

A STUDY  
ON  
LOCUS OF CONTROL AND  
THE INTENTION OF BEING AN ENTREPRENEUR  
AMONG MALAYSIAN GRADUATES

This study is being carried out to investigate the relationship between Locus of Control and the intention of being an Entrepreneur among Malaysian Graduates.

Your opinions are utmost valuable to the researcher. Locus of Control originated from Rotter's (1966), can be classified into either internal or external. It describes that whether people feel that control of their lives rests in their own hands (internal Locus of Control) or in forces outside of themselves (external Locus of Control).

All information will be treated with full confidentiality

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## PART A

Please choose the statement which you think is true by circling either (a) or (b). Remember, there is no definite right or wrong answer.

I strongly believe that:

Please leave this column

1	(a) Children get into trouble because their parents punish them too much. (b) The trouble with most children nowadays is that their parents are too easy with them.	<input type="checkbox"/>
2	(a) Many of the unhappy things in people's lives are partly due to bad luck. (b) People's misfortunes result from the mistakes they make.	<input type="checkbox"/>
3	(a) One of the major reasons why we have wars is because people don't take enough interest in politics. (b) There will always be wars, no matter how hard people try to prevent them.	<input type="checkbox"/>
4	(a) In the long run people get the respect they deserve in this world. (b) Unfortunately, an individual's worth often passé unrecognized no matter how hard he or she tries.	<input type="checkbox"/>
5	(a) The idea that teachers are unfair to students is nonsense. (b) Most students don't realize the extent to which their grades are influenced by accidental happenings.	<input type="checkbox"/>
6	(a) Without the right breaks one cannot be an effective leader. (b) Capable people who fail to become leaders have not taken advantage of their opportunities.	<input type="checkbox"/>
7	(a) No matter how hard you try some people just don't like you. (b) People who can't get others to like them don't understand how to get along with others.	<input type="checkbox"/>
8	(a) Heredity plays the major role in determining one's personality. (b) It is one's experiences in life which determine what they're like.	<input type="checkbox"/>
9	(a) I have often found that what is going to happen will happen. (b) Trusting to fate has never turned out as well for me as making a decision to take a definite course of action.	<input type="checkbox"/>

10	<p>(a) In the case of the well prepared student there is rarely if ever such a thing as an unfair test.</p> <p>(b) Many times exam questions tend to be so unrelated to course work that studying is really useless.</p>	<input type="checkbox"/>
11	<p>(a) Becoming a success is a matter of hard work, luck has little or nothing to do with it.</p> <p>(b) Getting a good job depends mainly on being in the right place at the right time.</p>	<input type="checkbox"/>
12	<p>(a) The average citizen can have an influence in government decisions.</p> <p>(b) This world is run by few people in power, and there is not much the little people can do about it.</p>	<input type="checkbox"/>
13	<p>(a) When I make plans, I am almost certain that I can make them work.</p> <p>(b) It is not always wise to plan too far ahead because many things turn out to be a matter of good or bad fortune anyhow.</p>	<input type="checkbox"/>
14	<p>(a) There are certain people who are just no good.</p> <p>(b) There is some good in everybody.</p>	<input type="checkbox"/>
15	<p>(a) In my case getting what I want has little or nothing to do with luck.</p> <p>(b) Many times we might just as well decide to do by flipping a coin.</p>	<input type="checkbox"/>
16	<p>(a) Who gets to be the boss often depends on who was lucky enough to be in the right place first.</p> <p>(b) Getting people to do the right thing depends upon ability: luck has little or nothing to do with it.</p>	<input type="checkbox"/>
17	<p>(a) As far as world affairs are concerned, most of us are the victims of forces we can neither understand, nor control.</p> <p>(b) By taking an active part in political and social affairs the people can control world events.</p>	<input type="checkbox"/>
18	<p>(a) Most people can't realize the extent to which their lives are controlled by accidental happenings.</p> <p>(b) There really is no such thing as "luck."</p>	<input type="checkbox"/>
19	<p>(a) One should always be willing to admit his or her mistakes.</p> <p>(b) It is usually best to cover up one's mistakes.</p>	<input type="checkbox"/>

20	<p>(a) It is hard to know whether or not a person really likes you.</p> <p>(b) How many friends you have depends upon how nice a person you are.</p>	<input type="checkbox"/>
21	<p>(a) In the long run the bad things that happen to us are balanced by the good ones.</p> <p>(b) Most misfortunes are the result of lack of ability, ignorance, laziness, or all three.</p>	<input type="checkbox"/>
22	<p>(a) With enough effort we can wipe out political corruption.</p> <p>(b) It is difficult for people to have much control over the things politicians do in office.</p>	<input type="checkbox"/>
23	<p>(a) Sometimes I can't understand how teachers arrive at the grades they give.</p> <p>(b) There is a direct connection between how hard I study and the grades I get.</p>	<input type="checkbox"/>
24	<p>(a) A good leader expects people to decide for themselves what they should do.</p> <p>(b) A good leader makes it clear to everybody what their jobs are.</p>	<input type="checkbox"/>
25	<p>(a) Many times I feel that I have little influence over the things that happen to me.</p> <p>(b) It is impossible for me to believe that change or luck plays an important role in my life.</p>	<input type="checkbox"/>
26	<p>(a) People are lonely because they don't try to be friendly.</p> <p>(b) There's not much use in trying too hard to please people, if they like you, they like you.</p>	<input type="checkbox"/>
27	<p>(a) There is too much emphasis on athletics in high school.</p> <p>(b) Team sports are in excellent way to build character.</p>	<input type="checkbox"/>
28	<p>(a) What happens to me is my own doing.</p> <p>(b) Sometimes I feel that I don't have enough control over the direction my life is taking.</p>	<input type="checkbox"/>
29	<p>(a) Most of the time I can't understand why politicians behave the way they do.</p> <p>(b) In the long run the people are responsible for bad government on a national as well as on a local level.</p>	<input type="checkbox"/>

## PART B

Please select your answer based on the following LIKERT scale (circle your answer).

