

## Exploring Entrepreneurial Interest in Vocational School Students: The Impact of Education, Family Role Models, and Self-Efficacy

Abdul Wahab Shobiri<sup>1</sup>, Agus Hermawan<sup>2</sup>, Nurika Restuningdiah<sup>3</sup>  
Master of Business Education and Management, Faculty of Economics and  
Business, Universitas Negeri Malang

**Corresponding Author:** Abdul Wahab Shobiri,  
[abdul.wahab.2204158@students.um.ac.id](mailto:abdul.wahab.2204158@students.um.ac.id)

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### ABSTRACT

This study focused on grade 11 and 12 students from vocational schools in Banyuwangi area who face mental health issues that affect their interest in business. This study aims to fill a gap in the existing literature by examining the impact of business education and family structure on students' entrepreneurial interest, with self-efficacy as the conversational variable. Furthermore, this study found that the successful family model increased interest in entrepreneurship and highlights the importance of family values. Furthermore, entrepreneurship education and family structure have a positive impact on students' self-efficacy and enhance their entrepreneurship. This shows that promoting good entrepreneurship education and improving family structure can improve the self-efficacy and entrepreneurial interest of students working in Banyuwangi region. This study not only contributes to academic discourse by addressing specific challenges faced by working students, but also provides insight for policymakers and educators to determine interventions that promote entrepreneurship, self-efficacy, and work independent in specific populations.

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## INTRODUCTION

Over time, jobs become less and less difficult to find, while jobs increase. This is due to many reasons, the most important of which is that the qualifications provided by work organizations do not meet the expectations of employees and the morality given to the lack of workers (Isnayanti & Ritonga, 2017; Soleh, 2017) . . Therefore, competition in the world of work has increased, and this seems to be the difference in work opportunities. For this reason, many Indonesians are unemployed. This problem is still very difficult for the Indonesian government to overcome, and although the government has found many ways and solutions to overcome unemployment in Indonesia, it still cannot solve the problem. Sakernas 2018 results showed no primary school certificates. 9.47% Primary school/equivalent 9.02% College/equivalent 6.57% High school/MA 11.39% Vocational school 30.73% Academy/University 32.83%. The solution to unemployment is Foss & Ishikawa, (2017); Rueda et al., (2015). Not only is unemployment a burden and problem for Indonesia, but the lack of interest and motivation towards starting a business can also be a burden for many groups. Lack of interest and motivation in business is caused by many factors, among them psychological problems, based on the psychological characteristics that create habits or interest in job creation., 2018; Winter storm Värlander et al., 2020). Entrepreneurship has become a popular and rapid research topic for researchers in both developed and developing countries. The answer to the problem is to change the mindset of the Indonesian population, especially the millennial generation who have reached the level of education they have received and have been leaders in the country (Barbosa and al., 2007a; Fatima & Bilal, 2020). ; Liñán et al., 2011).

Add Mobaraki, (2012); Latton (2019); Soomro et al. (2019) say that an entrepreneur is someone who dares to take many risks and start a business. Courage in this case means that the person taking the risk himself creates the business from scratch, and the risk itself means the risk of failure, fear, anxiety in many situations. One of the reasons for the conflict between the availability of workers and demand is the growth of the economy which is not compatible with the capacity to absorb sufficient workers. Due to the importance of entrepreneurship because it can solve many problems, it is necessary to develop programs that promote entrepreneurial interest in education, especially in institutions that teach to work. If interest is defined as a passion by a person, entrepreneurship is the stage of opening a free enterprise, so entrepreneurship is everyone's desire to be an entrepreneur without having to face the face , does not work with education, knowledge and evidence. (Fragoso et al., 2020; Izquierdo & Buelens, 2011; Kisubi & Korir, 2021; Yi, 2021). To assess students' interest in starting a business, this can be confirmed by the desire to do independent business, they are satisfied when carrying out sales activities for buyers, their interest and desire to start their own business (Abbasiachavari & Moritz, 2021, Izquierdo & Buelens, 2011, Kisubi & Korir, 2021). According to Bacq et al., (2017); and Tran & Von Korfflesch, (2016) Satisfaction motivates a person to achieve desired goals and can be accompanied by feelings of joy and happiness, satisfaction in what they love, and a desire to learn and prove more.

