

## **CHAPTER FOUR**

# **RESEARCH RESULTS**

This chapter reports the results of the research study. This research results will be divided into four sections, namely summary of statistics, analysis of frequency, testing of hypotheses and summary of research results.

### **4.1 SUMMARY OF STATISTICS**

A summary of the statistics of all the respondents is explained here. Researcher analyzed the demographic profile of the respondents such as gender, ethnic group, age, income group, working experience, industry that they are currently attached to in this section by using the frequency analysis.

#### **4.1.1 RESPONDENTS DEMOGRAPHIC PROFILE**

There are 100 respondents in total been surveyed for this project. The respondents are well divided into ethnic group and gender according to the Planned Sample which shown in Table 4B. Referring to Table 4A, male respondents are slightly more than female respondents which is 51% and 49% of the total respondents respectively.

Majority of the respondents are Malay with 55%. Chinese respondents consist of 30%, while Indian and other races contributed 15% of the total respondents.

Since researcher is targeted the Malaysian Graduates, therefore, the age group has been limited up to 40 years only. There are 40% of the respondents belongs to age group between 26 – 30 years. There are 25% of the respondent fall into age group 31 – 35 and 36 – 40 years respectively. The youngest age group 21- 25 years only has 10%.

Majority of the respondents has working experience within 1 - 5 years, which is 45% from the total respondents. The second largest group of year of working experience is 6 – 10 years, which is 28% of the total. Group 11 – 15 years and 16 – 20 years has 13% and 14% of respondents respectively.

There are 47% of the respondents earning between RM 2,501 and RM 5,000 per month. There are 21 % of the respondents earning between RM 5,001 – RM 10 K. Respondents who earned less than RM 2,500 has only 32%. Therefore, there are 68% of the respondents considered high-income earner.

**Table 4A : Respondent's Characteristics**

	Description	Frequency	Percentage
<b>Gender</b>	Male	51	51.0
	Female	49	49.0
	<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Ethnic Group</b>	Malay	55	55.0
	Chinese	30	30.0
	Indian & Others	15	15.0
	<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Age</b>	21 – 25	10	10.0
	26 – 30	40	40.0
	31 – 35	25	25.0
	36 - 40	25	25.0
	<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Year of Working Experience</b>	1 – 5	45	45.0
	6 – 10	28	28.0
	11 - 15	13	13.0
	16 - 20	14	14.0
	<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Income (monthly)</b>	Below RM 2,500	32	32.0
	RM 2,501 – RM 5,000	47	47.0
	RM 5,001 – RM 10 K	21	21.0
	Above RM 10,001	0	0.0
	<b>Total</b>	<b>100</b>	<b>100.0</b>

**Table 4B : Respondent's Demographic Profile by Gender and Ethnic Group**

<b>Ethnic Group</b>	<b>Male</b>	<b>Female</b>	<b>Total</b>
<b>Malay</b>	28	27	55
<b>Chinese</b>	15	15	30
<b>Indian &amp; others</b>	8	7	15
<b>Total</b>	<b>51</b>	<b>49</b>	<b>100</b>

#### **4.1.2 SUMMARY OF THE INDUSTRY THAT THE RESPONDENTS CURRENTLY BEEN ATTACHED**

Refer to Table 4C, the industry that majority of the respondents currently been attached is Finance, Banking and Insurance. This industry actually has a wide range of companies which includes the banks, financial institutions, insurance, security firms and merchant bank. Therefore, there are 30% of the respondents attached to this industry.

Information Technology and Retailing, Wholesaling and Distribution have 15% and 13% respectively. There are 12% of the respondents in other industry. Industries that this group of people attached with are education institutions and government services.

Professional Bodies and Transportation and Communication each consisting 8% of the total respondents. While manufacturing and consultancy & training sector consist of 7% and 6% of the total respondents. There is only one respondent attached to the building and constructions sector.



**Table 4C : Industry that Respondent Currently been attached**

Industry	Frequency	Percentage
Finance, Banking & Insurance	30	30.0
Information Technology	15	15.0
Retailing, Wholesaling & Distribution	13	13.0
Others	12	12.0
Professional Bodies	8	8.0
Transportation & Communication	8	8.0
Manufacturing	7	7.0
Consultancy & Training	6	6.0
Building & Construction	1	1.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

#### 4.1.3 SUMMARY OF THE INDUSTRY THAT RESPONDENTS WOULD LIKE TO BE INVOLVED

With reference to Table 4D, there are 27% of the respondents would like to venture into Consultancy & Training sector. While retailing, wholesaling and distribution is the second most popular business venture by the respondents, which is 21%. Information Technology, which is the third popular sector consist of 16% of the total respondents. There are 10% of the respondents would like to venture into Finance, Banking and Insurance sector, while hotel and restaurant has 8% respondents.

