

**ISTANBUL COMMERCE UNIVERSITY
INSTITUTE OF SOCIAL SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION
MASTER OF BUSINESS ADMINISTRATION**

**THE EFFECT OF ENTREPRENEURIAL
CHARACTERISTICS ON ENTREPRENEURIAL
INTENTION**

Master Dissertation

Samuel Kofi AZUMAH

200007104

Advisor: Prof. Dr. Ahu Tuğba KARABULUT

Istanbul May, 2019

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	UNVANI, ADI SOYADI	İMZA
TEZ DANIŞMANI	<i>Prof. Dr. A. Tuğba Kerekelet</i>	<i>[Signature]</i>
JÜRI ÜYESİ	<i>Doç. Dr. Bora YUDİZ</i>	<i>[Signature]</i>
JÜRI ÜYESİ	<i>Dr. Öğr. Üy. Merve Tazım</i>	<i>[Signature]</i>

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ABSTRACT

Entrepreneurship is an essential spine in globalization and economic development, which promote innovation and new product development to meet the high demand and the quest for sophisticated products. Entrepreneurial Characteristics motivate and enable individuals to start the process of establishing an enterprise. The purpose of the study is to determine the effect of entrepreneurial characteristics on entrepreneurial intention. This thesis sets out to examine how the entrepreneurial characteristics possibly affect individual's entrepreneurial intention. Previous studies were examined on the subject field to provide detailed insight into the literature and set a road map for the study.

To investigate this phenomenon appropriately, online survey was conducted in Istanbul Commerce University and University of Bremen. Specifically, 401 graduate students from the business and economics department participated in the survey. The data was systematically analyzed using SPSS to perform demographic analysis, descriptive analysis, factor analysis for both scales, reliability analysis, correlation analysis, and regression analysis. The hypotheses of the study were tested and accepted. The selected characteristics are statistically proven to be affecting entrepreneurial intention. The results of the study are expected to shed light on the future researches.

ÖZET

Girişimcilik, küreselleşme ve ekonomik kalkınmada önemli bir unsur olup, yüksek talep ve sofistike ürünler arayışı için yenilik ve yeni ürün geliştirmeyi teşvik etmektedir. Girişimci kişilik özellikleri, bireyleri bir girişim kurma sürecine başlama konusunda motive eder ve olanak sağlar. Çalışmanın amacı, girişimcilik özelliklerinin girişimcilik niyeti üzerindeki etkisini belirlemektir. Literatür hakkında detaylı bilgi vermek ve çalışma için bir yol haritası belirlemek amacıyla konu alanında daha önce yapılan çalışmalar incelenmiştir. Bu konuyu uygun bir şekilde araştırmak için İstanbul Ticaret Üniversitesi'nde ve Bremen Üniversitesi'nde araştırma yapılmıştır. Araştırmaya, İşletme ve Ekonomi bölümünden 401 yüksek lisans öğrencisi katılmıştır. Verilere demografik analiz, tanımlayıcı analiz, her iki ölçek için faktör analizi, güvenilirlik analizi, korelasyon analizi ve regresyon analizi SPSS kullanılarak uygulanmıştır. Çalışmanın hipotezi kabul edilmiştir. Seçilen girişimcilik özelliklerinin girişimcilik niyetini etkilediği istatistiksel olarak kanıtlanmıştır. Analiz sonuçları gelecekteki araştırmalar için öneriler ve çalışmanın sonuçları izlenerek tartışılmıştır.

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LIST OF ABBREVIATIONS

AT: Tolerance of Ambiguity

SE: Self-Efficacy

TPB: Theory of Planned Behaviour

SEE: Shapero's Entrepreneurial Event



INTRODUCTION

In the light of these days, Entrepreneurship is the main motivation power behind the global economic advancement and sustainability. There is a global concern for entrepreneurship, and nations with more potential entrepreneurs are conceivable to develop rapidly as buoyant Economy. The enthusiasm towards entrepreneurship is receiving expanded consideration in the 21st century and it is consequently foreseen to be significant and well-known point in scholarly research. The connection between entrepreneurial characteristics and entrepreneurial intention is fascinating if we reflect on the financial significance of entrepreneurial interest mentioned via diverse authors. Entrepreneurial behaviour and creativities are essential drivers of economic development and have a direct contribution to innovation in nations. It shows a higher commitment of entrepreneurs to work creation as compared with stable organizations. However, it is known that the works in these startups are not secured. Entrepreneurship provides numerous opportunities for improvement of Knowledge, workers abilities, motivates, and gives incentives not only on a financial related dimension but on an individual dimension as well.

