

## Research Article

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# The Influence of Entrepreneurial Education, Social Support and Passion for Government Support as Moderating Variables on Entrepreneurial Behavior: Study of MSME Players in Sorong City

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**Abstract:** *This research aims to determine the influence of entrepreneurship education, social support and passion with government support as moderating variables on entrepreneurial behavior in the study of MSMEs in Sorong City. This research uses a quantitative type of research using a population of 6,886 people with a sample of 380 MSMEs in the city of Sorong. The data collection technique uses a questionnaire. Data analysis uses Structural Equation Modeling (SEM) with the AMOS 21 program. The results show that entrepreneurship education does not have a positive and significant effect on entrepreneurial behavior; social support has a positive and significant effect on entrepreneurial behavior; passion has a positive and significant effect on entrepreneurial behavior; government support moderates the influence of entrepreneurial education on entrepreneurial behavior; government support moderates the influence of social support on entrepreneurial behavior and government support moderates the influence of passion on entrepreneurial behavior.*

**Keywords:** *Entrepreneurial Education, Social Support, passion, Government Support, Entrepreneurial Behavior*

## Introduction

The existence of young entrepreneurs is a key element in a country's economic development. Developed countries show that the standard average entrepreneurship level exceeding 14% of the population is a significant indicator of economic growth. In Indonesia, despite experiencing an increase in entrepreneurship from 3.1% in 2018, it will grow to 3.47% of the population in 2022.

Singapore's entrepreneurship ratio is 8.76%, Malaysia 4.76%, Thailand 4.26%, and Indonesia 3.47%. Indonesia's entrepreneurship ratio is still very low compared to neighboring countries. Even in developed countries it reaches 10-12%. This comparison shows that Indonesia's entrepreneurship ratio must continue to grow. One of the strategies implemented to stimulate the growth of young entrepreneurs in Indonesia is to increase activity in the Micro, Small and Medium Enterprises (MSME) sector in this country. The role of MSMEs is very important in Indonesia's economic growth, their achievements reach 99% of all business units. And the contribution of MSMEs to GDP (Gross Domestic Income) is 60.5% and to labor absorption is 96.9% of the total national labor absorption (Coordinating Ministry for the Economy, 2022).

That is why MSMEs play a very important role in stimulating economic growth both in terms of employment and in terms of GDP. Therefore, there are several steps taken, including that MSME actors must have knowledge and understanding about entrepreneurship, as well as social support and attention from the government, so that they can shape entrepreneurial behavior. The government's program to actively encourage the movement of MSMEs, starts from capital provided by state banks and also private banks in Sorong City, namely through the People's Business Credit (KUR) scheme which helps MSMEs move in the trade sector in Sorong City. Apart from that, there is a new scheme launched by the government, namely, Ultra Micro financing (UMi) where the source of funds comes from the Government Investment

Center (PIP) by collaborating with Non-Bank Financial Institutions (LKBB) in distribution through PT Penggadaian, PT Permodalan Nasional Madani (PNM), PT Bahana Artha Ventura (BAV), and Cooperatives. On the other hand, the government's efforts to encourage the sustainability of MSMEs include providing training to groups of Small and Medium Enterprises (UKM) and Micro, Small and Medium Enterprises (MSMEs) for skilled, creative and innovative human resources (HR) in managing existing resources. Training programs carried out by the government can stimulate desire or enthusiasm for entrepreneurial independence.

Sorong City is a city with a variety of MSME industries. In 2020, there were around 7,965 MSMEs registered with the Sorong City Cooperatives and MSMEs Department. This figure includes all sectors, namely the culinary business sector (restaurants, cake shops, drinks and snacks), the service sector (salon, laundry, etc.), the trade sector, the production sector (hijab, batik, tailoring, embroidery, etc.). Nationally, the number of MSMEs recorded reached 4,776 business units, around 50% of the total existing businesses. There is a lot of business growth that continues to grow, but there are also many businesses that do not continue or do not develop, this can be seen from the number of MSMEs in the following years, where in 2022 the number of registered MSMEs will be around 6,886, and in 2023 there will be around 6,823 registered in the system. Apart from that, it can also be seen from the number of MSMEs by province, West Papua is included in the three regions with the lowest number of MSMEs, namely 4.6 thousand units registered with the Ministry of Cooperatives.

The position of the province with the highest number of MSMEs is West Java with 1.49 million business units. Meanwhile, the three regions with the lowest number of MSMEs are West Papua with 4.6 thousand business units, North Maluku with 4.1 thousand business units and Papua with 3.9 thousand. Based on the data above, it can be seen that the number of MSMEs from 2020 to 2023 has decreased. So researchers are interested in knowing what causes the dynamics of the decline in the number of MSMEs in the city of Sorong.