There are only 7% of the respondents would like to venture into Professional Bodies such as accountancy, doctor and lawyer firms. Manufacturing and building & constructions have 4% and

1% of the respondents respectively. Transportation and Communication, this sector has 3% of the respondents would like to venture their new business into. There are 3% of the respondents would like to involve themselves in Agriculture, Mining and Natural Resources sector. There is only 1% of the respondents would like to involved in other sector. This respondent would like to venture into educational related business.

**Table 4D : Industry that Respondents would Like to be involved**

<b>Industry</b>	<b>Frequency</b>	<b>Percentage</b>
Consultancy & Training	27	27.0
Retailing, Wholesaling & Distribution	21	21.0
Information Technology	16	16.0
Finance, Banking & Insurance	10	10.0
Hotel & Restaurant	8	8.0
Professional Bodies	7	7.0
Manufacturing	4	4.0
Transportation & Communication	3	3.0
Agriculture, Mining & Natural Resources	2	2.0
Building & Construction	1	1.0
Others	1	1.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

#### 4.1.4 SUMMARY OF REASONS OF BECOMING AN ENTREPRENEUR AMONG MALAYSIAN GRADUATES

**Table 4E : Reasons of becoming an Entrepreneur**

Reasons to become Entrepreneur	Number of Respondents	Percentage
Money	20	20.0
To be a Boss	13	13.0
Independent and Freedom in Making Decision	14	14.0
Own Satisfaction	8	8.0
Interest	8	8.0
To be a successful Entrepreneur	7	7.0
Flexibility in terms of Time	7	7.0
Getting more Experience in Life	5	5.0
Generate Economic Activity	4	4.0
Good Knowledge and Skills	4	4.0
Real Opportunity	3	3.0
Challenging	3	3.0
None	3	3.0
Retrenchment	1	1.0
<b>TOTAL</b>	<b>100</b>	<b>100.0</b>

Referring to Table 4E, there are 20 respondents of the Survey sample said that earn more money is the major reason for them to become an entrepreneur. Money is the main motivation factor for Malaysian graduates to get themselves involved in Entrepreneurship.

To be a boss and independent & have freedom in making decision has quite a closed relationship. There are 13% of the respondents would like to be a boss, therefore, would be their main reasons to become an entrepreneur. Independent in terms of decision making has become a reason of being an entrepreneur for 14% of the respondents.

There are 8 respondents respectively believed that becoming an entrepreneur can fulfill their own satisfaction and interest. 7 respondents have an ambition to become a successful entrepreneur in their life. Another 7 respondents thought that being an entrepreneur would give them flexibility of time.

There are 5 respondents said that getting more experience in life is their major reason of being an entrepreneur. There are 4 respondents respectively having the reason of generate economic activity and good knowledge & skills to become an entrepreneur. Real opportunity, challenging and retrenchment are the opinion of 3, 3, and 1 respondents respectively. There are 3 respondents did not give their opinion on the reason of being an entrepreneur.

## 4.2 ANALYSIS OF FREQUENCY

### 4.2.1 Locus of Control

From the result of the frequency test in Table 4F, there are only 36 respondents or 36% have been classified as internal locus of control. External locus of control consisted of 64 respondents or 64%.

**Table 4F : Frequency of Locus of Control**

	Internal Locus of Control		External Locus of Control		Total
	Frequency	%	Frequency	%	
<b>Total</b>	36	36.0	64	64.0	<b>100</b>

### 4.2.2 Locus of Control and Ethnic Group

There are 19 or 34.5% of the Malay in the internal locus of control category, which shown in Table 4G. Number of Malay in external locus of control category has 36 respondents or 65.5%. Therefore, majority of the Malays are more towards external locus of control.

For the Chinese, there is a balance between the number of respondents in internal locus of control and external locus of control categories. There are 15 respondents or 50% respectively in both categories. Majority of Indian & others are more towards external locus of control. There are 13

respondents or 86.7% of the Indian and Others respondents in the external locus of control category. While Indian and other races has only 2 respondents or 13.3% in the internal locus of control category.

