

The Relationship of Entrepreneurship Education and Entrepreneurial Motivation to Entrepreneurial Innovation Through Entrepreneurial Mindset as an Intervening Variable in Vocational School Students in Mojokerto

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ABSTRACT

This study aims to investigate the impact of entrepreneurship education and entrepreneurship promotion on new entrepreneurship through entrepreneurship among students working at Mojokerto. The sampling method used is a sampling method that uses the Slovin sample with a sample size of 225. The data analysis method used in this study is SEM-PLS (Structural Equation Modeling-Partial Least Square) using the Smart PLS version 3 software. This study uses two PLS calculation models: the external model) and the (Inner Model). Model). According to the results of this study, business education was found to be beneficial to business innovation, business promotion has a positive effect on business development, and business education is helpful to business thinking. has a positive (+) impact on the market. Entrepreneurial spirit has been shown to promote entrepreneurial innovation through entrepreneurial education and entrepreneurial empowerment.

INTRODUCTION

The market is the main agent that creates the market, so the main objective of market research is to find the psychological characteristics and characteristics between businessmen and non-entrepreneurs. Business education is a process that helps people acquire the business knowledge ability, vision, self-esteem, knowledge and skills needed to achieve them (Kakouris and Georgiadis, 2016). This includes training on recognizing opportunities, planning strategies and preparing human resources to deal with emerging risks. Entrepreneurship education is based on three key words: strengthening the ability of entrepreneurs to create ideas and conduct research, inspiring businesses to use good ideas, and developing and managing intelligence (Schmidt, 2022; Tian and al., 2022). The current best situation regarding the design of business support is that support is represented as a combination of work in the energy system and the business development process. This means that motivation depends on the person's needs, values, goals, feelings and emotions. In addition, this also includes remuneration and reward related to processes that must be carried out in the course of innovation or creation of proven business models, as well as the need for business management in relation to business risks. According to (Seah, 2021; Yang et al., 2020), in entrepreneurial theory, a person will be motivated to do business if he or she believes that the ideas received are useful and effective to use to achieve the desired goals of the members of the company. 'business. You become independent and enjoy a happy relationship. (Andreassen et al., 2018; Korneev et al., 2022; Seah, 2021) Conceptually, based on the assumption that corporate capital, performance and expectations are processes that provide support for business, creating new activities; It depends on three things: means and value.

To create an ideal entrepreneur, entrepreneurial motivation and entrepreneurship must be linked. The current economic situation is affecting the success of entrepreneurs in developing business strategies for growth. According to (Rodríguez-Triviño et al., 2022), the best innovation is to follow the economic growth of time and calculate what to create. In the business context, this will impact the growth direction or innovation of the brand, which will be affected by the new activities and technologies that will be used. Passion for business arises from the fact that he himself wants to make all the gestures to realize the desire and remember the goal to be achieved. As assessed by (Esfahani et al., 2021), inspiration is the main source of entrepreneurial vision, leading to the creation of harmony of the economy, copies and guides action to achieve positive goals. This guide should serve as a reference and source of inspiration for entrepreneurs to start their business. The best goal is to do something good that can improve the business into better conversion of efficiency, quantity and human resources.

As support for entrepreneurship, whose environmental influences can affect the creation of entrepreneurship, the relationship can be influenced in the context of cultural practices that lead to an increase in the level of activity in organizations, the importance Having capital is very important. We will practice good startup management. In the discussion above, business support is also linked to business intent. According to Burnette (2020), business concept is defined as the ability to understand issues of taste and action and to uphold the

truth in uncertain situations. Entrepreneurs are a state of mind that characterizes all entrepreneurs facing uncertainty. People who have the desire to face it instead of avoiding it, and the desire to do business have a simple orientation and a willingness to take risks. An entrepreneurial mindset is one that promotes individual growth and encourages change, creativity, innovation and renewal. Anyone who becomes an entrepreneur exhibits business and commercial skills that are important in promoting their personal business and providing good results and the necessary support.

It is important to remember that academic knowledge and business skills can be acquired independently and that students' entrepreneurship can be fostered through school activities. The development of business culture and thinking will benefit individuals and people with higher education. Gillin and Hazelton (2021) argue that the primary goal of business education should be to develop business support and entrepreneurial spirit. Entrepreneurship students have an interest and participation in business, which requires self-awareness, driven by business support for the business. Now the topic of business education should be covered in every school, which is very helpful for students to improve their business skills.

