship and risk tolerance are linked, according to earlier research (Embi et al., 2019), and businesspeople tend to be risk-averse (Kozubíková et al., 2017; Dvorský et al., 2020).

H2 : Risk tolerance has a positive influence on entrepreneurial intentions.

Effect of Locus of Control on Entrepreneurial Intentions

The internal and external control outputs make up the two dimensions that make up the control output. In the first dimension, those who think that they are in control of their lives and that their decisions are driven by their own personalities are involved. The external control center represents a person in the second dimension who believes that other forces have a great deal more control over their lives than they can control themselves (Robbins, 2006; Joelson, 2017). According to Rotter (1966), an internal control system is more likely to be associated with learning, which someone supports directly and actively motivates, whereas an external control system encourages passivity. Someone's entrepreneurial aspirations are increased when they have an internal control center, according to Sixesha et al. (2022). While the external control belief focuses on attitudes that are dependent on luck or success, the internal control belief emphasizes the capacity to manage one's own life. Internal control mechanisms typically have connections to business objectives. According to several studies (Asante & Affum-Osei, 2019; Hsiung, 2018; Tentama & Abdussalam, 2020), internal control perception is a significant factor that influences business aspirations.

H3 : Locus of control has a positive influence on entrepreneurial intentions.

Effect of Need for Achievement on Perceived Behavioral Control

The need to perform is defined as the need to carry out some action in order to feel a sense of personal performance (Zeffane, 2013). Collins et al. (2004) came to the conclusion that the requirement for performance is an effective tool for separating entrepreneurs from non-entrepreneurs. According to McClelland (1965), people with high performance requirements are naturally drawn to challenging and interesting jobs. There hasn't been any research done yet that shows how performance demands affect perceived behavioral control. Following, Akhtar et al. (2020) have called attention to research on the relationship between the need for performance and entrepreneurial self-effectiveness. Given that research suggests that self-efficacy has a significant role in career choice (Pihie & Bagheri, 2013; Saeed et al., 2015), self-efficacy is a suitable construct to use in this situation to explain behavior (Fellnhöfer, 2017, S.266). Additionally, Akhtar et al. (2020) discovered that the need for performance influences one's own effectiveness. People who have a high need for performance are more confident in their abilities and more able to handle adversity. Additionally, they are determined to overcome obstacles and succeed.

H4: Need for achievement has a positive influence on perceived behavioral control.

Effect of Risk Tolerance on Perceived Behavioral Control

Every entrepreneur needs the guts to take risks and have faith in their ability to overcome obstacles. According to (Zhao et al., 2005), the individual's willingness to take risks depends on how they perceive themselves to be psychologically. People with a higher risk tolerance are more likely to be open to taking up risky situations like the launch of a new business. As a result, they experience anxiety less frequently, feel in control, and anticipate success. Similar to how researchers often use the concept of perceived desire to guide their research, risk-taking has a strong beneficial impact on behavior (Antoncic, 2003; Macko & Tyska, 2009). Accordingly, those with high risk tolerance are drawn to risky activities and place more trust in their ability to carry them out (J. A. Antoncic et al., 2018; Josef et al., 2016).

Additionally, Hyrsky & Tuunanen (1999) discovered that business owners have a tendency to take risks in an area where they have the necessary knowledge to estimate the likelihood of various outcomes. Additionally, it is assumed that while they may be drawn to risky tasks, they will only act in a risky manner when they have the necessary knowledge and skills to assess the task's likelihood of success.

H5 : Risk tolerance has a positive influence on perceived behavior control.

Effect of Locus of Control on Perceived Behavior Control

Locus of Control reflects a person's perception that they have control over their circumstances (J. Rotter, 2004). People who choose an external control agent are less self-effective and perceive their actions as useless (Bandura, 1977). As a result, a connection was made between self-effectiveness and control judgment. Additionally, the idea of environmental control is linked to increased self-effectiveness (Alisic & Wiese, 2020; Wood & Bandura, 1989). Therefore, it has been demonstrated that those who have an internal locus of control tend to have higher levels of self-efficacy (Schreitmüller & Loerbroks, 2020). Both Abdullah (2019) and Bandura (1986) have demonstrated that one might view one's own assessment of one's physiological state as a reflection of one's own self-effectiveness. Numerous studies have also demonstrated that anxiety is controllably expressed as a sign of high levels of uncertainty (Sharan & Romano, 2020).