**Table 4G : Locus of Control and Ethnic Group**

	Internal Locus of Control		External Locus of Control		Total
	Frequency	%	Frequency	%	
Malay	19	34.5	36	65.5	55
Chinese	15	50.0	15	50.0	30
Indian & others	2	13.3	13	86.7	15
Total	36		64		100

#### 4.2.3 Locus of Control and Gender

**Table 4H : Locus of Control and Gender**

	Internal Locus of Control		External Locus of Control		Total
	Frequency	%	Frequency	%	
Male	20	39.2	31	60.8	51
Female	16	32.7	33	67.3	49
Total	36		64		100

There are totally 51 male and 49 female respondents in the researcher's sample. Majority of the male and female respondents have external locus of control, which shown in

Table 4H above. There are 31 male respondents or 60.8% in the external locus of control category. The female respondents have 33 respondents or 67.3% towards external locus of control.

There are 20 male respondents been categorized into internal locus of control, which is 39.2%. Where as female respondents has 16 respondents or 32.7% belongs to internal locus of control category.

#### 4.2.4 Intention of Being An Entrepreneur

There are 37% of the respondents have strong intention of being entrepreneur, 55% have moderate intention and those with low intention of being entrepreneur only consist of 8% of the total respondents.

**Table 4I : Frequency of Intention to be An Entrepreneur**

Intention	Frequency	%	Cumulative Percentage
Strong	37	37.0	37.0
Moderate	55	55.0	92.0
Low	8	8.0	100.0
Total	100	100.0	

### 4.3 TESTING OF HYPOTHESES

#### 4.3.1 Hypotheses 1

*There is significant relationship between Locus of Control and the Intention of being an entrepreneur among Malaysian graduates.*

**Table 4J : Anova (one way) between Locus of Control and Intention of being an Entrepreneur**

	Sum of Squares	df	Mean Square	F	Sig. (k)
Between Groups	0.550	1	0.550	1.496	0.224
Within Groups	36.040	98	0.368		
Total	36.590	99			

Significant, if  $k < 0.05$

Refer to the above Table 4J, Hypotheses 1 is tested using One Way Anova to compare the means. As a result the significant value,  $k=0.224$  which is higher than alpha value 0.05. Therefore, there is no significant relationship between Locus of Control and the intention to become an entrepreneur among Malaysian graduates. As a result, this study rejected Hypotheses 1 that there is no significant relationship between Locus of Control and the Intention of being an entrepreneur among Malaysian graduates.



Researcher has also tested the correlations between the Locus of Control and intention to become an entrepreneur by using Correlation Analysis. The result of the correlations has presented in Table 4 below. The result of the analysis is same with the earlier One Way Anova. There is no significant relationship between Locus of Control and the intention to become an entrepreneur. Hypotheses 1 is rejected here. The significant value (2-tailed) shown in Table 4K is 0.224 which indicated not significance. This statistical result is contradictable with most of the research study before, for instance, a study from Tay (1999) that Locus of Control has significant relationship with intention to become an entrepreneur.

**Table 4K : Correlation Analysis for Hypotheses 1**

Correlations		LOC	Intention
LOC	Pearson Correlation	1.000	.123
	Sig. (2-tailed)	.	.224
	N	100	100
Intention	Pearson Correlation	.123	1.000
	Sig. (2-tailed)	.224	.
	N	100	100

#### 4.3.2 Hypotheses 2 – Internal Locus of Control and Intention

*An Internal Locus of Control individual has significant relationship with the intention of being an entrepreneur among Malaysian Graduates.*

Referring to Table 4, the significance value is 0.129 which is more than the standard alpha value 0.05. Therefore, there is no significant difference between Internal or External Locus of

Control towards the intention of being an entrepreneur. Furthermore, the mean value of Internal Locus of Control is less than the External Locus of Control. This indicated that Internal Locus of Control less effect towards the intention to become an entrepreneur. Therefore, the result of this study has rejected Hypotheses 2.

**Table 4L : T-Test for Locus of Control and Intention of Being an Entrepreneur**

Item	Mean Value		Significance
	Internal Locus of Control	External Locus of Control	
Intention of Being an Entrepreneur	1.61	1.77	0.129

#### 4.3.3 Hypotheses 3 – Intention and Ethnic Group

*Ethnic Group gives significant effect towards intention to become an entrepreneur.*

**Table 4M : Intention and Ethnic Group Crosstabulation**

Intention	Ethnic Group						Total
	Malay		Chinese		Indian & others		
	Number	%	Number	%	Number	%	
Strong	21	38.2	11	36.7	5	33.3	37
Moderate	28	50.9	18	60.0	9	60.0	55
Low	6	10.9	1	3.3	1	6.7	8
Total	55	100.0	30	100.0	15	100.0	100

Basically, majority of the respondents of all races have moderate intention of being an entrepreneur. There are 50.9% of the Malay respondents has moderate intention of being an entrepreneur. Chinese and Indian & others respondents has 60% respectively of the respondents which has moderate intention to become an entrepreneur.