This thesis focuses on the investigation of entrepreneurial characteristics as possible predictors or pivotal component that affect entrepreneurial intention and the consideration of these inclinations and other factors. The increase of startups and entrepreneurs in the past decades has contributed to entrepreneurial intention and characteristics to receive great concern by many kinds of research. Entrepreneurial intention is referred to a mental depiction of actions to be executed by individuals to either establish a new commercial venture or to create new worth within the present organization. Entrepreneurial characteristics stimulate and enable individuals to start the tough procedure of creating a new venture. The characteristics of entrepreneur highly affect the execution and achievement at several stages of the venture process.

Entrepreneurial intention is determined by entrepreneurial characteristics and demographic factors. Preceding researches concerning the effects of entrepreneurial characteristics on entrepreneurial intention are clearly explained but still, there are some few inconsistencies and technical errors in research interpretations, gaps due to lack of

comprehensive data sources in the studies that require an additional study on the subject field.

Based on the above, this thesis sets out to investigate how the entrepreneurial characteristics affect or contribute to the entrepreneurial intention. Thus, this thesis seeks to answer the following research question: How do specific entrepreneurial characteristics influence the intention to become an entrepreneur? What role do entrepreneurial characteristics and demographic factors play on the formation of entrepreneurial intention? The goal of this thesis is to determine whether selected characteristics that are repeatedly highlighted in the literature, sway entrepreneurial tendencies and have a predictive effect on entrepreneurial intention. Notwithstanding this point, predominance and variability of the effect of entrepreneurial characteristics on entrepreneurial intention with respect to demographic variables such as age, gender, marital status- and two other variables; knowledge in entrepreneurship courses and entrepreneurs in the family, are also considered. This study adopts a quantitative research methodology by investigating graduate's students from Istanbul Commerce University and the University of Bremen through a distributed online survey. Specifically, 401 graduate students from the Business and Economics department participated in the survey.

To discover the effect of entrepreneurial characteristics on the entrepreneurial intention, the thesis starts with the consideration of the conceptual background and the review of the literature to provide detailed insight for the research. The research gaps are identified and pointed out considering previous research contributions. Systematic analysis of the data was done via SPSS, and the following analyses were done: demographic analysis, descriptive analysis, factor analysis for the scales, reliability analysis, correlation analysis, and regression analysis.

Finally, a summary of the findings and the analyses are discussed following the suggestions for future studies as well as a presentation of the implications.

1. EVOLUTION AND THE CONCEPT OF ENTREPRENEURSHIP

The purpose of this chapter is to expand the know-how and comprehension of the field as well as supplying the theoretical history for the study. It is essential to analyze and make a distinctive review of preceding studies concentrating on the entrepreneurial characteristics and the intention. The literature reviewed contain most relevant studies that have been accomplished within the past specifically those related to the concerned area of the study. Furthermore, researches associated with the general overview of entrepreneurship also are reviewed to share extra insight into the study. The chapter begins with the explanation of the evolution and the idea of entrepreneurship with unique reference to the entrepreneurial characteristics and entrepreneurial intention, which play their extensive function within the procedure of the study.

Various researchers have composed comprehensively and broadly on the wellspring of entrepreneurship. It is fascinating to recognize that the greater part of the researchers which expounded on the starting point of entrepreneurship are either business analysts or history specialists. The idea of an entrepreneur is gotten from the French idea "entreprendre" which abstractly is equal to the English idea "to undertake" (McCaffrey and Salerno, 2011, pp. 552-560). From the business perspective, to undertake, intends to begin a business. From the authentic perspective, Schumpeter (1951, p. 253) opined that the French market analyst Richard Cantillon, the first to originate the idea "entrepreneur" in his work in 1755 (Burnett, 2000, p. 2). He saw the business visionary as a daring person. However, a few researchers battle that it was a market analyst, Jean Baptiste Say, who broke down the idea in a propelled way in his work in 1821 where he recognized entrepreneur as a new economic phenomenon.

Considering previous literature we can gather that the idea "entrepreneur" is nearly as old as the formal control of economics itself particularly given the way that it was market analysts, for example, Adam Smith, David Ricardo, and John Stuart Mill who have composed widely on it, also alluding to it as "business management". In any case, in contrast to Smith and Ricardo, Mill focused on the essentialness of business enterprise for monetary development. Schumpeter argue another famous business

analyst, Alfred Marshall buttressed Mill's view by formally perceiving enterprise as an imperative factor of generation in 1890; he saw business as association creation and trusted that entrepreneurship is the driving component behind the association.