H6 : Locus of control has a positive influence on perceived behavior control.

Effect of Perceived Behavioral Control on Entrepreneurial Intentions

This is what is meant by "true perceived behaviour control" (Ajzen, 1991) based on the own appraisal of the acting behaviour in terms of how easy or difficult it is. If the task is perceived as being simple, it will most likely be carried out. If it is perceived to be really difficult, there is a good chance it won't be carried out. According to Veciana et al. (2005), the perceived behavioural controls are overridden due to a lack of available resources and opportunities.

Furthermore, Ruiz-Rosa et al. (2020) demonstrated, using data collected from Spanish university students, that perceived behavioural control and entrepreneurialism influence the intention to engage in entrepreneurial activity. Barba-Sánchez et al. (2022) found that perceived behavioural control and entrepreneurialism have a direct and positive effect on the inclination to engage in entrepreneurial activity.

H7 : Perceived behavioral control has a positive influence on entrepreneurial intentions.

Relationship Between Personality Traits and Perceived behavioral control

It is expected that personality traits will have an impact on perceived behavior control and business objectives on the one hand, while increasing performance expectations, self-confidence, and the capacity to handle challenging situations on the other (McClelland, 1965; Slocum Jr et al., 2002). It is stressed that a rise in performance motivation results in a rise in entrepreneurial aspiration. Studies that have examined the effects of performance needs on PBC are still lacking. As a result, Lucky & Minai (2011) and Malhotra & Kiran (2023) suggested examining the relationship between the need for performance and entrepreneurial self-effectiveness. The notion that a person has control over their circumstances in life is reflected in their sense of control (J. B. Rotter, 1966). People who support an external control system have lower levels of self-efficacy and perceive completed tasks as useless (Bandura, 1977).

As a result, it was found that the locus of control and self-efficacy were linked. Furthermore, the concept of environmental control has been connected to greater self-efficacy (Phillips & Gully, 1997; Wood & Bandura, 1989). As a result, those who regard themselves as the locus of control are more self-effective (Phillips & Gully, 1997). Bandura (1986) shown that a person's self-perception of their physiological state can be interpreted as a reflection of their level of self-effectiveness. Numerous studies have also shown that anxiety can be controlled as a symptom of high levels of uncertainty (Ray & Katahn, 1968; Miller & Friesen, 1978; Archer, 1979).

General observations show that someone who wants to establish a new business feels he can control the environment through his abilities and that the outcome of his decision is solely dependent on his abilities. Because of this, those who have an internal control centre are less reluctant and more conscious when it comes to accomplishing desired acts, such as starting a new business. Despite the fact that there has been some research in the business literature on the connection between risk-taking behaviour and PBC.

Zhao et al. (2005) believe that an individual's propensity to take risks is determined by how they view their own psychological state. People with a higher risk tolerance are more willing to accept risky situations, such as the start-up of a new business. As a result, they experience less fear, feel more in control, and expect achievement. This leads to a high level of self-efficacy (Zhao et al., 2005). An earlier study including students from five institutions in the United States discovered a link between risk aversion and self-efficacy traits and entrepreneurial goals. As a result, it is hypothesised that perceived behavioural control can facilitate the alignment of personality features with corporate objectives. As a result, it is argued that perceived behavioural control can help to match personality features with corporate objectives. These personality traits may also increase students' beliefs of their ability to manage their behaviour, which helps to raise their behavioural expectations, such as when starting a new business. Personality, according to (Obschonka et al., 2010), may indirectly influence corporate objectives through perceived behavioural control. The preceding considerations lead to the following hypothesis:

H8: Relationship between need for achievement and student entrepreneurial intentions is mediated by perceived behavioral control