Business response. Entrepreneurship education does not stop at the theory based on the phenomenon that occurs, but leads to the behavior and thinking of entrepreneurs and encourages innovation. The thought process of entrepreneurship does not occur on an individual basis; it is driven by commercial incentives. Therefore, in order for learners or students to understand how to start a new business, it must be based on sufficient knowledge. Entrepreneurial innovation is business education in the form of theoretical knowledge aimed at creating and expanding knowledge of the business world as a guide for future business development. Since the implementation of business training, many aspects of education are frequently covered in management training. There is therefore no doubt that formal education, especially in secondary schools (SMK), includes entrepreneurship for all students. Business behavior, values, and success are measured by business behavior. External and internal influences on business behavior. Internal factors include rules of skill, aptitude, etc., while other factors include environment, time, competition, etc.

THEORETICAL REVIEW

Entrepreneurship Education

Business education is a research that focuses on values, skills and attitudes to face all challenges in life (Alfiyan et al., 2019). According to Hamdani (2010), business education puts into practice the principles of developing students' life skills through a curriculum that engages with the real world. Therefore, entrepreneurship education helps students to be independent in the future by promoting effective entrepreneurship and developing their character. In addition to providing the ability to think critically and innovate, entrepreneurship education also addresses many emotions that affect personal capabilities (Raposo and do Paço, 2011). Entrepreneurship training not only focuses on one's abilities, but also on characteristics such as knowledge, experience, thinking, problem solving, research time, personality and confidence (Blankesteijn et al., 2021).

Academically, business education is defined as a theory that develops students' abilities, understanding, attitudes, and motivations related to business (Yin and Liang, 2018). The two main points of studying business are that study allows students to develop a deep culture and understanding of business, and secondly, business education encourages students to gain experience as entrepreneurs. It means doing it (Hoppe, 2016). It is seen that market knowledge plays an important role in the future market.

Entrepreneurial Motivation

Cervelló-Royo et al. (2020) states that motivation is a group of forces that appear in each person to initiate behavior and determine its form, direction, effort and time. Given the constant and unpredictable changes in the business environment, these elements provide the ideal place to analyze market developments. Entrepreneurial motivation refers to the role of endogenous factors, such as self-control, or the influence of exogenous factors, such as personal harmony, such as the market, and goals or financial rewards as drivers of entrepreneurial behavior (Isaga, 2019). Entrepreneurial motivation is conceptualized as a proxy for personal values that will evolve as an entrepreneur demonstrates a certain degree of entrepreneurial behavior and strives to do his or her best to ensure the success of his or her business. Hechavarria et al (2012) stated that entrepreneurship depends on a person deciding how to implement a business process, and some say that decisions about the business process can affect the individual's decisions. It is important to understand how to understand the role of marketing promotion in any business. This agrees with Jafari-Sadeghi (2020) who states that all human behavior is caused by business motivation and awareness of important factors. Researchers believe that entrepreneurship is not only caused by human behavior, but other factors also play a role in creating entrepreneurship. In particular, the role of business support in this process is important for several reasons, one of which is to encourage innovation and technological change in the business while creating economic growth (Kim and Noh, 2016).

Entrepreneurial Innovation

Guerrero et al. (2021) argue that business innovation is an effective and successful way to create new businesses and improve the competitiveness of existing businesses. It has received more attention from scholars and practitioners in recent decades. According to Pustovrh et al. (2020), recent research in business marketing has attempted to avoid these concepts in specific contexts or contexts. For example, one study showed how digital technology has led to many innovations and business creations that have become a frontier in the business world, collaborating within networks, ecosystems and communities, and integrating digital and non-digital tools. This includes being an entrepreneur, which requires technical and theoretical skills or knowledge. In the opinion of Setini et al. (2020), research related to business economics is often found in specific fields or disciplines (such as business, economics, information systems, operations and strategy) and arguably limited efforts have been made to take a more interdisciplinary approach to important issues. From this point of

view, it is important to study the characteristics of the art of enterprise in technology which constitutes the main explanation by considering the situation and the standard levels of innovation and entrepreneurship (Stoica et al., 2020). This means that there is not only a missed opportunity to create greater understanding, but also a missed opportunity to understand how new business can affect the business and create an entrepreneurial mindset.