Apart from that, there is research that examines There are several studies that have examined the significance of the variables entrepreneurship education, social support and passion on entrepreneurial behavior. There is a positive and significant influence on research conducted by (Brownhilder Ngek 2020), (Dini & Saiful 2019), (Muhammad Lutfi 2022), (Wei Hu et al 2022) (Gabriel & Kartika 2022). This research shows that there is a positive influence and relationship between the variables entrepreneurship education, social support and passion on entrepreneurial behavior. However, there are also studies that have contradictory results, namely, several studies that do not have significance and relationships between the variables entrepreneurship education, social support and passion on entrepreneurial behavior in research by (Bella & Frangky 2022), (William & Sarwo 2022), (Aprilda Yanti 2019). There is a research gap in this research, so it is necessary to carry out further research related to the variables of entrepreneurship education, social support and passion for entrepreneurial behavior.

## Literature Review

### Entrepreneurial Behavior

Entrepreneurial actions depend on a set of values (beliefs) and special needs that provide individuals with intrinsic motivation and the desire to control their own destiny in engaging in entrepreneurial behavior (Kirkley, 2016 in Ni Luh Putu Eka et al, 2019). Entrepreneurial behavior involves various aspects of an entrepreneur's behavior, such as adopting a proactive, competitive, innovative, risk-taking and independent attitude (Doye & Bwisa, 2015 in Ni Luh Putu Eka et al, 2019).

### **Entrepreneurial Behavior Indicators**

According to Suryana, 2014 in Dinda & Aditya, 2019 the indicators of entrepreneurial behavior are:

1. High self-confidence
2. Be proactive
3. Have a drive to achieve achievement
4. Have leadership qualities
5. Dare to take calculated risks.

### **Entrepreneurship Education**

Pulka, Aminu, and Rikwentishe (2015) in Chux et al (2019) stated that through entrepreneurship education, a person can gain knowledge, skills, and develop entrepreneurial attitudes and behavior. Education has a direct relationship with increasing knowledge, skills and entrepreneurial attitudes in each individual (Walter & Blok, 2016 in Ching et al, 2021).

### **Entrepreneurship Education Indicators**

Indicators of entrepreneurship education (entrepreneurship education) according to Adyana (2016) in Nurul Falah & Novi Marlina (2022) include:

1. Educational programs that foster interest in entrepreneurship
2. Awareness of business opportunities
3. Entrepreneurial knowledge and insight

### **Government Support**

Government can also be interpreted narrowly as an office holder who is responsible for carrying out executive functions in state administration (Manan, 2001 in Muhammad Rico & Tutiek, 2019). government support is concrete assistance or behavior provided by the government, which can be in the form of verbal or non-verbal information that can provide emotional benefits that influence the behavior of the recipient of the support.

### **Government Support Indicators**

There are 3 indicators of government support (Shu et al., 2019 in Anisa & Perengki, 2021) namely:

1. Central and regional governments provide information and technological support.
2. Central and regional governments provide support to find financial resources and policies.
3. Central and local governments provide financial support.

### **Social Support**

Social support is a person's belief that when he needs help from other people he will get it (Musabiq et al., 2017 in Bella & Frangky, 2022). Social support is an individual's hope of assistance in the form of funding or other things that can be obtained from their environment (Hockerts, 2017 in Bella & Frangky, 2022). Social support is related to feelings of comfort, attention, appreciation and help for someone, whether from individuals or groups, from partners, family environment, friends and also the community.

### **Social Support Indicators**

According to Zimet, Dahlem and Farley (1988) social support is divided into 3 forms, namely (Yugi Mudarfasmi, 2020):

1. Family Support (Family Support)
2. Friend Support
3. Support of significant others (Significant other support)

### **Passions**

Passion or desire is one of the keys to success in entrepreneurship (Collwaert et al, 2016 in Gabriel & Kartika, 2022). In the context of success and continuity of entrepreneurial business, passion is a cognitive characteristic that is very important for an entrepreneur. If someone believes that the work they do is meaningful and important, then they will feel motivated to be actively involved in that work (Vallerand et al, 2014 in Stefanus Alvian, 2019). Apart from that, stating that the desire for entrepreneurship can increase entrepreneurial skills and intentions (Cardon et al, 2013 in Sunardi 2022). It can be concluded that passion refers to a strong interest, passion, great desire, enthusiasm, emotion, or even anxiety that a person feels about something.

### **Passion Indicator**

According to Sigmundsson et.al (Stefanus Alvian, 2019) states that passion has the following indicators:

1. Have a strong desire for a field/skill
2. Using time to train yourself to become better in an area/skill
3. Optimistic about a field/skill you have
4. Have a strong desire to become an expert in a certain field/skill
5. Work hard to achieve goals
6. A passionate passion for a field/skill
7. Sacrifice a lot of time for projects you love
8. Consider that your passion is important.