Chairunisa Muchtar et al., (2018); Krueger et al., (2000); Treffers (2017) Entrepreneurship is a person who feels or appreciates interest in business through the courage to take risks and who has a vision of growth and responsibility born from knowledge or observation of those around them. For students to become interested in entrepreneurship, it is necessary to develop new entrepreneurship knowledge (Hernández-Sánchez et al., 2019; Jabeen et al., 2017; Neneh, 2020; Nowiński et al., 2019) . By studying business, students should continue to improve their business knowledge. Indeed, business education is a person who understands business, which has many interesting, creative and innovative characteristics that make business an endeavor that benefits individuals, communities and consumers. article & Lee (2018); Hernández-Sánchez et al., (2019); Hassan et al., (2020); Important protection & Korir, (2021). , and create a new organization. declaration of understanding. The entrepreneurship knowledge acquired and possessed by individuals through entrepreneurship education can then help individuals innovate and survive in the market (Henrekson & Sanandaji, 2017; Prabhu, 2019; Agarwal et al., 2020; Wardana et al., 2020. Yang & Kim, 2020). In fact, this is what SMK students in Banyuwangi Regency also experienced. Following a periodic survey of SMK in Banyuwangi-gun, issues were discovered regarding local students' thoughts and feelings towards business. Most students think that the purpose of higher education is to get permanent employment, which means office workers, civil servants (PNS) and other well-paying jobs. What needs to be put in the minds of students is the importance of business knowledge which can open up jobs for others after their studies. This is also clear evidence that corporate interest in education is very low, especially SMK Raudlatusalam Banyuwangi.

As in the paragraph above, other factors that may increase interest in entrepreneurship include environment and parental health history (Bosma & Schutjens, 2011; Chairunisa Muchtar et al., 2018; Sperber & Linder, 2019; Peirce, 2017). The relationship between parental health and well-being, particularly mental health, and health at different ages and stages of life, in this longitudinal study, aims to investigate the impact of parental health on health of their children. This started. Parental health and social behavior in adolescence, early adulthood, and adulthood, and how these effects persist after self-reported health outcomes. Maharani et al., (2020); People (2020); Nowiński et al. (2019) also show that the creation of interest or satisfaction is influenced by two factors: natural and nourishing. This confirms that the interest that exists in each person is important to support the desire inherited from genes and instilled in the family environment from childhood.

In addition to business learning in education, business learning at home in the form of role models is also very important. This is supported by comments from Davis et al. (2015). Emrah et al., (2013) Family relationships as a model: grandfather, uncle, aunt, friend, spouse, And even those who love it, there are also successful entrepreneurs with inspiring stories. Another point of the model He added that family education is very important for the motivation to start a business because it is the first education that a person receives from the family. In some studies, Barbosa et al., (2007); Ga Chanja (2016); Izquierdo

& Buellens (2011); Murugesan & Jayavelu (2017) Self-efficacy as a variable and influence on entrepreneurial interests. The higher the employee's self-esteem, the greater their satisfaction with their job. A study by Utomo et al. (2014) ; Jailani et al. (2017) found that self-efficacy is the best variable and can strengthen the independent variable in business interest research. Oyeku et al. (2014: 99) concluded that self-efficacy is a good predictor of business satisfaction and a good predictor of business performance. If a person does not believe in their own abilities, they are unlikely to want to start a business. Therefore, some of these factors can affect and encourage entrepreneurship among children and hopefully help reduce unemployment in this country.

Unemployment at the professional level has increased, and what SMK graduates can do: be creative, creative, innovative, productive and create jobs. By increasing students' interest in starting a business, it will indirectly help the government to overcome the problem of unemployment and improve the economy. If you have acquired business knowledge by starting a business, you are expected to be independent and self-reliant, which will give you jobs that are not for you, not only for me but also for others. Pay attention to the development of the Banyuwangi region, which has great potential and many resources, both human and natural, that can be used for business. SMK students in Banyuwangi Regency need to continuously improve their knowledge of business and family structure with personal effectiveness.

This study is innovative in that it fills the gaps in existing research based on the current context and situation and conducts comprehensive research that regularly selects SMK teaching in Banyuwangi-gun based on the research. SMK in Banyuwangi Regency carries out business activities, even with the best knowledge, in cooperation with various companies (attracting many partners, investors and MoUs). The purpose of this study is to find out how business education takes place and the role of the family model in supporting and training students to enjoy business, thereby helping students choose business-related careers. . As many students graduate from high school with a first degree, many jobs are created.