Entrepreneurial Mindset

According to Cui et al. (2021), personal, including belief in one's own ability to start a business. not seen. According to Baggen et al. (2022) which highlights that the study of implicit theories differs from two main beliefs, now called mindset, incremental theory or entrepreneurial mindset, anyone with a growth mindset is a human behavior. This means: it is flexible depending on abilities and skills and can be created through effort and good ideas. Conversely, if individuals with an entrepreneurial spirit continue to believe that human behavior is fixed and cannot be respected or changed, this means that their core values are different from personality such as the Big Five and intelligence (Hassan et al., 2021). . Wardana et al., 2020) states that entrepreneurship is when people follow business opportunities and ideas and turn them into financial, social or cultural opportunities. This is based on the opinion of (Bartolomé et al., 2018; Setiawan, 2023) who states that anyone can become an entrepreneur by developing commercial skills and business skills, which is very important to promote business personal and achieve good results. . needs support.

(Chevalier et al., 2022; Grivokostopoulou et al., 2019; Zhou et al., 2021) explained that business knowledge and skills can be acquired through extracurricular activities and can encourage boys and girls to study theory Business. Finally, entrepreneurial mentality is associated with negative emotions that predict self-management strategies, particularly in the face of business challenges. Examples include the mindset of a learner who focuses on learning, sets goals, likes to ask others for help, is persistent, and always strives to overcome challenges.

METHODOLOGY

This study uses various methods, including descriptive research. The population of this study is the students who completed business studies at the university working in Mojokerto. Next, samples were collected from several students in each class using the Slovin model. Based on the sample size calculation, the sample size is 225 respondents. Data analysis methods using descriptive statistics and partial least squares SEM-PLS model comparison modeling).

RESULTS

The average of the sales training results is in the good category, the motivation to change is in the good category, the new change initiative is in the good category and the desire to initiate a change of mind is in the positive category . The external shipping results for each different product are as follows:

Table 1. Outer Loading

	<i>EE (X1)</i>	<i>EI (Y)</i>	<i>EM (X2)</i>	<i>EMD (Z)</i>
<i>EE1</i>	0.724			
<i>EE2</i>	0.835			
<i>EE3</i>	0.752			
<i>EE4</i>	0.783			
<i>EE5</i>	0.810			
<i>EE6</i>	0.816			
<i>EE7</i>	0.811			
<i>EE8</i>	0.799			
<i>EI1</i>		0.755		
<i>EI2</i>		0.814		
<i>EI3</i>		0.754		
<i>EI4</i>		0.805		
<i>EI5</i>		0.805		
<i>EI6</i>		0.832		
<i>EI7</i>		0.795		
<i>EM1</i>			0.804	
<i>EM2</i>			0.739	
<i>EM3</i>			0.814	
<i>EM4</i>			0.804	
<i>EM5</i>			0.786	
<i>EM6</i>			0.746	
<i>EM7</i>			0.796	
<i>EM8</i>			0.767	
<i>EMD1</i>				0.747
<i>EMD2</i>				0.769
<i>EMD3</i>				0.816
<i>EMD4</i>				0.791
<i>EMD5</i>				0.766
<i>EMD6</i>				0.757
				0.737

Source: Data processing with SmartPLS (2023)

As a result of the evaluation of the external integration model, all charges have the value of teaching business training, motivation initiative, motivation initiative (Z) and new initiative (Y) was found to be greater than 0.7. This shows that these indicators are valid.

Tabel 2 Cross Loading Result

	<i>EE (X1)</i>	<i>EI (Y)</i>	<i>EM (X2)</i>	<i>EMD (Z)</i>
EE1	0.724	0.582	0.680	0.677
EE2	0.835	0.698	0.763	0.775
EE3	0.752	0.648	0.670	0.678