The historical backdrop of entrepreneurship can be followed back to the medieval times, when the entrepreneur was essentially somebody who completed errands, for example, undertaking a development by applying every asset at his/her possession. In any case, it was amid the sixteenth century when business was utilized as a typical term, and the "entrepreneur" came into play as an individual who is in charge of undertaking an enterprise adventure. In the seventeenth century, early business analysts noted unexpectedly that entrepreneur bears risk as a feature of his work definition. All things considered, Schumpeter was the person who truly settled on the field of business enterprise by connecting it understandably with development (Cantillon, 1755, p. 65). Nonetheless, Drucker characterizes it as a deliberate and expert regulator, gave extreme comprehension to the area. Two bunches of thought on the importance of business enterprise was recognized, one is gathering information on the attributes of the business while the second is gathering information on the results of the enterprise (Chrisman, Chua, and Sharma, 1999, p. 12). The table below portrays the development of entrepreneurship theory and entrepreneurial concept.

Table 1. Development of Entrepreneurship Theory and Entrepreneurial Concept.

Period	Concept
Middle Ages	actor and person in charge of large-scale production projects.
17th Century	Assumed as the threat taker of profit (or loss) who does engagement with the government at a hard and fast charge.
Richard Cantillon (1755)	A person who takes a risk in addition /or supplying capital
Beaudeau (1797)	Risk taker, Planner, Supervisor, Organizer, and the Owner.
Jean-Baptise Say (1803)	Distinguished entrepreneurial profits from the capital gainings.
Francis Walker (1876)	Made a distinction between those who make a profit from funding, who make from managerial skills.
Joseph Schumpeter (1934)	An entrepreneur is an innovator and develops untested technology
David McClelland (1961)	An entrepreneur is Enthusiastic and moderately risk-bearer.
Peter Drucker (1964)	Entrepreneur increases chances.
Albert Shapero (1975)	An entrepreneur takes initiative, organizes socio-monetary mechanisms and acknowledges the mistakes and errors.
Karl Vesper (1980)	Entrepreneurs are evaluated by financial analysts, psychoanalysts, Commercial experts, and political analysts differently.
Gifford Pinchot (1983)	An intrapreneur is an businessperson in an organization that is formerly established.
Nielsen, R. P., Peters, M. P., and Hisrich, R. D. (1985).	Entrepreneurship comes with spending essential time and effort, assignment monetary, physical and social dangers, the process of making an extraordinary cost for economic awards and private pleasure.

Resource: Hisrich, R. D., and Peters, M. P. (1992). Entrepreneurship: Starting, developing, and managing a new enterprise: McGraw-Hill/Irwin.

Considering all the definitions above, it cut across all the activities of entrepreneurship even though there were differences in their ideas. The ideas fit directly into today's understanding of entrepreneurship. Entrepreneurship includes basic leadership,

advancement, execution, anticipating of things to come, independence, achievement first and this is the means by which business is created. Entrepreneurship is monitored with idea base principles. It's miles a result of complex monetary, intellectual, mechanical, valid and exceptional components. It is a changeable and risky undertaken. It consists of a mixture of financial, innovation and a person's potentials. The business enterprise is further material of all shapes and sizes agencies, to economic and non-financial events.

Business is a procedure, it's anything but a mix of some wandering occurrences that flows in a sequential order toward the fulfillment of one's intention in the sense of financial gain. It is the deliberate and composed look for transformation, steered after chronological analysis of chances in nature. Entrepreneurship is a logically how one considers, one behaves and in this manner, it can happen in any circumstance be it business, administration or in the field of instruction, art, and innovation, neediness or others. Entrepreneurship is depicted as a procedure of activities a person embraces to set up his/her venture. Business enterprise is an innovative action. It is a skill of detecting opportunity where others see disarray, logical inconsistency and perplexity. Business is the mentality of the psyche to look for circumstances, take risks and infer benefits by setting up an endeavour. It includes various exercises engaged with origination, establishing and managing an endeavour.

Entrepreneurship is portrayed as an organized improvement, which involves the intentional and a quest for changes, and it is the proficient examination of the open doors for which such changes may offer for money related and social headway. Entrepreneurship is a vigorous strategy of vision, change, and creativity. Its requirements are the usage of imperativeness and vitality in the direction of the creativity and execution of new contemplations and inventive ideas. Essential components trigger the motivation to take a risk in the first place, then the ability to figure out convincing undertakings, the creative bent to obtain the required resources, the key capacities of constructing a concrete procedure and finally the foresight to see prospects where others perceive issues, coherent irregularity, and disorder.

