

The mediating effect of emotive factor on the constructs that influence entrepreneurial failure

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Abstrak

ABSTRACT

This paper examines the presence of emotive factor that mediates the variables of voluntaristic, deterministic and opportunistic behaviour that impact entrepreneurial failure. The study is a quantitative study and uses causal analysis as its research approach. It relates the constructs of voluntaristic factor, deterministic factor, and opportunistic behaviour with the mediation of emotive factor to entrepreneurial failure. Sample of the study is 1541 nascent entrepreneurs in West Sumatra Province, Indonesia, who have experienced business failures. Analysis was undertaken by using causal step analysis in which the statistical protocol and rule were operated. The study found and argue that emotive factor of entrepreneurs is identified as individual psychological construct that partially mediates voluntaristic, deterministic and opportunistic behaviour in causing entrepreneurial failure experienced by nascent entrepreneurs. Originality and value of the study lies in the framework used - which considers the construct of opportunistic behaviour of entrepreneurs as an independent variable that can cause entrepreneurial failure. Other is related to the consideration that emotive factor that mediates the voluntaristic, deterministic and opportunistic behaviour in causing entrepreneurial failure.