EE4	0.783	0.694	0.736	0.610
EE5	0.810	0.770	0.678	0.695
EE6	0.816	0.681	0.754	0.745
EE7	0.811	0.670	0.698	0.730
EE8	0.799	0.710	0.668	0.704
EI1	0.705	0.755	0.666	0.702
EI2	0.677	0.814	0.760	0.661
EI3	0.653	0.754	0.668	0.659
EI4	0.679	0.805	0.592	0.695
EI5	0.643	0.805	0.657	0.675
EI6	0.786	0.832	0.759	0.746
EI7	0.640	0.795	0.635	0.672
EM1	0.792	0.709	0.804	0.790
EM2	0.658	0.665	0.739	0.661
EM3	0.725	0.719	0.814	0.721
EM4	0.691	0.704	0.804	0.679
EM5	0.696	0.610	0.786	0.719
EM6	0.634	0.664	0.746	0.636
EM7	0.690	0.605	0.796	0.688
EM8	0.689	0.668	0.767	0.674
EMD1	0.678	0.623	0.664	0.747
EMD2	0.716	0.641	0.672	0.769
EMD3	0.730	0.780	0.756	0.816
EMD4	0.720	0.623	0.693	0.791
EMD5	0.686	0.627	0.65	0.766
EMD6	0.665	0.669	0.693	0.757
EMD7	0.646	0.684	0.666	0.737

Source: Data processing with SmartPLS (2023)

Judging from the match value, each index that includes all variables in this analysis (strong internal quality) appears to have been discriminated against because it has the largest external cumulative effect. It's not because of anything else. Therefore, all traits in each variable in this investigation met the discrimination criteria.

Table 3 Reliability

	Cronbach's Alpha	rho_A	Composite Reliability	Average Variance Extracted (AVE)
EE (X1)	0.914	0.915	0.930	0.625
EI (Y)	0.903	0.904	0.923	0.632
EM (X2)	0.909	0.910	0.927	0.612
EMD (Z)	0.885	0.887	0.910	0.592

Source: Data processing with PLS, 2023

The motivational AVE for all four constructs is greater than 0.5, so we can conclude that the test model has good variance. In addition to the development

of validity, construct reliability was obtained as expected by mixed factor testing and Cronbach's alpha model of the estimated point blocks. According to experts, the mixed factor was not good and Cronbach's alpha above 0.7 was declared reliable. We can therefore conclude that the quality of development is very good.

Tabel 4 Nilai R-Square

	R Square	R Square Adjusted
EI (Y)	0.797	0.794
EMD (Z)	0.847	0.846

Source: Data processing with PLS, 2023

In principle, this study uses a variable that is affected by other variables, namely the variable of business transformation (Y) and business support (X2), which is influenced by changes in market education (X1). Table 4.16 shows an R-squared value of 0.797 for business performance and 0.847 for business sentiment. These results show that Y and Z are affected by business training (X1) and business support (X2). The impact change, market (Z), is 84.7% and the market change innovation (Y) is 79.7%.

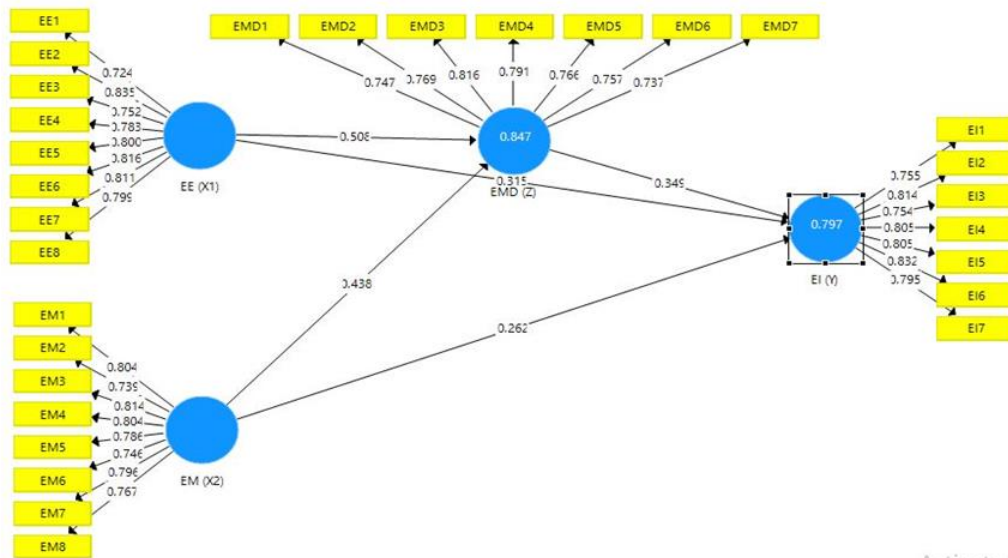


Figure 1 Structural Model

DISCUSSION

The results of this research show that business training has a positive and positive effect on business performance. The results of this study are consistent with previous research (Mudhofir et al., 2022) that business training is a form of education. It is a program that aims to provide knowledge, skills and business acumen to drive business success and promote entrepreneurship.