2. ENTREPRENEURIAL CHARACTERISTICS

Some enterprise professionals advocate that the entrepreneurial drive is inborn, a characteristic is acquired at birth, whilst others accept it as true that all people can turn out to be an entrepreneur. Whether a person is born with it or develops it, there are characteristics and tendencies required for successful entrepreneurship. Characteristics can be described as the type of person you are, which is shown by the way you behave, feel, and think, a feature of an individual that defines the belonging person in terms of attitudes, talents, style, external appearance, fit of his/her surroundings, behaviour, etc. Characteristics can be defined in many diverse forms depending on the context, so one definition cannot depict all the aspects. Entrepreneurial characteristics have been researched in the field of study for many years. The characteristics of an entrepreneur are distinguished in high vitality inventive individuals, excessive creativeness, who is self-assured, have high levels of confidence and are futuristic in their outlook as they seek to frequently resolve issues, take risks and research from screw-ups. They thrive on alternatives, have a trait of predisposition to displaying initiative, and willingly receive private responsibilities for initiatives. They tackle every accessible asset in their possession to make progress without anyone's assistance.

Hines (2004) believes there are minimum nine entrepreneurial characteristics (other than the truth that successful entrepreneurs need, to be honest, wise, skillful and nicely-knowledgeable in their selected fields) that he values distinctly: strength stage, self-image, braveness, passion, preference to investment, creativity, inventiveness, tenacity, and executives attributes. Entrepreneurs have to be a frontrunner and a charismatic man or woman. Charisma may be characterized as a private charm, a fixed of private characteristics acquired by using others, primarily based on that an individual can turn out to be a leader with a power on the subordinates. Psychological scholars, for instance, argued that business individuals possess specific entrepreneurial characteristics and tendencies that identify them (Cooper and Dunkelberg, 1987, pp. 18-19). They identified risk-taking as the earliest labeled characteristic. Hazard incorporates both monetary hazard and non-money related factors, for example, vocation prospects and

family. Carland, Carland, and Stewart (1996) found that the maximum pervasive enterprising trait is the requirement for accomplishment. He distinguished requirement for accomplishment as a vital point in profession choice, for instance, a man or woman can be a police officer, an income representative, or a pioneering entrepreneur as in line with their requirement for accomplishment and its effect on the yearning for innovative interest and function (Carland, Carland, and Stewart, 1996, pp. 1-20). Additionally, do not forget intuition as a center modern trademark in their investigation of commercial enterprise people. Business visionaries with less intuition might be no longer a lot ingenious however alternatively more concrete and reasonable of their way to deal with enterprise.

When the demographic method is applied to describe entrepreneurs, the characteristics of a person's historical past would be considered. Some famous demographic elements that have been studied include family procreation path. Studies show that firstborns generally have a tendency to searching out more responsibility and are excessive achievers, which researchers claim might be to correlate with being an entrepreneur. Distinct demographic factors which have been studied via the manner of entrepreneurship researchers include marital reputation, age, education status of parents, and socio-economic scenario. Previous research examines how man or woman demographic and cultural backgrounds have an effect on the probabilities that someone will become an entrepreneur and achieve success on the endeavor (Binanchi, 1993, p. 58)

McClelland (1961) identified that business oriented persons have a higher want for success than people without entrepreneurship knowledge. Noticeably, McClelland's conclusion was in contrast with the popular opinion, he affirmed that entrepreneurs are the best reasonable risk takers (Binanchi, 1993, p. 65). Extraordinary researches on entrepreneurial characteristics and intention of wealthy entrepreneurs have become very popular in the 19th century. A specific evaluation of Timmons (1994) scrutiny of 50 academic papers discovered a consensus around the subsequent six well-known character traits of businesspersons: commitment and determination, management, possibility preoccupation, Tolerance of hazard, tolerance of ambiguity, Creativity, Self-efficacy, Ability to conform and Motivation to excel.

Enormous research has been devoted to the endeavour of identifying the tendencies and entrepreneurial characteristics of an exclusive entrepreneur. To bear thoughts with John Hornaday the characteristics of wealthy entrepreneurs are tabulated below.

Table 2. Characteristics of Successful Businesspersons

Self-confident and optimistic	Energetic and diligent
Able to bear a measurable risk	Creative, need for success
Respond positively to challenges	productive leader
Flexible and able to adapt	Responsive to suggestions
Knowledgeable of markets	Take initiatives
Independent-minded	Resourceful and persevering
Able to get along well with others,	Perceptive with foresight
Versatile knowledge	Responsive to criticism

About, J. and Hornaday, J. A. (1971), Characteristics of a successful entrepreneur, *Employee Psychology*, 24 (2), p. 141

Academic scholars investigated people in order to figure out why people are different from each other, why people react differently to similar situations, why some people are happier and why others are more successful. In the business context, psychological characteristics are explored to provide explanations for such questions for instance who becomes an entrepreneur? People become an entrepreneur because it's conceived that entrepreneurs inherently act, behave and think differently than ordinary people.