H9: Relationship between risk tolerance and student entrepreneurial intentions is mediated by perceived behavioral control

H10: Relationship between locus of control and student entrepreneurial intentions is mediated by perceived behavioral control

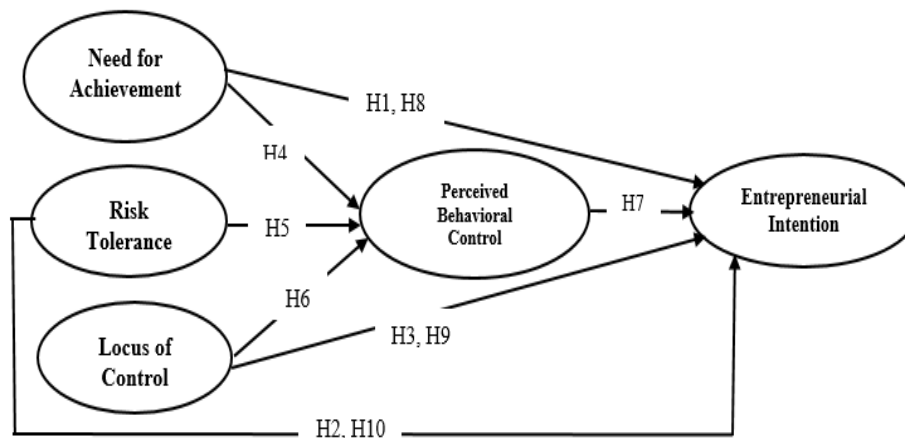


Figure 2. Research Model, developed for this study, 2022

METHODS

The explaining research methodology is used (Sugiyono, 2011). The majority of the study's participants were PTS students in Semarang City who had completed their full-time studies in the faculty of economic sciences. The Lemeshow-Formula (Levy & Lemeshow, 2013) was used to determine the size of the sample in this study because the whole population was unknown (non-probability sampling), ie as many as 96 respondents who were then rounded up to 100 respondents. The sampling method was used as the stitch probe method for this study. To evaluate the hypotheses that emerge from the data analysis, partial least square program is used to analyze the collected data. In this study, PLS-SEM was primarily used to achieve the research goal of predicting and explaining the relationship between exogenous and endogenous constructs (Hair et al., 2017).

Operational of Variables

Indicators of the need for achievement (X1) from LAILA (2021) and Gangsaringsih et al. (2022), namely: ability to deal with problems, responsibility, fear of failure, ability to overcome obstacles, and need for feedback. Risk tolerance indicator (X2) from (Hendro, 2011): I dare to make decisions when the information I get is relevant, I do not dare to make decisions when the information is not reliable, I believe I will get maximum profit when the information I get is relevant, I believe in effort I will succeed when the information I get is relevant, and I dare to be responsible for what I choose even though the information is irrelevant.

Locus of control indicators (Susanti & Setyorini, 2021): *Internal Locus of Control*. People who have an internal control center have the following characteristics: You enjoy working hard, taking initiative, looking for solutions to problems, thinking clearly at all times, and feeling that one must push themselves if one wants success. *External Locus Of Control*. People who have an external control center exhibit the following characteristics: Lack of initiative, the belief that there is only a weak correlation between effort and success, a lack of motivation to exert themselves because they think they can control outside forces, and a refusal to look for information to help them solve problems.

It will be simple for me to establish and sustain a business since I am prepared to do so, can manage the early stages of a new venture, am familiar with the practical requirements of doing so, understand how to construct an entrepreneurial idea, and have a high likelihood of success (Liñán & Chen, 2009). The following are some indicators of entrepreneurial intent (Y): I am determined to start a business in the future, I have carefully considered how to launch a business, and I am very confident that I will launch a business one day. Becoming an entrepreneur is my career goal, and I will stop at nothing to start and run my own business (Liñán & Chen, 2009; Lee-Ross, 2017).