The results of this study showed that business training has a positive and positive effect on business. The results of this study are similar to those of Liguori & Winkler, 2020; Tiberius and Weyland, 2023; This is based on an earlier study by Walmsley & Wraae. , 2022) clearly states that business education is where entrepreneurs learn business so that they can share various knowledge with people who want to start a business. According to previous research by Burnette et al. (2020), the role of business promotion can be compared to the fuel or driving force that attracts an entrepreneur.

The results of this study showed that business training has a positive and positive effect on business innovation. The results of this study are consistent with previous studies (Barba-Sánchez & Atienza-Sahuquillo, 2018; Miço & Cungu, 2023; Venesaar et al., 2022) that business training is necessary to mediate business success. . Moreover, business training instills in the beneficiaries a kind of ability and skills for businessmen. Business training focuses on independence in action so that you can successfully achieve your career goals later in life. Work so you can use it to solve business-related problems. About starting a business. Meanwhile, entrepreneurship is one of the areas to consider as it is related to entrepreneurship education and entrepreneurship. Sales training and sales ability are measured as one of the benefits of good business performance.

The results of this research show that companies

Promotion is very useful and important for new business. The results of this study show that entrepreneurial motivation is driven by entrepreneurship, and entrepreneurship and entrepreneurship are three relevant and good variables for business. Business support plays an important role in the process, and is particularly important for many reasons, one of which is business support and technological evolution, technology in the market and the development of the economy. Business promotion is a group of forces that appear in every person to start and determine their form, practice, effort and time. Passion for entrepreneurship is a driving force within you that makes you want to work or create a career by seeking opportunities across the world. The results of this study showed that entrepreneurial thinking has a positive and positive effect on new entrepreneurship. The results of this study are consistent with previous research (Sawaeen et al., 2021) that entrepreneurship still needs a good spirit of entrepreneurship and innovation to generate confidence in business and passion for creative business practices among businessmen. Business innovation can be created through innovation-based learning to create new knowledge in the business world. Business is also defined as anything related to business that measures business by how much trust a person has in the business and how much a person likes to copy it to run it.

CONCLUSIONS AND RECOMMENDATIONS

There is a positive and significant influence between entrepreneurship Education variables and entrepreneurship variables. Based on these results, entrepreneurship training was found to be beneficial for respondents with entrepreneurial aspirations among students working in the Mojokerto region. There is a positive and positive effect on initial motivational change and initial emotional change. Based on these results, it was found that encouraging entrepreneurship among students working in the Mojokerto region has a positive effect on entrepreneurial spirit when starting a business. There is a positive and beneficial effect on change in business education and business innovation. Based on these results, the business training life provided to students working in the Mojokerto region can create new businesses in the development of the economy. It is very useful and important to learn different businesses and different business perspectives. Based on these findings, entrepreneurship training was found to be beneficial for respondents with entrepreneurial aspirations among students working in the Mojokerto region. There is a positive and positive effect on initial motivational change and initial emotional change. Based on these results, it was found that encouraging entrepreneurship among students working in the Mojokerto region has a positive effect on entrepreneurial spirit when starting a business. There is a positive and beneficial effect on change in business education and business innovation. Based on these results, the presence of entrepreneurship training provided to students working in the Mojokerto region can lead to the development of new businesses. Different business training should be expanded in the area of optimizing business knowledge and skills, and they consider attitude and behavior to be the most useful. They are able to take risks and solve problems, and students have confidence in others when starting a business. The new business environment can inspire students to think creatively and innovate. in the production and creation of new products., the last change is entrepreneurship, which will lead to the creation of business support models to carry out student work in the Mojokerto region, especially the ability to innovate and 'identify opportunities or opportunities. who has.

FURTHER STUDY

For future research can develop this research deeply by using other aspects of entrepreneurial in Vocational Schools.

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