## **Method**

This research uses quantitative methods. Quantitative research is a way to solve problems by utilizing measurements, calculations, formulas and numerical data with the aim of exploring, developing hypotheses, applying data analysis techniques and drawing conclusions (Musianto, 2002). In this research, the exogenous variables are Entrepreneurship Education (X1), Social Support (X2), and Passion (X3). Meanwhile, the endogenous variable is Entrepreneurial Behavior (Y) and the moderating variable is Government Support (Z). This research was conducted in Sorong City, West Papua. This research was carried out from October 2023 to January 2024.

Population is a general concept that includes subjects or objects that have certain properties and characteristics that have been determined by researchers to be tested and then conclusions will be drawn (Sugiono, 2013). The sample reflects the population in terms of both size and composition. Researchers are constrained by time, energy, money and a very large population when they want to conduct research without taking samples first. In this case, the sample that will be used is 380 respondents, namely MSMEs in Sorong

City, where the sample is determined from the Slovin formula with an error rate of 5%. This research uses a Structural Equation Model (SEM) using AMOS 21 software running on a computer.

### Data Quality Test

#### a. Validity test

Validity test is whether data can be trusted to be true and correspond to reality. The validity test is used to measure whether a questionnaire is valid or not. In this research, Confirmatory Factor Analysis (CFA) was used in the AMOS program. CFA is used to test the ability of the indicators (questionnaire statements) used to inform a variable. The validity of each indicator is seen from the size of the loading factor. The instrument is said to be valid if the loading factor is  $\geq 0.50$  (Ghozali, 2017).

#### b. Reliability Test

Reliability testing is a measurement that looks at how consistent an instrument's statements are. To measure reliability in this research is to look at CR (Construct Reliability). A construct or variable can be said to be reliable if it provides a CR value  $\geq 0.70$  (Ghozali 2017).

### Hypothesis testing

Hypothesis testing is processed using SEM (Structural Equation Modeling) with the AMOS program. There are 7 steps in the SEM analysis technique which can be described as follows:

#### a. Theoretical Model Development

In model development, what is meant by SEM analysis is a model with structural equations based on causal relationships.

#### b. Flowchart Development (Path Diagram)

After determining which model development is good to use, the next stage is to construct relationships for each variable in the research model using a path diagram and also constructing a structural one.

#### c. Determining Input Matrix and Model Estimation

Overall estimation, SEM only uses input data from the variance, covariance or correlation matrix. The correlation matrix has a value range of 0 to  $\pm 1$ , so that direct comparisons between coefficients in the model can be made. The covariance matrix is usually used in research that examines a relationship, various studies report that the standard error values obtained often give rise to data that is less than accurate (Ghozali, 2014). Maximum Likelihood Estimation (ML) analysis is used in the Estimation Model. The Maximum Likelihood Estimation (ML) analysis technique was chosen because the number of samples used in this research was in the range of 100-400 samples.

#### d. Possible Problems

Identification Structural model identification problems are usually encountered during the ongoing data estimation process. In principle, identification problems arise due to the inability of a model being developed to produce a unique estimate. According to Ghozali (2014), the emergence of an identification problem is through the following symptoms:

- 1) The size of a standard error value for one or more coefficients.
- 2) The inability of a program to produce the information matrix that should be presented
- 3) The emergence of irrelevant estimates such as negative error variance.
- 4) There is a very high correlation between the estimated coefficients obtained, for example  $> 0.9$ .

#### e. Evaluation of Goodness of Fit Criteria

A suitability test carried out on the model used in research is called Goodness of Fit Criteria Evaluation. Evaluation functions to produce an indication of a comparison between the model specified through the covariance matrix and the indicators or observation variables. The model can be accepted if the resulting goodness of fit value is good and vice versa, if the goodness of fit results are poor then the model must be modified or rejected. According to Ghozali (2014), there are several suitability indices that can be used to test the feasibility of a research model, namely as follows:

- 1)  $\chi^2$  – Chi Square Statistics Test
- 2) CMIN/DF
- 3) GFI (Goodness of Fit Index)
- 4) AGFI (Adjusted Goodness of Fit Index)
- 5) CFI (Comparative Fix Index)
- 6) TLI (Tucker Lewis Index)
- 7) NFI (Normed Fit Index)
- 8) IFI (Incremental Fit index)
- 9) RMSEA (The Root Mean Square error of Approximation)
- 10) RMR/RMSR (The Root Mean Square Residual)

The following is an index that can be used to test the feasibility of a model which is presented in the table:

**Table 1. Goodness Fit Index**

Goodness of Fit Index	Cut Off Value
$\chi^2$ – Chi Square	Expected to be Small
Significance Probability	$\geq 0.05$
CMIN/DF	$\leq 2.00$
GFI	$\geq 0.90$
AGFI	$\geq 0.90$
CFI	$\geq 0.90$
TLI	$\geq 0.90$
NFI	$\geq 0.90$
IFI	$\geq 0.90$
RMSEA	$\leq 0.08$
RMR	$\leq 0.05$

f. Parameter significance test

The decision whether an indicator variable is significant or not can be carried out by comparing the p-value with a selected significance level ( $\alpha$ ). The  $\alpha$  value is usually 5% (0.05). Apart from that, the level of significance can also be seen from a CR (Critical Ratio) value. If the CR value is  $> 1.96$  then the variable is said to be significant and if not then it is not significant. This is the same as if the p-value  $< 0.05$  then the indicator variable is said to be significant, whereas if the p-value  $\geq 0.05$  then the indicator variable is said to be not significant (Ghozali, 2014).

g. Model Modification and Interpretation



The final step in carrying out SEM analysis is interpreting the model and making modifications to models that do not meet certain requirements. Before making modifications to the model, the most important thing to note is that all modifications to the model (even if they are very small) must be based on supporting theory.

#### h. SEM Test with Moderation

There are several methods in the SEM test that can be used to assess the effect of moderation. One method is the ping method (1995). Ping stated that a single indicator should be used as an indicator of a moderating variable. The single indicator is the product of the exogenous latent variable indicator and the moderator variable indicator. To be able to use the SEM moderating method there are several steps.

## Results and Discussion

### 1. Validity Test Results

Validity test is whether data can be trusted to be true and correspond to reality. The validity test is used to measure whether a questionnaire is valid or not. In this research, Confirmatory Factor Analysis (CFA) was used in the AMOS program. CFA is used to test the ability of the indicators (questionnaire statements) used to inform a variable. The validity of each indicator is seen from the size of the loading factor. The instrument is said to be valid if the loading factor is  $\geq 0.50$  (Ghozali, 2017). The results of the validity test in this research are as follows:

**Table 2. Validity Test Results**

Variable	Code	Loading Factor	Information
Entrepreneurial Behavior (Y)	PW1	0.970	Valid
	PW2	0.899	Valid
	PW3	0.968	Valid
	PW4	0.939	Valid
	PW5	0.890	Valid
	PW6	0.912	Valid
	PW7	0.980	Valid
Entrepreneurial Education (X1)	EE5	0.704	Valid
	EE4	0.745	Valid
	EE3	0.861	Valid
	EE2	0.767	Valid
	EE1	0.770	Valid
Social Support (X2)	SS7	0.745	Valid
	SS6	0.776	Valid
	SS5	0.743	Valid
	SS4	0.729	Valid
	SS3	0.818	Valid
	SS2	0.845	Valid
	SS1	0.789	Valid
Passions (X3)	PS9	0.754	Valid
	PS8	0.754	Valid

	PS7	0.885	Valid
	PS6	0.778	Valid
	PS5	0.736	Valid
	PS4	0.757	Valid
	PS3	0.840	Valid
	PS2	0.730	Valid
	PS1	0.791	Valid
Government Support (Z)	GS4	0.712	Valid
	GS3	0.823	Valid
	GS2	0.894	Valid
	GS1	0.867	Valid

Source: Processed by researchers with AMOS 21

Based on the table above, the results of the validity test using CFA AMOS show that the factor loading value for all question items for each variable is  $\geq 0.05$  or  $\geq 5\%$ , so that all indicators can be declared valid and can be used for further testing.

## 2. Reliability Test Results

Reliability testing is a measurement that looks at how consistent an instrument's statements are. To measure reliability in this research is to look at CR (Construct Reliability). A construct or variable can be said to be reliable if it provides a CR value  $\geq 0.70$  (Ghozali 2017). The results of the reliability test in this research are as follows:

**Table 3. Reliability Test Results**

Variable	Code	Loading Factor	Construct Reliability	Information
Entrepreneurial Behavior (Y)	PW1	0.970	0.978088	Reliable
	PW2	0.899		Reliable
	PW3	0.968		Reliable
	PW4	0.939		Reliable
	PW5	0.890		Reliable
	PW6	0.912		Reliable
	PW7	0.980		Reliable
Entrepreneurial Education (X1)	EE5	0.704	0.813477	Reliable
	EE4	0.745		Reliable
	EE3	0.861		Reliable
	EE2	0.767		Reliable
	EE1	0.770		Reliable
Social Support (X2)	SS7	0.745	0.867519	Reliable
	SS6	0.776		Reliable
	SS5	0.743		Reliable
	SS4	0.729		Reliable



	SS3	0.818		Reliable
	SS2	0.845		Reliable
	SS1	0.789		Reliable
Passions (X3)	PS9	0.754	0.896566	Reliable
	PS8	0.754		Reliable
	PS7	0.885		Reliable
	PS6	0.778		Reliable
	PS5	0.736		Reliable
	PS4	0.757		Reliable
	PS3	0.840		Reliable
	PS2	0.730		Reliable
	PS1	0.791		Reliable
Government Support (Z)	GS4	0.712	0.855387	Reliable
	GS3	0.823		Reliable
	GS2	0.894		Reliable
	GS1	0.867		Reliable

Source: Processed by researchers with AMOS 21

The table above shows that based on the results of the reliability test using AMOS, the construct reliability value for each variable is  $\geq 0.70$ , so it can be declared reliable and can be used for further testing.