Certain characteristics are assumed to be entrepreneurial behaviour and attracted researchers' attention. Success motivation, risk bearing, tolerance of innovativeness, tolerance for ambiguity, locus of control and need for autonomy, which are included in this study, are just a few of the psychological characteristics linked to entrepreneurial intentions and frequently emphasized in the literature. Yet there are more besides these, which are also, examined, such as the need for dominance, openness to experience, neuroticism, need for affiliation, etc. Most popular characteristics linked with entrepreneurship research are the propensity to take risks, self-confidence, need for achievement, tolerance for ambiguity, locus of control and innovativeness (Ferreira et, al., 2012, pp. 424-440). The table below displays an extensive list of entrepreneurial characteristics researched in academia.

Table 3. A Summary of Entrepreneurial Characteristics

Begley and Boyd (1987)	Vecchio (2003)	Morris, Kuratko and Covin (2008)
Need for achievement, Locus of control, Risk-taking propensity, Tolerance of ambiguity.	Risk-taking, Need for achievement, Need for autonomy, Self-efficacy, Locus of control, Overconfidence/hubris	Drive to achieve, Internal locus of control, Calculated risk-taking, Tolerance of ambiguity, Commitment / Perseverance, Independence,
Kao (1991)	Grant and Perren (2002)	Self-confidence / Optimism Tolerance for failure,
Commitment, Perseverance, Drive to achieve and grow Opportunity and Goal orientation Initiative and Responsibility Persistent problem solving, Realism and a sense of humour, Seeking and using feedback, Internal locus of control Calculated risk bearing, Low need for status and power, Integrity and Reliability.	Risk acceptance, Innovation, Personal drive, Belief in Control, Ambiguity tolerance, Need for dependence, Opportunity-seeking, Intuitive, Vision, Self-confidence Takes responsibility, Resource marshaling, Value adding, Good networkers, Capacity to inspire, Growth orientation, Diligent Pro-activity.	Persistent problem solving, Opportunity orientation, Integrity and Reliability, High energy level, Resourcefulness, Creativity and innovativeness, Vision, Team building
Carland, Carland, and Stewart (1996)		Rauch and Frese (2007)
Risk-taking Creativity and Innovation Need for achievement Intuition.		Optimism, Aggressiveness, Innovativeness, Rigidity, Passion for work, Need for autonomy, Norm orientation, Self-confidence, Need for dominance, Goal orientation,
	Rauch and Frese (2007)	

	<p>Need for achievement, Flexibility, Conformity, Internal locus of control,</p>	<p>Conservatism, Tolerance for ambiguity, Tenacity. Creativity, Forthrightness,</p>
<p>Kuratko and Hodgetts, (1998)</p>	<p>Protestant work ethic beliefs,</p>	<p>Practicality, Enthusiasm,</p>
<p>Commitment / Perseverance , Drive to achieve, Opportunity orientation, Initiative . Responsibility, Persistent problem solving, Seeking feedback, Internal locus of control, Tolerance of ambiguity, Calculated risk taking, Integrity and Reliability, Tolerance for failure, High energy level, Creativity / Innovativeness, Vision, Self-confidence / Optimism, Independence, Team building,</p>	<p>Future orientation, Stress tolerance, Risk-taking propensity, Proactive personality, Originality, Self-efficacy, Self-esteem, Benevolence, Neuroticism, Sobriety, Higher order need, Experience, Type-A behavior, Skepticism, Dogmatism, Humility,</p>	<p>Shyness, Trustworthy, Emotional stability, Self-reliance, Endurance, Conscientiousness, Delay of gratification, Impulsiveness, Openness to experience, Need for affiliation, Tough-mindedness, Extraversion, Discipline,</p>

2.1. Need for Achievement

It can be interpreted as a harmony of character that motivates a person to stand the undertaking in accomplishing achievement and excellence. Individuals who have excessive want for achievement will retain to that insistent until something favourable is attained. Achieving success can be defined as reaching a definite target in a specific context that has a personal feeling of satisfaction and fulfillment. As the target is personal it changes from person to person, when he/she finishes a difficult task, reaches comfort, earns a contest, has received high marks from exams, or overcomes complicated situation; an individual can consider it as achievement. For this reason, it can be said that achieving success does not have universal objective criteria for everyone. In the end, not everyone equally appreciates results, and consequently, not everyone defines outcomes as success or achievements (Ford, 1992, pp. 437-445). Distinctly excessive need for success and choice to attain personal targets are related to excessive task overall performance, which is an objective benchmark, thru direct and oblique family members. The concept of the need for achievement is the trait a person need to climb higher and always deliberating to do things higher, and setting sensible objectives by taking volatile action after calculating the dangers of the decisiveness. Individuals with an excessive need for success have the tendency to attempt to be better than others. They don't keep away from aggressive environments, also they see those settings as opportunities to be superior to others. Thus, those individuals tend to get bored in monotonous and easy tasks and like more difficult process options. They are in all likelihood to set more hard goals. The high need for achievement performs an essential role and leads people to pick out an entrepreneurial career as a profession. They have a strong interest to acquire, lead people to set numerous desires, resolve problems through the usage of perseverance and therefore those people find out their way in entrepreneurship.