## **LITERATURE REVIEW**

### ***Entrepreneurship Education***

Entrepreneurship education, which includes observing successful entrepreneurs, affects students' knowledge of important factors (attitudes, attitudes, and self-efficacy) to help students determine their own desires and actions. Then, Hägg & Gabrielsson (2020) analyzed the passion process for entrepreneurship with reference to self-control theory and developed an entrepreneurship model. Hägg & Gabrielsson (2020) confirm that motivation to do business, a type of thinking, will be achieved at the end of the business process when there is motivation. Although thinking and feeling have been considered opposites in some works of the past, scholars today recognize that knowing and thinking can be closely related, in terms of quality and relationship. People working together toward a goal must control their behavior.

### ***Family Role Model***

In this study, the family model was placed among students based on their education level, job type, and income level. These three factors, which have a different impact on each group of students, lead to a new classification to understand the level of modeling within the family. There are families of students with higher or lower levels of education due to differences in education level or place of study. Then, due to the influence of income, high, middle and low-level students appeared. Additionally, the impact of this type of work results in a separation between white- and blue-collar workers.

### *Self-Efficacy*

This study examined self-efficacy, a form of self-assessment, and students' beliefs regarding their ability to handle situations to complete multidisciplinary tasks. The goal of self-efficacy is to give people confidence in their ability to achieve their goals and become managers of both positive and negative experiences in the process of developing a new business.

### *Entrepreneurial Intention*

Interest is like interest and interest. Interest does not arise; it grows as each person grows and grows and is affected by various stimuli. Interest is what determines everyone is need to start a business, so you have to create interest for everyone.

## **METHODOLOGY**

This study uses several methods. The population of this study is a total of 460 data collected from Banyuwangi Vocational School students. Meanwhile, proportional stratified random sampling is used for the sample. As a result of calculating the sample using the numerical index, the measurement error is 5% and the population ratio is 50%, and the sample size of this study is known to be 210. Primary and secondary data are collected through questionnaires and data analysis. Measurements used a Likert scale and data analysis included structural equation modeling (SEM) using SmartPLS 3.3.3. In this study, we assess external and internal standards, evaluate emotions and study indicators.

## **RESEARCH RESULT**

### *Distribution of Respondents' Answers*

#### *Frequency Distribution for Entrepreneurship Education Variables (X1)*

The average rating for the entrepreneurship education variable among 210 respondents was 4.20, indicating good research. The response "After receiving business education, I became more active in researching and participating in business development so that I can grow" is the highest mean (mean: 4.329) . Among the respondents, 46.67% agree, 40.48% agree, 11.90% are neutral and 0.95% are opposed, which shows that the answer is good for sales training . Conversely, the lowest means "I do business from my own experience/self-taught" (average: 3.99). 40.95% strongly agree and 20.00% agree, while 36.19% are neutral, showing that self-employment training needs to be improved.

Overall, the conclusion of each statement regarding sales training has a value of 4.20. This means that most respondents agree with the statement regarding sales traininggg.

### ***Frequency Distribution for Family Role Model Variables***

Among the 210 respondents, family model change received an average rating of 4.31, indicating a good research category. The most frequent statement is "Families have a regular lifestyle" (average: 4.429). 60.95% of the respondents agreed, 54.29% agreed, 11.43% disagreed and 3.33% disagreed. This shows the consensus that SMK students in Banyuwangi Regency have families with a regular lifestyle. On the other hand, the item "My family still works in the organization" (mean: 4.133) is the lowest. 30.48% strongly agree and 55.24% agree while 11.43% moderate indicate that there is a need to increase family activities in the organization. Overall, the conclusions drawn from all statements about the family model had a mean value of 4.31, meaning that most respondents agreed with the statement about the family as a model.

### ***Frequency Distribution for Variable Self Efficacy (Z)***

The self-efficacy factor received an average rating of 4.33 from 210 respondents, indicating good research quality. The highest-scoring statement was "We have enough connections to ask for help when the economy is tough" (mean: 4.471). 58.57% of the respondents agreed, 33.33% agreed and 4.76% were neutral. This shows that there is a strong understanding among SMK students in Banyuwangi Regency that they have strong support when facing economic problems. Conversely, the lowest means "You rely on your abilities" (i.e.: 4.148). 37.14% strongly agree and 45.71% agree, while 8.57% is the average, indicating that there is potential for improvement in developing confidence in one's ability to work among students. Overall, the findings obtained from all questions on the difference in self-efficacy are an average value of 4.33, which indicates the agreement of the respondents to the question on good self-performance.