### Structural Equation Modeling Analysis Results

#### 1. Model Fit Test

The structural model that will be estimated in this research is as follows:

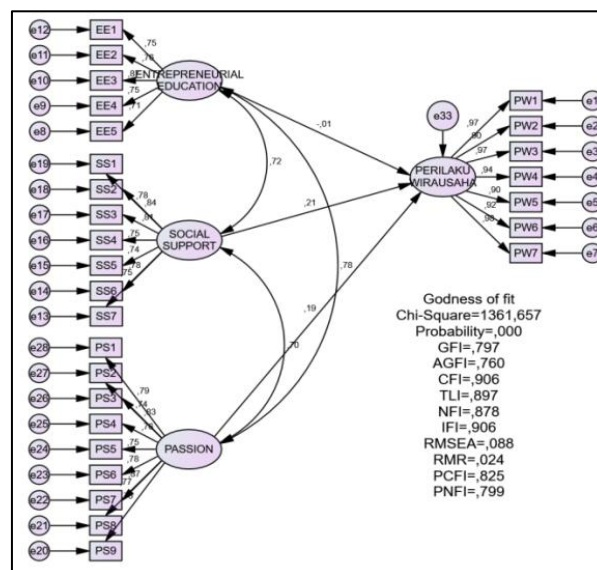


Figure 1. Initial Research Model

Based on the model estimation results, the following model suitability test results were obtained:

Table 4. Model Fit Test Results

Test	Results	Condition	Note
Chi-Square	1361,657	Expected to be Small	Fit
Probability	0,000	$\geq 0.05$	Unwell
GFI	0.797	$\geq 0.90$	Unwell
AGFI	0.760	$\geq 0.90$	Unwell
CFI	0.906	$\geq 0.90$	Fit
TLI	0.897	$\geq 0.90$	Unwell
NFI	0.878	$\geq 0.90$	Unwell
IFI	0.906	$\geq 0.90$	Fit
RMSEA	0.088	$\leq 0.08$	Unwell
RMR	0.024	$\leq 0.05$	Fit
PCFI	0.825	Big Expectations	Fit
PNFI	0.799	Big Expectations	Fit

Source: Processed by researchers with AMOS21

Based on the table above, it can be seen that the model is not very good at meeting the Goodness of Fit Model criteria (there are no indicators that Fit has been met). So it is necessary to modify the model by adding paths according to the directions in the Modification Indices table resulting from SEM analysis with the AMOS program. One way to overcome the failure to fulfill the Goodness of Fit Model criteria is to modify the model. then the next research model will be as follows:

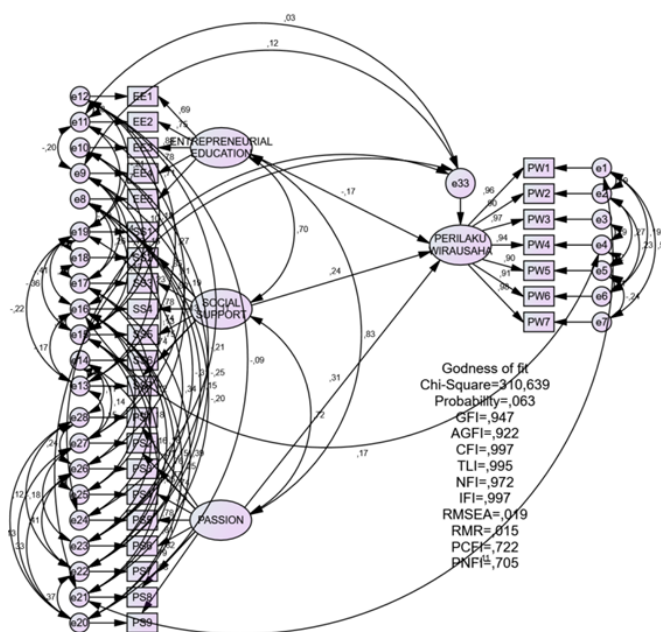


Figure 2. Model modification

Based on the model estimation results, the following model suitability test results were obtained:

**Table 5. Model Fit Test Results After Modification**

Test	Results	Condition	Note
Chi-Square	310,639	Expected to be Small	Fit
Probability	0.063	≥ 0.05	Fit
GFI	0.947	≥ 0.90	Fit
AGFI	0.922	≥ 0.90	Fit
CFI	0.997	≥ 0.90	Fit
TLI	0.995	≥ 0.90	Fit
NFI	0.972	≥ 0.90	Fit
IFI	0.997	≥ 0.90	Fit
RMSEA	0.019	≤ 0.08	Fit
RMR	0.015	≤ 0.05	Fit
PCFI	0.722	Big Expectations	Fit
PNFI	0.705	Big Expectations	Fit

Source: Processed by researchers with AMOS21

From this table, after undergoing modifications, the model now meets the Goodness of Fit criteria. This indicates that the model after modification can be assumed to be in accordance with the research data. In line with the opinion of Solimun (2002), if one Goodness of Fit criterion has been met, it can be considered that the model built is good.

**2. Model Estimation Results**

The results of the structural model estimation can be seen in the following table:

**Table 6. Structural Model Results**

			Estimate	S.E	CR	P
ENTREPRENEURSHIP BEHAVIOR	<---	ENTREPRENEURIAL_EDUCATION	-,207	,151	-1,368	,171
ENTREPRENEURSHIP BEHAVIOR	<---	SOCIAL_SUPPORT	,262	,087	3,012	,003
ENTREPRENEURSHIP BEHAVIOR	<---	PASSION	,443	,179	2,480	,013

Source: Processed by researchers with AMOS21

Based on the table above it can be explained as follows:

- a) The significant value of the influence of the variable entrepreneurial education (EE) on entrepreneurial behavior is 0.171, which means it is greater than 0.05, with the standardized loading estimate having a negative sign of -0.207, which indicates that the variable Entrepreneurial Education has a negative and insignificant effect on entrepreneurial behavior.
- b) The significant value of the influence of social support (SS) on entrepreneurial behavior is 0.003 which means it is smaller than 0.05 with a standardized loading estimate of 0.262 with a significant value of <0.05 and the standardized loading estimate value is positive indicating that the Social Support variable has a positive and significant effect. on Entrepreneurial Behavior.

c) The significant value of the influence of Passion (P) on entrepreneurial behavior is 0.013 which means it is smaller than 0.05 with a standardized loading estimate of 0.443 with a significant value of <0.05 and the standardized loading estimate value is positive indicating that the Passion variable has a positive and significant effect on Entrepreneurial Behavior.

### 3. SEM Results with Moderation

SEM analysis with moderation in this research will be used to test hypotheses 4,5 and 6, namely to find out whether Government Support is able to moderate the influence of Entrepreneurial Education (EE), Social Support (SS), and Passion (P) on Entrepreneurial Behavior (PW). The following are the results of the moderation test using this analysis:

1. Government Support moderation model Moderates the influence of Entrepreneurial Education on Entrepreneurial Behavior. The following is an image of the following moderation model:

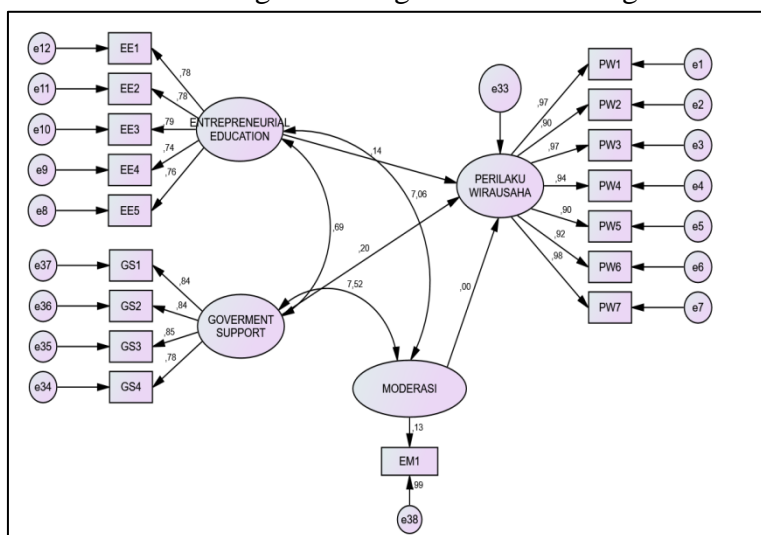


Figure 3. Moderation Model 1

Based on the image of the first moderation model above, the results obtained are shown in table 7.