Entrepreneurs encounter multiples of challenges and obstacles in their course and that is very hard to withstand in a psychological manner. Therefore, the need to achieve is an essential tool and driving power for them to continue. Individuals with the need to achieve can take the obligation of a difficult task as dealing with a new business enterprise by ordinary putting desires and operating in the direction of achieving their target. Several meta-analyses about characteristics of entrepreneurs found that

entrepreneurs are different in achievement motive than managers (Collins, Hanges, and Locke, 2004, pp. 95-1176; Stewart Jr and Roth, 2004, pp. 14-21; Zhao, Seibert, and Hills, 2006, pp. 381-404).



2.2. Tolerance for Ambiguity

Tolerance of ambiguity refers to the ability of an individual to tolerate the concurrent presence of diverging situation, and expectancies (which are often primarily based on diverging values, norms, attitudes, beliefs and ideals), to simply accept the consequential contradictions, uncertainty, and to utilize the resulting diversity, mainly whilst fixing a trouble or taking a decision. It is with this regard one is capable in acceptive and to act without weariness, disorientation in situations having conflicting, several perceptions or results. The meaning and attributes related to the paradox within the literature consistent with square measure multidimensionality, wholeness, division, probabilistic, non-structural, lack of data, inconsistency, contradiction and incoherence (Norton, 1975, pp. 607-619).

Ambiguity is a cognitive condition resulting from the inability to explain and define the meaning of events in a person's life (Crigger, 1996, pp. 37-47). Tolerance for ambiguity (AT) can be described as an individual's ability to cope with this uncomfortable situation. In the field of psychology, people either have low or high tolerance for ambiguity because it was described as a unidimensional scale. Individuals' reaction to ambiguity varies greatly and people with low tolerance experience remarkable stress, indecision and difficulty when facing ambiguity while highly tolerant people can even enjoy the same affairs (Brunswik, 1949, pp. 108-143). People's inclination to ambiguity also varies across cultures. In those cultures, there's a worry for uncertainty and those even can take excessive precautions to avoid it (Hofstede, 2001, pp. 1-14).

Individuals experience ambiguity in many aspects of their lives for instance Marriage, career selection, choosing a place to live and similarly all major life events include uncertainties and put pressures on individuals. Particularly to make decisiveness about the future can be frustrating because the future includes lots of doubts. People naturally perform poor in uncertain environments, and ambiguity is a major factor of stress. Enterprise condition requires people to behave and decide while there are incomplete information and uncertain results (De Berker et al., 2016, pp. 45-51). Appreciably, in newly based businesses, ambiguities are abundant and decision makers need to move without seeing a complete picture of the way to identify a sustainable capital, who to

hire, How to locate target marketplace and customers, How to position against the competitors, Those questions frequently need to be dealt without good enough time and statistics. Business existence consists of a diffusion of uncertainties; political, competitive priced and different environmental dynamics are regularly converting, leaving managers in hard situations. entrepreneurs will want high tolerance for ambiguity in order to make sound selections and no longer abandon the business during turbulent times. In preceding researches entrepreneurs located to be better in tolerating ambiguity.



2.3. Entrepreneurial Self-Efficacy

Self-efficacy is defined as one's perception of the capability to carry out a project and will expect the extent of attempt and enduring power one will connect to triumph over problems associated with the fulfillment of the project. The idea is classified to be an essential driving force inside the expertise of someone's intention to begin a brand new business.

SE is a subjective phenomenon that results from a perfect degree of self-rating of an individual. It's miles the feeling of one's skills attainment to achieve success in a traumatic context. people may additionally have excessive or low self-efficacy and additionally, it could alternate to some extent over a period, as it's far considered as associated with a person's experience in life which includes perceived disasters, disappointments or achievements, fulfilments and emotion related to it. As an example is a person who encounter comparable negative conditions, again and again, consequently grow to be insecure, loses his/her self-belief throughout the course. However, a person who satisfies his expectations accompanying great emotions can increase his/her SE.