RESULTS AND DISCUSSIONS

Table 1. Respondents Description

Description		Frekuensi	%
Gender	Male	43	44.32%
	Female	52	55.68%
	Total	97	100%
Age	22	8	8.24%
	23	10	10.3%
	24	32	32.98%
	25	47	48.45%
	Total	97	100%

Source : processed primary data, 2022

Based on the table above, 55,68% of female respondents were involved in this study, while 44,32% were male. Regarding age, 8,24% of respondents were aged 22 years, 10,3% were 23 years, 32,98% were 24 years, and 48,45 % were 25 years.

Table 2. Outer Model and Inner Model Evaluation

Indicators	Loading*	Loading**	AVE**)	Cronbach's Alpha	Composite Reliability**)	R2	Adj R2
NoA1	0.878	0.878	0.757	0.919	0.940		
NoA2	0.918	0.918					
NoA3	0.858	0.858					
NoA4	0.889	0.889					
NoA5	0.803	0.803					
RT1	0.798	0.799	0.697	0.891	0.920		
RT2	0.830	0.830					
RT3	0.849	0.849					
RT4	0.862	0.862					
RT5	0.834	0.834					
LoC1	0.927	0.927	0.768	0.962	0.967		
LoC2	0.890	0.890					
LoC3	0.834	0.834					
LoC4	0.839	0.839					
LoC5	0.855	0.855					
LoC6	0.873	0.873	0.720	0.902	0.928	0.967	0.966
LoC7	0.898	0.898					
LoC8	0.884	0.884					
LoC9	0.881	0.881					
PBC1	0.796	0.796					
PBC2	0.839	0.839	0.739	0.929	0.944	0.947	0.945
PBC3	0.901	0.901					
PBC4	0.846	0.846					
PBC5	0.858	0.859					
PBC6***	-0.026						
EI1	0.792	0.792	0.739	0.929	0.944	0.947	0.945
EI2	0.826	0.826					
EI3	0.889	0.889					
EI4	0.857	0.857					

EI5	0.909	0.909
EI6	0.877	0.877

*: Before elimination of loading <0.70

**: After elimination of loading <0.70

*** : indicators with loading <0.70

Source : SmartPLS Output, 2022.

Table 3. Result of Hypothesis Test (Direct Effect)

	Original Sample (O)	Sample Mean (M)	Standard (STDEV)	Deviation T (O/STDEV)	Statistics P Values
NoA→PBC	0.513	0.516	0.082	6.256	0.000
NoA→EI	0.154	0.154	0.121	1.276	0.203*
PBC→EI	0.529	0.522	0.135	3.913	0.000
LoC→PBC	0.039	0.039	0.082	0.480	0.632*
LoC→EI	0.239	0.236	0.091	2.616	0.009
RT→PBC	0.444	0.441	0.081	5.473	0.000
RT→EI	0.065	0.075	0.107	0.607	0.544*

*significant > 5%

Source : SmartPLS Output, 2022.

Table 4. Result of Hypothesis Test (Indirect Effect)

	Original Sample (O)	Sample Mean (M)	Standard (STDEV)	Deviation T (O/STDEV)	Statistics P Values
NoA→PBC→EI	0.272	0.273	0.092	2.963	0.003
LoC→ PBC→EI	0.021	0.021	0.045	0.462	0.664*
RT→ PBC→ EI	0.235	0.227	0.0062	3.778	0.000

*significant > 5%

Source : SmartPLS Output, 2022.

Following are the results of testing the mediation effect using the VAF method:

- Hypothesis 8, indirect effect (NoA →PBC→ EI) = 0.272. The direct effect (NoA→ EI) = 0.154, so the total effect is 0.426. VAF value = $0.272/0.426 = 0.6385$. Partial mediation category.
- Hypothesis 9, indirect effect (RT→ PBC →EI) = 0.235. Direct effect (RT→EI) = 0.065, so the total effect is 0.30. VAF value = $0.235/0.30 = 0.80$. Full mediation category.
- Hypothesis 10, indirect effect (LoC→PBC→EI) = 0.021. Direct effect (LoC→EI) = 0.239, so the total effect is 0.260. VAF value = $0.021/0.260 = 0.0807$. Category no mediating effect.