Table 7. Moderation Results 1

			Estimat e	S.E	CR	P
ENTREPRENEURSHIP BEHAVIOR	<---	ENTREPRENEURIAL_EDUCATION	,165	,092	1,802	,072
ENTREPRENEURSHIP BEHAVIOR	<---	GOVERNMENT_SUPPORT	,200	,078	2,570	,010
ENTREPRENEURSHIP BEHAVIOR	<---	MODERATION	,002	,000	3,200	,001

Source: Processed by researchers with AMOS21

Based on the table above, it can be seen that Entrepreneurial Education has an indirect effect on Entrepreneurial Behavior of 0.072, which means greater than 0.05 with a standardized loading estimate of 0.165, then it can be seen that Government Support has a direct effect on Entrepreneurial Behavior of 0.10,

which means more greater than 0.05 with a standardized loading estimate of 0.200. The moderating variable between Entrepreneurial Education and Government Support has a significant effect on Entrepreneurial Behavior with a value of 0.001 which means it is smaller than 0.05 with a standardized estimate with a positive sign of 0.002 which indicates that the Government Support variable moderates the relationship between Entrepreneurial Education and Entrepreneurial Behavior.

2. Government Support moderation model Moderates the influence of Social Support on Entrepreneurial Behavior. The following is an image of the following moderation model:

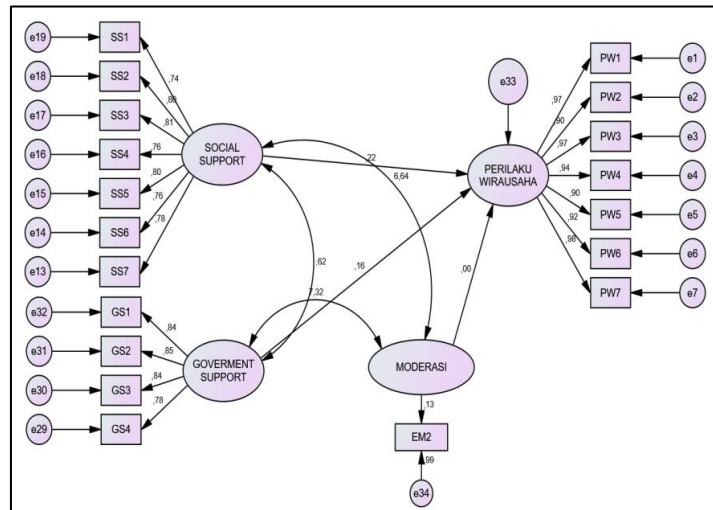


Figure 4. Moderation Model 2

Based on the image of the second moderation model above, the results obtained are shown in table 8.

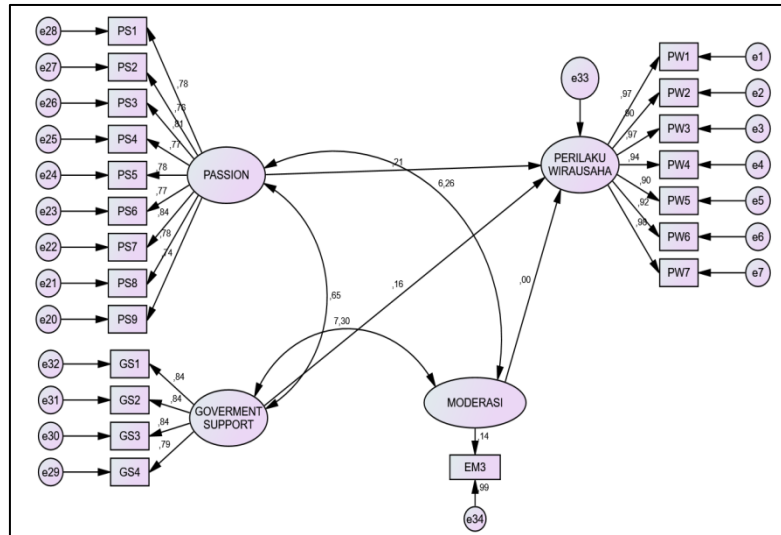
Table 8. Results of Moderation Model 2

			Estimate	S.E	CR	P
ENTREPRENEURSHIP BEHAVIOR	<---	SOCIAL_SUPPORT	,235	,074	3,178	,001
ENTREPRENEURSHIP BEHAVIOR	<---	GOVERMENT_SUPPORT	,160	,066	2,409	,016
ENTREPRENEURSHIP BEHAVIOR	<---	MODERATION	,002	,001	3,508	***

Source: Processed by researchers with AMOS21

Based on the table above, it can be seen that Social Support has a direct effect on Entrepreneurial Behavior, which is 0.01, which means it is smaller than 0.05 with a standardized loading estimate of 0.235, then it can be seen that Government Support has a direct effect on Entrepreneurial Behavior, which is 0.16, which means greater than 0.05 with a standardized loading estimate of 0.160. The moderating variable between Social Support and Government Support has a significant effect on Entrepreneurial Behavior with a value of 0.00 which means it is smaller than 0.05 with a standardized estimate with a positive sign of 0.002 which indicates that the Government Support variable moderates the relationship between Social Support and Entrepreneurial Behavior.