Self-efficacy impacts on behavioural choices and consequently people with high SE engage in situations wherein they perceive excessive control over the outcomes and could keep away from the situations wherein they sense they possess a low amount of control on them (Wood and Bandura, 1989, pp. 361-384). The phrase "self-efficacy" has been described with the aid of entrepreneurial context as the energy of someone's perception that he or she is able to effectively play the various roles and tasks of entrepreneurship (Chen, Greene, and Crick, 1998, p. 301). The consequences of entrepreneurial self-efficacy on entrepreneurial aim are of high quality. The SE of an individual gives abilities to perform key functions in entrepreneurial, level enterprise fulfillment. Lack of SE may inhibit an individual's strategies that might lead him to fulfillment despite the fact that the character probably has required skills and capabilities. Firstly, when starting commercial venture, entrepreneurs need to acquire money to finance operations, salaries, working capital, and many others, before the start of operation.

Analyses show that the essential function of self-efficacy in the valuable competences particularly the four levels of entrepreneurial lifestyles-cycle (Kickul and D'Intino, 2005, pp. 39-47). The four levels are the following: searching, making plans, marshaling and implementing. The technique of challenge introduction starts with the searching phase wherein the entrepreneur develops a concept or an opportunity. Afterward, the entrepreneur ought to rework his/her concept into a viable plan and analyze the specific factors related to the concept. If you want to deliver the assignment to the marketplace, the founder desires to collect all the assets required for the mission advent together with economic support or hard work pressure. The final phase is the implementation where the entrepreneur executes all the tasks critical to guarantee the survival of the new company created and possesses the perfect competencies.

The most powerful predictor of entrepreneurial self-efficacy is performance feedback, especially beyond overall performance successes (Gist, 1987, pp. 472-485). Many researchers used Social Cognitive principle to outline the resources of entrepreneurial self-efficacy. The viable impact of an entrepreneur is performance feedback on contemporary self-efficacy. It has been highlighted that the threat of experimenting fulfillment in entrepreneurship is classified as the importance of overcoming barriers through efforts and perseverance in constructing a robust perception of one's own abilities. the second antecedent of self-efficacy is the oblique experience that people get hold of from position modeling by comparing their competencies to those function models. Influencing one's ideas in his or her personal abilities, social persuasion highlights the significance of practical encouragements and performance remarks on self-efficacy. The potential hazard associated with unrealistic levels of self-efficacy on future ideals of one's capabilities is a wise assessment of the character influencing an individual's self-efficacy in terms of credibility, expertise, trustworthiness, and status. In spite of the fact that individuals who possess higher self-efficacy enhance their motivation to act, it is always not the norm to achieve an efficient output of work (Başar, 2018, p. 26). If people believe they are capable of finishing or accomplishing a task they display a more confident approach, yet if people doubt their abilities they are more likely to give up.

2.4. Innovativeness

Innovation is connected with the adoption and implementation of a new concept, product or procedure. In a broader sense, it is able to also exist in different organizational activities along with advertising and marketing and organizing income and distribution of economic practices, etc. Numerous perspectives evaluate innovation as progressive behaviour that can be analyzed at the company, national or individual level (Barsh, Capozzi, and Davison, 2008, p. 4). In recent years, papers and studies published that creativity and innovativeness grew unexpectedly. Researchers and industry experts see innovation as a powerful and essential device for corporations' sustainability and performance. Competition places a burden on companies to increase and encourage techniques of innovation to cut down costs. Innovativeness outperforms modern technology at a fast charge requiring R&D departments to generate new outputs continually. Customer needs are continuously converting traumatic manufacturers to produce higher functioning, higher designed, extra useful and elegant products. Competition places a burden on the rate to increase and encourage technological innovation to cutback fees. New improvements outpace contemporary technology at a fast rate requiring R&D departments to generate new outputs continually (Barsh, Capozzi, and Davison, 2008, pp. 6-12). In short, market dynamics push agencies to frequently innovate and reply to any change in the surroundings; in other phrases, it needs to be tailored to the employer culture and be persistent. It is critical to say the difference between invention and innovation while describing innovation. An invention is the emergence of a brand new device, a tool which has not existed before. This device may additionally turn into a successful product and utilized by hundreds or maybe unprofitable or impractical for manufacturing and therefore postponed. however, innovation must encompass the integration of new concept into a new product, procedure or carrier and efficiently advertising in contrast to the invention.

A large majority of innovation and newness comes from new entrepreneurially based companies. It's established that many companies focus on their products regularly and fail to foresee the characteristics and dynamics in the market. additionally, entrepreneurs need to place new and higher appearing products if you want to compete with existing corporations. As an end result, entrepreneurship cannot be separated from

innovation (Popadiuk and Choo, 2006, pp. 302-312). For an individualistic view, innovative people strive to triumph over barriers with new and untested approaches. Research approximately pointed out that characteristics of an entrepreneur specified excessive innovativeness in entrepreneurially inclined people. This means that innovativeness, as a characteristics can be one of the critical drivers of a person's inclination for entrepreneurship.