However, this chi-square test has significant value equal to 0.758. It is more than the alpha value 0.05. Therefore, as a conclusion, there is no significant relationship between intention to become an entrepreneur and ethnic group.

**Table 4N : Chi-Square Tests for Intention and Ethnic Group**

**Chi-Square Tests**

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	1.880 <sup>a</sup>	4	.758
Likelihood Ratio	2.054	4	.726
Linear-by-Linear Association	.018	1	.893
N of Valid Cases	100		

a. 3 cells (33.3%) have expected count less than 5. The minimum expected count is 1.20.

**Table 4O : One Way Anova for Intention and Ethnic Group**

**ANOVA**

Intention

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	8.091E-02	2	4.045E-02	.107	.898
Within Groups	36.509	97	.376		
Total	36.590	99			

This study has analyzed the relationship between ethnic group and intention of being an entrepreneur using One Way Anova, which presented in Table 4O. Based on the result,  $k=0.898$  which is larger than the alpha value. Therefore, ethnic group has no significant effect to the intention of being an entrepreneur among Malaysian graduates.

#### 4.3.4 Hypotheses 4 – Intention and Gender

*Gender gives significant effect towards intention to become an entrepreneur.*

**Table 4P : Intention and Gender Crosstabulation**

Intention	Gender				Total	
	Male		Female			
	Number	%	Number	%	Number	%
Strong	26	51.0	11	22.4	37	37.0
Moderate	22	43.1	33	67.3	55	55.0
Low	3	5.9	5	10.2	8	8.0
Total	51	100.0	49	100.0	100	100.0

**Table 4Q : Chi-Square Tests for Intention and Gender**

Chi-Square Tests			
	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	8.745 <sup>a</sup>	2	.013
Likelihood Ratio	8.940	2	.011
N of Valid Cases	100		

a. 2 cells (33.3%) have expected count less than 5. The minimum expected count is 3.92.

By using the Chi-square tests, there is significant relationship between the intention of being an entrepreneur and gender. The alpha value is 0.05, while the significant value from this chi-square is 0.013, which is less than the alpha value. Therefore, we can conclude that there is significant relationship between the intention of being an entrepreneur and gender. Generally male respondents have stronger intention of being an entrepreneur.

There are 26 male respondents or 51% of the male respondents have strong intention of being an entrepreneur. The number of male respondents who has moderate intention to become an entrepreneur is 22 or 43.1%. There are only 3 respondents or 5.9% of the male respondents have low intention to become an entrepreneur.

As compared to male respondents, female respondents have only 11 or 22.4% been categorized into high intention group. Majority of the female respondents, 33 or 67.3% have moderate intention of being an entrepreneur. The number of female respondents in the low intention group is higher, as compared to male respondents, which is 5 or 10.2%.

**Table 4R : One Way Anova for Intention and Gender**

ANOVA					
Intention					
	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	2.697	1	2.697	7.799	.006
Within Groups	33.893	98	.346		
Total	36.590	99			

As a result of the One Way Anova testing as shown in Table 4R, gender has significant effect to the intention of being an entrepreneur among Malaysian graduates. The significant value,  $k=0.006$  which is less than alpha value 0.05.

#### 4.4 SUMMARY OF RESEARCH RESULT

The result of this study contrary with our expectation that Internal Locus of Control will lead to higher intention of being an entrepreneur among Malaysian graduates. From the researcher statistical test, Hypotheses 1, has to be rejected. Therefore, the Locus of Control has no significant relationship to the intention of being an entrepreneur. This result supports the findings by Munira Bt Wahab (1999/2000).

The result of testing of Hypotheses 2 shows that there is no significant relationship between the intention of being an entrepreneur and the ethnic group of the respondents. Statistical testing cannot find the relationship between ethnic group either, Malay, Chinese, Indian and others and the intention of being an entrepreneur.

The result indicated a significant relationship between the intention of being an entrepreneur and gender of the respondents. Hypotheses 3, is the only hypotheses been accepted. This hypotheses shows a significant relationship between gender and the intentions of being an entrepreneur among Malaysian graduates. Based on the researcher's finding, male Malaysian graduates have higher intention to become an entrepreneur as compared to female Malaysian graduates.