### ***Frequency Distribution for Entrepreneurial Interest Variable (Y)***

Out of 210 respondents, company satisfaction received an average rating of 4.37, indicating very good research. The highest-scoring statement was "I like being a businessman more than a worker" (average: 4.51), with which 76.67% of respondents agreed. This shows that SMK students in Banyuwangi-gun show a preference for business over work. Conversely, the response "I would dare to create a business in the future" had the lowest average (average: 4.162). 52.86% strongly agree, 16.19% agree and 23.33% are neutral, but there is room for improvement to give courage to start a business in the future. Overall, the conclusions drawn from all statements about the interest rate market have an average value of 4.37, which indicates the agreement of the respondents with the statement about love of business.

### ***Data Analysis***

The data processing method uses the SEM method based on partial least squares (PLS). The PLS software in this study uses Smart PLS software version 3.3.3 developed by the University of Hamburg, Germany. The PLS method consists of two steps, the first step is to test the external model or test the model of the question variable, and the second step is to test the internal model or test model to find the test results . Hypothesis used. In this experiment, the coefficient estimation method was also applied to confirm the strength of the relationship between exogenous and endogenous variables.

Table Validity 1. Test Results Using Loading Factor Values

Variable	Indicators	Outer Loadings	Decision
Entrepreneurship Education (X1)	x1.1	0.852	Valid
	x1.2	0.795	Valid
	x1.3	0.855	Valid
	x1.4	0.793	Valid
	x1.5	0.787	Valid
	x1.6	0.792	Valid
	x1.7	0.786	Valid
	x1.8	0.872	Valid
Family Role Model (X2)	x2.1	0.862	Valid
	x2.2	0.824	Valid
	x2.3	0.726	Valid
	x2.4	0.829	Valid
	x2.5	0.895	Valid
	x2.6	0.819	Valid
	x2.7	0.885	Valid
	x2.8	0.841	Valid
Entrepreneurial Interest (Y)	Y1	0.821	Valid
	y2	0.916	Valid
	Y3	0.893	Valid
	Y4	0.852	Valid
	Y5	0.917	Valid
	Y6	0.900	Valid
	Y7	0.928	Valid
	y8	0.819	Valid
Self Efficacy (Z)	Z1	0.878	Valid
	z2	0.760	Valid
	Z3	0.828	Valid
	Z4	0.804	Valid
	Z5	0.882	Valid
	Z6	0.888	Valid
	Z7	0.724	Valid
	Z8	0.793	Valid

Source: Data Processor With SmartPLS 3.3.3, 2023

Table 2. Reliability Test Results

	Cronbach's Alpha	rho_A	Composite Reliability	Average Variance Extracted (AVE)	Information
Entrepreneurial Interest (Y)	0.959	0.963	0.965	0.777	Reliable
Entrepreneurship Education (X1)	0.929	0.932	0.941	0.668	Reliable
Family Role Model (X2)	0.938	0.940	0.949	0.700	Reliable
Self Efficacy (Z)	0.931	0.939	0.943	0.675	Reliable

Source: Data Processing With PLS, 2023

The standard deviation test using the square root of the extracted average variable compares the value of the root AVE to the correlation between its components. Good discrimination is obtained when the base AVE value is greater than the relative value of the construct. Additionally, an AVE value greater than 0.5 is recommended. From the results in Table 4.15, all results satisfy the required Average Variance Extracted (AVE) > 0.5, so it can be said that there is a change in business education, family structure, entrepreneurial interests and self-efficacy. in the evaluation model. The scale has good discrimination. According to Ghazali and Latan (2015), internal model evaluation or structural analysis of the model is carried out to estimate the relationship between latent variables. This analysis shows the relationship between variables based on theoretical research and previous research. The evaluation of the internal model can be confirmed by several indicators, such as the coefficient of determination (R<sup>2</sup>), the prediction accuracy (Q<sup>2</sup>) and the goodness-of-fit index (GoF).