Effect of Needs Of Achievement on Entrepreneurial Intentions

From the results of hypothesis test it appears that the need for achievement does not affect entrepreneurial intentions. The average respondent's answer is below 4. The lowest answer is in the second indicator, which is about being responsible. This shows that students still do not think about their responsibilities in carrying out a business, but they need feedback to be able to overcome obstacles that may arise. Thus this result is not in line with aspirations (Karabulut, 2016; Aprilia & Ardana, 2021); Lubada et al., 2021) that students who have a high need for achievement will bring up high entrepreneurial intentions.

Effect of Risk Tolerance on Entrepreneurial Intentions

This courage in taking risks is an obstacle for entrepreneurs in running their business. The tendency to take risks is related to the probability of an activity having less than 100 percent success (Li & Ahlstrom,

2020). Furthermore, (Embi et al., 2019), (Kozubíková et al., 2017; Dvorský et al., 2020) also found that entrepreneurs have more risk-taking characteristics compared to non-entrepreneurs. The results of testing the second hypothesis, namely the effect of risk tolerance on entrepreneurial intentions, the result is rejected. This shows that because they have not done business and are still running lectures, they do not dare to take risks to do business.

Effect of Locus of Control on Entrepreneurial Intentions

According to (Robbins, 2006), the concept of control is comprised of two dimensions: internal control and external control. In the first dimension, those who think that they are in control of their lives and that their decisions are driven by their own personalities are involved. The second dimension, known as the external controllort, is a person who believes that the power to control their lives rests with outside forces and goes well beyond their ability to do so. The results of testing the third hypothesis demonstrate that the influence of the control message on the business-related expectations is positive and significant.

The internal control structure has a direct impact on the students' willingness to launch a business, specifically on their willingness to work hard, take the initiative, always try to solve problems, think as efficiently as they can, and always have the mindset that they must push themselves if they want to succeed. Contrarily, the external control panel reveals a more passive attitude on the part of the students during the establishment of a business. This is consistent with studies that were conducted as part of the research (Asante & Affum-Osei, 2019; Hsiung, 2018; Tentama & Abdussalam, 2020).

Effect of Need Of Achievement on Perceived Behavioral Control

The results of the aforementioned hypothesis test show that the desire for performance has a large and positive impact on perceived behavioral control, with a 51.3% effect size. The desire for success is substantially connected with respondents' judgments of behavior control, especially in response to the sixth indication, which reads: I have a good possibility of success if I try to start a business. When the students are performance-driven, this fosters the need to establish a business.

Higher levels of performance motivation lead to increased confidence in one's capacity to establish new enterprises, raising one's level of entrepreneurial aspirations. These findings back up (Akhtar et al., 2020) investigation into the relationship between the demand for performance and entrepreneurial self-efficacy.

Effect of Risk Tolerance on Perceived Behavioral Control

The results of testing the fifth hypothesis are accepted, with the risk tolerance having a positive and significant impact on the perceived behavioral control of 44,4%. This has a significant impact on perceived behavioral control. People with a higher risk tolerance are more likely to be open to taking up risky situations like the launch of a new business. As a result, they probably experience less anxiety, feel in control, and anticipate better outcomes. This is in line with studies that were carried out by (Zhao et al., 2010; Antoncic, 2003; Macko & Tyszka, 2009; J. A. Antoncic et al., 2018; and Josef et al., 2016).

Effect of Locus of Control on Perceived Behavioral Control

The test results for the sixth hypothesis were rejected because the control group had no significant positive impact on the observed behavior control. a person who considers starting a new business because they believe they can control their environment through their abilities and that their decisions will only have an impact on his abilities.

As a result, when it comes to carrying out desired actions like starting a new business, people who perceive that they have internal control tend to be less hesitant and unsure. Despite the fact that the relationship between risk tolerance and perceived behavioral control has been somewhat studied in the literature on business. This statement is consistent with the results of the respondents' answers regarding the control location, which show that the internal control location received less support than the external

control location. It is also consistent with research conducted by Schreitmüller & Loerbroks (2020); Abdullah (2019); Bandura (1986) and Sharan & Romano (2020).