- 1 = Strongly Disagree
- 2 = Disagree
- 3 = Not Sure
- 4 = Agree
- 5 = Strongly Agree

1. I have a dream of owning a business one day.

1 2 3 4 5

2. I am willing to mortgage the house, sell the car or other form of property for money for new business venture.

1 2 3 4 5

3. I would not hesitate to invest in a new business venture after calculated the risk and return.

1 2 3 4 5

4. I would like to involve in activities where I can easily get feedback either bad or good about what I have done.

1 2 3 4 5

5. I am interested to find out more information about the successful businessmen.

1 2 3 4 5

6. I believe that, there are plenty of opportunities for new business ventures, only people who doesn't see the opportunities will rush and face competition.

1 2 3 4 5

7. I will take advantages of the latest technology in Information Technology and Internet for my new business venture.

1 2 3 4 5

8. If you want to venture a new business, which is the industry that you would like to involve in. (Please choose ONE field only)

- |                          |   |                          |                                      |
|--------------------------|---|--------------------------|--------------------------------------|
| <input type="checkbox"/> | Professional Bodies                     | <input type="checkbox"/> | Hotel & Restaurant                   |
| <input type="checkbox"/> | Consultancy & Training                  | <input type="checkbox"/> | Information Technology               |
| <input type="checkbox"/> | Manufacturing                           | <input type="checkbox"/> | Retailing, Wholesaling, Distribution |
| <input type="checkbox"/> | Agriculture, Mining & Natural Resources | <input type="checkbox"/> | Transportation & Communication       |
| <input type="checkbox"/> | Building & Construction                 | <input type="checkbox"/> | Others                               |
| <input type="checkbox"/> | Finance, Banking & Insurance            | Please state : _____     |                                      |

9. In your opinion, what is the main reason that encourages one to be an entrepreneur?

- |                          |                |                          |                   |                          |                             |
|--------------------------|----------------|--------------------------|-------------------|--------------------------|-----------------------------|
| <input type="checkbox"/> | to make money  | <input type="checkbox"/> | to be independent | <input type="checkbox"/> | to create job security      |
| <input type="checkbox"/> | to be powerful | <input type="checkbox"/> | to be famous      | <input type="checkbox"/> | other, please specify _____ |

### PART C

Please mark  in the boxes provided.

- |                       |                          |            |                          |             |                          |                |                          |          |
|-----------------------|--------------------------|------------|--------------------------|-------------|--------------------------|----------------|--------------------------|----------|
| 1. Gender             | <input type="checkbox"/> | Male       | <input type="checkbox"/> | Female      |                          |                |                          |          |
| 2. Ethnic Group       | <input type="checkbox"/> | Malay      | <input type="checkbox"/> | India       | <input type="checkbox"/> | Chinese        | <input type="checkbox"/> | Others   |
| 3. Age (years)        | <input type="checkbox"/> | 21-25      | <input type="checkbox"/> | 26-30       | <input type="checkbox"/> | 31-35          | <input type="checkbox"/> | 36-40    |
|                       | <input type="checkbox"/> | 41 & above |                          |             |                          |                |                          |          |
| 4. Working experience | <input type="text"/>     | years      |                          |             |                          |                |                          |          |
| 5. Income (Monthly)   | <input type="checkbox"/> | below 2000 | <input type="checkbox"/> | 2001-2500   | <input type="checkbox"/> | 2501-3000      |                          |          |
|                       | <input type="checkbox"/> | 3001-5000  | <input type="checkbox"/> | 5001-10,000 | <input type="checkbox"/> | 10,000 & above |                          |          |
| 6. Marital status     | <input type="checkbox"/> | married    | <input type="checkbox"/> | single      | <input type="checkbox"/> | widowed        | <input type="checkbox"/> | divorced |

7. Children  number
8. Education  less than high school  high school  college  
 Bachelor's degree  master & PHD
9. Religious orientation  Muslim  Christian  Buddhist  
 Hindu  Other
10. Location that you are currently attached at: (Please choose ONE location only)
- |   |   |
|---|---|
| <input type="checkbox"/> Adm. & Computer HQ       | <input type="checkbox"/> State FDAM                   |
| <input type="checkbox"/> Finance & Audit HQ       | <input type="checkbox"/> Aquaculture Project          |
| <input type="checkbox"/> Engineering HQ           | <input type="checkbox"/> Fishery Landing Complex      |
| <input type="checkbox"/> Marketing HQ             | <input type="checkbox"/> Fishermen Association        |
| <input type="checkbox"/> Entrepreneur HQ          | <input type="checkbox"/> Majuikan Sdn. Bhd.           |
| <input type="checkbox"/> Fishery Industry Dev. HQ | <input type="checkbox"/> Others (Please state): _____ |

***Thank you for your co-operation. Your feedback is extremely valuable!***

## Rotter's Internal-External Locus of Control

## Scoring System

Question Number	A	B
1	No mark	No mark
2	1	0
3	0	1
4	0	1
5	0	1
6	1	0
7	1	0
8	No mark	No mark
9	1	0
10	0	1
11	0	1
12	0	1
13	0	1
14	No mark	No mark
15	0	1
16	1	0
17	1	0
18	1	0
19	No mark	No mark
20	1	0
21	1	0
22	0	1
23	1	0
24	No mark	No mark
25	1	0
26	0	1
27	No mark	No mark
28	0	1
29	1	0