Table 3. Value of Coefficient of Determination

	R Square	R Square Adjusted
Entrepreneurial Interest (Y)	0.758	0.755
Self Efficacy (Z)	0.552	0.548

Source: Data Processing With PLS, 2023

This study uses two variables influenced by other variables: the self-efficacy variable (Z), which is influenced by the business training variable (X1), the family model (X2), and the interest rate market (Y). Business training is different (X1), family structure (X2) and self-efficacy (Z). The guide found an R-squared value for the self-efficacy difference (Z) of 0.552. The R-squared value of 0.552 for the self-efficacy variable shows that 55.20% can be affected by the change in business education (X1) and family structure (X2). The remaining 44.80% were affected by changes other than research. The R-squared value of 0.758 for the variable Professionalism (Y) shows that business interest (Y) can be influenced by the variables Business Education (X1), Family Structure (X2), and Self-Employment (Z). . 75.80% and the remaining 24.20% affected by other variables other than those studied. The higher the R-Square value, the better the

model fit because it increases the ability of the independent variables to explain the variance..

**Hypothesis Testing**

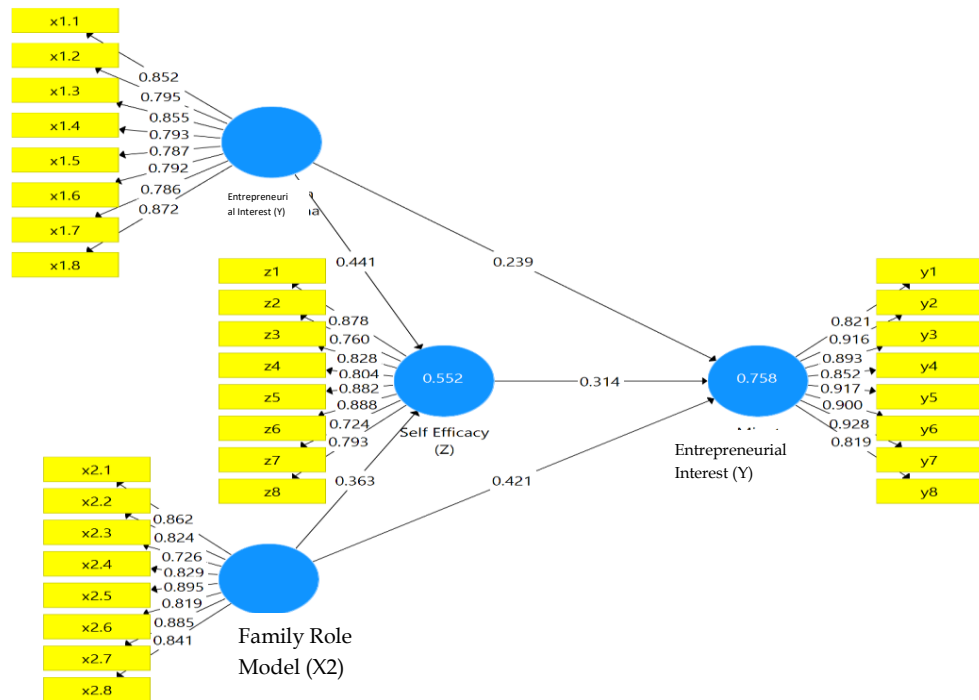


Figure 1. Path diagram of the research theoretical model  
Source: Data Processing With PLS, 2023

**Hypothesis Test Results**

Based on the results of direct and indirect influence tests that have been carried out in this study. The following is a summary of the overall hypothesis test results presented in Table 4

Table 4. Hypothesis Test Results

	Path Coefficient	t-Statistics	P-Value	Information	Significance	Types of Mediation
H1	0.239	3.233	0.001	Accepted	Significant	-
H2	0.441	5.865	0.000	Accepted	Significant	-
H3	0.421	4.604	0.000	Accepted	Significant	-
H4	0.363	4.550	0.000	Accepted	Significant	-
H5	0.314	3.711	0.000	Accepted	Significant	-
H6	0.139	2.956	0.003	Accepted	Significant	Partial Mediation
H7	0.114	2.766	0.006	Accepted	Significant	Partial Mediation

Source: Data Processing With PLS, 2023

Information:

H1 :Entrepreneurship Education (X1) has a significant effect on Entrepreneurial Interest (Y).