Effect of Perceived Behavioral Control on Entrepreneurial Intentions

The test results for the sixth hypothesis demonstrate that the perceived behavioral control has a significant and beneficial impact. This influence is significant, at 52.9%. According to Ajzen, the variable of perceived behavior control is made up of two indicators: the control beliefs, or beliefs about the resources and opportunities needed for the behavior, and the perceived power, or the individual's perception of how much control they have over how to influence their own behavior, which affects how easy or difficult it is to carry out the behavior. The respondents are sufficiently knowledgeable to carry out their business. This is reflected in the respondents' responses, which are very predominate in the indicators 4, 5, and 6, namely: I am familiar with the practical information needed for a business to be founded, I am aware of how an entrepreneurial project is developed, and I have a high chance of success if I attempt to launch a business. This indicates that the response to the indicator of perceived power is rather prominent, which strongly supports the emergence of entrepreneurial intentions. These findings are consistent with research Ruiz-Rosa et al. (2020); Barba-Sánchez et al. (2022).

Effect of Need of Achievement on Entrepreneurial Intentions Mediated by Perceived Behavioral Control

The test hypothesis's findings indicate that the perceived acceptable behavior control requirement has a positive impact on the business objectives. This means that, contrary to the first hypothesis, the effect of the performance requirements on the business-related attitudes can be transmitted by the variable of perceived behavior control, whereas the first hypothesis rejected the direct influence of the performance requirements on the business-related attitudes. This means that the effect of the performance requirements on the business objectives can be strengthened by the perceived behavior control through indicators for control beliefs and perceived power. This is consistent with the research done by Zhao et al. (2005) and Obschonka et al. (2010)

Effect of Risk Tolerance on Entrepreneurial Intentions Mediated by Perceived Behavioral Control

The results of testing the above hypothesis show that perceived behavioral control has a considerable beneficial effect on entrepreneurial inclinations. This suggests that the perceived behavioral control variable can act as a buffer between risk tolerance and entrepreneurial goals. These findings are consistent with previous study (McClelland, 1965; Slocum Jr et al., 2002). As a personality trait variable, risk tolerance influences perceived behavioral control and entrepreneurial goals.

Effect of Locus of Control on Entrepreneurial Intentions Through Perceived Behavioral Control

The results of the hypothesis testing above show that locus of control has no significant beneficial effect on entrepreneurial intention via perceived behavioural control. This implies that the variable perceived behavioural control cannot buffer the link between locus of control and entrepreneurial intent. According to the Theory of Planned Behaviour (TPB), students' locus of control is influenced by subjective standards that refer to external causes, including social pressure. In addition, the TPB construct by (Ajzen, 1991) explains that in behaving an individual cannot fully control the behavior under the individual's control. This means that individuals cannot fully determine their destiny. So there needs to be support from outside to encourage someone to have entrepreneurial intentions. Dominance this causes locus of control not to significantly affect entrepreneurial intentions in Javanese through perceived behavioral control. This research also found that students are more likely to choose to become civil servants (PNS) and work in companies rather than entrepreneurship.

CONCLUSION

The effect of performance requirements does not have a favorable impact on business objectives. The influence of risk tolerance does not positively affect business objectives. The influence of the control variable has a favorable impact on business objectives. The perceived behavior control is positively impacted by the effect of the performance requirements. The perceived behavioral control is positively impacted by the risk tolerance. will be accepted. The sixth hypothesis examines whether the locus of control has any positive impact on the perceived behavior control variable. The sixth hypothesis is rejected since the test results show a beta-coefficient of 0.039 and a p-value greater than 0.05. The variable of entrepreneurial intent is positively affected by the perceived behavioral control's influence.

Perceived behavioural control can regulate the association between the demand for achievement and entrepreneurial intention, which is significant $0.003 < 0.05$, so the eighth hypothesis is accepted. With a significant value of $0.000 < 0.05$, perceived behavioral control can mediate the relationship between risk tolerance and entrepreneurial intentions, so the tenth hypothesis is rejected.

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