3. Government Support moderation model Moderates the influence of Passion on Entrepreneurial Behavior. The following is a picture of the following moderation model:



Picture 5. Moderation Model 3

Based on the image of the third moderation model above, the results obtained are shown in table 9.

Table 9. Results of Moderation Model 3

			Estimate	S.E	CR	P
ENTREPRENEURSHIP BEHAVIOR	<---	PASSION	,284	,095	2,984	,003
ENTREPRENEURSHIP BEHAVIOR	<---	GOVERNMENT_SUPPORT	,161	,067	2,382	,017
ENTREPRENEURSHIP BEHAVIOR	<---	MODERATION	,001	,001	2,426	,015

Source: Processed by researchers with AMOS21

Based on the table above, it can be seen that Passion has a direct effect on Entrepreneurial Behavior, which is 0.03, which means it is smaller than 0.05 with a standardized loading estimate of 0.284. Then it can be seen that Government Support has a direct effect on Entrepreneurial Behavior, which is 0.17, which means more. greater than 0.05 with a standardized loading estimate of 0.161. The moderating variable between Passion and Government Support has a significant effect on Entrepreneurial Behavior with a value of 0.015 which means it is smaller than 0.05 with a standardized estimate with a positive sign of 0.01 which indicates that the Government Support variable moderates the relationship between Passion and Entrepreneurial Behavior.

4. Hypothesis Test Results

Based on table 4.17, it can be concluded that the results of the hypothesis test are as follows:

Table 4. Hypothesis Test Results

Hypothesis			EStimate	S.E	CR	P	Information
PW	←	EE	-,207	,151	-1,368	,171	Rejected
PW	←	SS	,262	,087	3,012	,003	Accepted
PW	←	P	,443	,179	2,480	,013	Accepted
PW←EE	←	GS moderation	,002	,000	3,200	,001	Accepted



PW←SS	←	GS moderation	,002	,001	3,508	***	Accepted
PW←P	←	GS moderation	,001	,001	2,426	,015	Accepted

Source: Processed by researchers with AMOS21

## Closing

### Conclusion

Based on the results of the research and discussion above, the following conclusions can be drawn:

1. Entrepreneurial Education does not have a positive and significant effect on Entrepreneurial Behavior among MSMEs in Sorong City. This is proven by the CR value being negative one point three hundred and sixty eight with a significance below zero point zero five or five percent which is indicated by the p value zero point one hundred and seventy one.
2. Social Support has a positive and significant effect on Entrepreneurial Behavior among MSMEs in Sorong City. This is proven by the CR value of three point zero twelve with a significance below zero point zero five or five percent which is indicated by the p value of zero point zero zero three.
3. Passion has a positive and significant effect on entrepreneurial behavior among MSMEs in Sorong City. This is proven by the CR value of two point four hundred and eighty with a significance below zero point zero five or five percent as indicated by the p value of zero point zero thirteen.
4. Government Support moderates the influence of Entrepreneurial Education on Entrepreneurial Behavior among MSMEs in Sorong City. This is proven by the CR value of three point two hundred with a significance below zero point zero five or five percent as indicated by the p value of zero point zero zero one.
5. Government Support moderates the influence of Social Support on Entrepreneurial Behavior among MSMEs in Sorong City. This is proven by the CR value of three point five hundred eight with a significance below zero point zero five or five percent as indicated by the p value of zero point zero zero zero.
6. Government Support moderates the influence of Passion on Entrepreneurial Behavior among MSMEs in Sorong City. This is proven by the CR value of two point four hundred twenty six with a significance below zero point zero five or five percent as indicated by the p value of zero point zero fifteen.

### Suggestions

1. The results of the descriptive analysis of Entrepreneurial Education produced the lowest average found in the statement "I received training about entrepreneurship." MSME actors need to pay attention to this because this is very important, it can increase insight and understanding about entrepreneurship for MSME actors in Sorong City so that it can become a basis before starting a business.
2. The results of the descriptive analysis of Social Support produced the lowest average found in the statement "My friends help promote my product or business." MSME players in Sorong City need to pay attention to this because promotion through relationships is very important in a business.
3. The results of Passion's descriptive analysis produced the lowest average found in the statement "I believe that investing my time in practicing will provide positive results in the development of my

- business.” MSME players in Sorong City need to maintain this because they need to increase their time investment to hone their skills and also develop their business or business.
4. The results of the descriptive analysis of Entrepreneurial Behavior produced the lowest average found in the statement "I am active in looking for new opportunities in my business." This needs to be considered so that MSMEs in Sorong City are able to look for business opportunities and continue to develop their businesses based on existing opportunities.
  5. The results of the descriptive analysis of Government Support produced the lowest average found in the statement "The government provides easy access to obtain business capital loans." MSME players in the city of Sorong need to pay attention to this so they can better understand how to access capital from the government, because this is very important for running a business.

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