H2 : Entrepreneurship Education (X1) has a significant effect on Self Efficacy (Z).

- H3 : Family Role Model (X2) has a significant effect on Entrepreneurial Interest (Y).
- H4 : Family Role Model (X2) has a significant effect on Self Efficacy (Z).
- H5 : Self Efficacy (Z) has a significant effect on Entrepreneurial Interest (Y).
- H6 : Entrepreneurship Education (X1) has a significant effect on Entrepreneurial Interest (Y) mediated by Self Efficacy (Z).
- H7 : Family Role Model (X2) has a significant effect on Entrepreneurial Interest (Y) mediated by Self Efficacy (Z).

According to this study, business training (X1) has a positive effect on self-efficacy (Z), self-efficacy (Z) has a positive effect on job satisfaction, entrepreneurship (Y) and entrepreneurship education (X1) has a positive effect on interest in entrepreneurship is found to have a significant influence (Y). The results of research investigating whether the nature or type of customer satisfaction moderates differences in the impact of entrepreneurship education on the satisfaction of starting a business are the subject of a partial session. The mediating effect of self-efficacy through entrepreneurship education on interest in starting a business was found to be partially mediated, with the first reason being that the way interest rates begin to work has important direct and indirect benefits. The two direct correlation coefficients have smaller values than the direct coefficient ( $0.139 < 0.239$ ). This means that the higher the level of business training and self-efficacy, the higher the business satisfaction.

From this study, family structure (X2) has a positive effect on self-efficacy (Z), self-efficacy (Z) has a positive effect on job satisfaction copies (Y) and patterns family (X2) are available. a market interest factor (Y) was found to be beneficial. Interest (Y). The results of the analysis of whether the nature or type of customer satisfaction moderates differences in the impact of family structure on firm interests constitute partial mediation. The role of self-correction of family model performance on motivation to start a business was found to be partially mediated, the first reason being that the influence of interest in starting a business has both direct and indirect effects. Both direct correlation coefficients are lower than the direct path coefficient ( $0.114 < 0.421$ ). This means that the higher the family level and the quality of the individual, the higher the business start-up.

## DISCUSSION

### *The Effect of Entrepreneurship Education (X1) on Entrepreneurial Interest (Y) in SMK Students in Banyuwangi Regency*

According to the results of the first test, the value of the coefficient of the relationship between business education is different (less than 0.001 or 0.05). Therefore, it can be said that business education has a direct and significant impact on interest for entrepreneurship among workers and students in Banyuwangi County. In this study, hypothesis 1 was adopted because entrepreneurship education has a positive and positive effect on entrepreneurial satisfaction. These results mean that entrepreneurship education can better increase interest in entrepreneurship among Banyuwangi SMK students.

***The Effect of Entrepreneurship Education (X1) on Self Efficacy (Z) in SMK Students in Banyuwangi Regency***

According to the results of the second analysis, the coefficient value of the relationship between business education is different (less than 0.000 or 0.05). Therefore, it can be said that business learning has a direct and personal impact on SMK students from Banyuwangi-gun. In this study, Hypothesis 2 is supported because sales training has a positive and positive effect on self-efficacy. These results mean better business education and self-efficacy among SMK students in Banyuwangi County.

***The Influence of Family Role Model (X2) on Entrepreneurial Interest (Y) in SMK Students in Banyuwangi Regency***

According to the results of the first test, the value of the coefficient of the relationship between the family model changes (do. Less than 0.000 or 0.05). Therefore, it can be said that the family model has a direct and significant impact on the entrepreneurship of SMK students from Banyuwangi-gun. In this study, hypothesis 3 is accepted because family structure has a positive and positive effect on business performance. These results show that a good family structure can increase interest in business among SMK students in Banyuwangi Regency.

***The Effect of Family Role Model (X2) on Self Efficacy (Z) in SMK Students in Banyuwangi Regency***

According to the results of the second test, the relationship between the family model changes (less than 0.000 or 0.05). Therefore, it can be said that the family model has a direct and significant influence on the self-efficacy of SMK students in Banyuwangi -gun. In this study, Hypothesis 4 is accepted because family structure has a positive and positive effect on self-efficacy. These results mean that family models can increase the self-efficacy of SMK students in Banyuwangi region.

***The Effect of Self Efficacy (Z) on Entrepreneurial Interest (Y) in SMK Students in Banyuwangi Regency***

As a result of the third hypothesis test, the relationship between the variables of personal performance (Z) and job satisfaction (Y) has a coefficient value of 0.314 and calculated a t-value of 3.711, greater than 1.96 and a p-value less than 0.000 or 0.05. Therefore, it can be said that self-efficacy has a positive and direct effect on the job satisfaction of Banyuwangi SMK students. In this study, hypothesis 5 is accepted because self-efficacy has a positive and positive effect on business performance. These results mean that self-efficacy and interest in entrepreneurship are higher among Banyuwangi SMK students.

***The Influence of Entrepreneurship Education (X1) on Entrepreneurial Interest (Y) through Self Efficacy (Z) in SMK Students in Banyuwangi Regency***

As a result of testing the fourth hypothesis, the relationship between sales training is different (or less than 0.05). These results show that self-efficacy seems to have a positive effect on the study of commercial mediation to satisfy the company, which means that hypothesis 6 is accepted. This shows that the business interest of SMK students in Banyuwangi-gun can be increased by having good business education supported by self-efficacy.

The fifth concept shows that there is a mediated difference in the form of self-efficacy found in this study. According to Solimun (2010), the influence of variable X (simple variable) on variable M (harmonic variable) is significant, the influence of variable M on Y is significant and the effect of variable X on Y is significant. Partial correction included. In this study, entrepreneurship education (X1) has a positive effect on self-efficacy (Z), self-efficacy (Z) has a positive effect on entrepreneurship (Y) and business education (Y) has a significant effect. ). Thus, the customer satisfaction variable can be considered as part of the index.

***The Influence of Family Role Model (X2) on Entrepreneurial Interest (Y) through Self Efficacy (Z) in SMK Students in Banyuwangi Regency***

Following the fourth test, the relationship between the family model changes (less than 0.006 or 0.05). These results imply that self-efficacy is effective in mediating the family model of business interests, and Hypothesis 7 is accepted. This shows that the economic interest of SMK students in Banyuwangi area can be increased by having a good family model supported by self-efficacy.

The fifth concept shows that there is a mediated difference in the form of self-efficacy found in this study. According to Solimun (2010), the influence of variable X (simple variable) on variable M (harmonic variable) is significant, the influence of variable M on Y is significant and the effect of variable X on Y is significant. Partial correction included. In this study, family structure (X2) has a positive effect on self-efficacy (Z), self-efficacy (Z) has a positive effect on business performance (Y), and family model (X2) has a positive effect. of market interest (Y). (Why). Therefore, the customer satisfaction variable can be considered as part of the index.

## CONCLUSIONS AND RECOMMENDATIONS

Based on the above research, conclusions have been drawn. It is known that business training increases the interest of SMK students in Banyuwangi County and the better the business training, the more the interest in business increases. It is known that business education can increase the self-efficacy of Banyuwangi SMK students and therefore self-efficacy can be increased through better business education. It is known that the family model can lead SMK Banyuwangi-gun students to be interested in entrepreneurship, and the better the family model, the greater the interest in entrepreneurship. It is known that the family model can increase the self-efficacy of SMK students in Banyuwangi-gun, and it is known that the better the family model, the self-efficacy can increase. It is known that self-efficacy can arouse enthusiasm for starting a business among SMK students in Banyuwangi County, and it is known that self-efficacy can arouse interest in starting a business . Business education is known to interest SMK students in business through their own success. King Banyu under the Regency. Interest in entrepreneurship can be increased through effective entrepreneurship education supported by self-efficacy. It is known that the family model can increase interest in entrepreneurship through the individualization of SMK students in the Banyuwangi region. A good family model supported by good personal efficiency will increase interest in the business.

## ADVANCED RESEARCH

The students of SMK in Banyuwangi Regency are expected to increase their own experience / self-taught in entrepreneurship so that the interest in entrepreneurship will be better. Students of SMK in Banyuwangi Regency are expected to increase activities in organizing so that interest in entrepreneurship will be better. Students of SMK in Banyuwangi Regency are expected to increase confidence in their own abilities so that interest in entrepreneurship will be better. For future research, it is expected to be able to choose different research objects from this study with the same research variables, in order to be able to examine more broadly about the influence between variables

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