2.5. Locus of Control

Locus of control is a concept about an individual's perspective of events affecting their lives. If someone is oriented to believe the successfulness, rewards, positive things or negativities and failure are the results of his/her own effort, it is said that the person has an internal locus of control condition. In another case if an individual believes locus of the control in his/her lifetime is due to the badness of luck or because of other people which are out of control, this person is said to have an external locus of control.

A person's imprint about the factors that affect their life history can make a huge influence on their conclusion and acquirement (Rotter, 1966, pp. 1-28). External locus of control may lead to a deficiency of motivation, lack of incentives to hard employment and absence seizure of action. These people are more prone to a notion like anger, sadness or helplessness (Rotter, 1966, pp. 1-28).

Internal locus can provide people with energy, self-assurance, positive degree of humour to pursue targets, the power to focus at their workplace. Additionally, human beings are responsible of their natural activities in different ways even though they'll perceive rewards which include cash, fame, felicity (Prociuk, Breen, and Lussier, 1976, pp. 299-300). In the entrepreneurial context, inner locus of control may be a beneficial driver for entrepreneurial intention formation. Internal locus of control inclines managers to push worker's overall performance in economic downturns when there is the draw of uncertainties. Also, inner locus of control is useful for personal activities and overall performance.

Some other key concern is whether or not an individual's orientation about the locus of control can be modified with intervention or self-effort. It's no doubt that if an individual that has an external locus of control should alter their angle and notion about management, are able to carry out better and be happier. Human beings can try to realize their current position within the activities and attempt to be more internal. The internal locus of humans might also grow to be more liable to depend on his or her future plans approximately assuming entrepreneurial dangers by way of believing hopefully that the achievement is beneath his or her control interpretation.

2.6. Propensity to Take Risks

Propensity can be described as an opportunity to get broken or harmed. Calculated risk-taking is the modern-day technique for entrepreneurs. Propensity of risk can lead one to fulfillment or disappointment, for that reason one should calculate risk earlier and evaluate advantages and drawbacks before tempting it. Propensity can be described as an opportunity to get broken or harmed.

Risk taking is a conduct wherein decision maker knows that possible results may also have the capability to boom or decrease the outcome of the decision at various tiers. An individual's desires are ideal even if he/she knows that opportunity or unwanted effects happen. People fluctuate their threat attitude. Most people are danger averse, which means they may be unwilling to take dangers and desire job security, typically obey the policies and laws in society and like deliberate situations, on the opposite, some humans are risk-bearers. These human beings are much less hazard touchy than risk averse people and frequently they have interaction in activities which can endanger social or financial balance in themselves or of the humans of their social circle (Brockhaus, 1980, pp. 509-520). These humans are more likely to do unstable investments, stand towards guidelines, or act spontaneously. Reckless risk bearing and calculated threat bearing have to be differentiated, before considering risk bearing in the enterprise context. Entrepreneurs are risk-bearer however, danger taking in an entrepreneurial manner does not suggest taking inconsiderate risks with activities executed by pathological chance seekers inclusive of drug abuse, severe sports, pathological gambling which have extreme health and/or different effects. It means risking present-day requirements of living

will acquire greater reputation, wealth and personal pride (Brockhaus, 1980, pp. 509-520). Nonetheless, taking entrepreneurial action also can have important effects consisting of severe financial debt/loss, low shallowness or confidence, lack of social family members and so forth, especially if the corporation fails, however, no longer always. Danger bearing mindset is a crucial part of entrepreneurial behavior and despite the fact that initial research discovered no significant distinction they also argued that entrepreneurs had been more at risk than managers, mentioning that

entrepreneurs had been confronted with extra ambiguous issues, and they have been taking all of the risks of beginning a business while managers bear occasional risks in a few managerial settings.

2.7. Need for Autonomy

Acting autonomous is the opportunity to freely behave without getting approval or order from a person. The need for autonomy is the choice to reach this state and to keep away from any form of limits so one can be unbiased and loose.

Human beings generally tend to prefer flexibility in their moves and alternatives. People with a high degree of autonomy need to manage their own running pace and be loose from orders (Zhang, 2007, pp. 2-3). Excessive rules or procedures often trouble them and lead them to autonomy-friendly jobs or positions. Starting a brand new venture may be one of the treatments for those human beings. When looking up to the meaning of entrepreneurship, the concept of autonomy is frequently mentioned. Although autonomy need is frequently linked with entrepreneurial orientation in firm-level analyses, it can be also said to associate with individuals. Need for autonomy is highly correlated with entrepreneurs.

Need for autonomy is one of the primary reasons for entrepreneurs of their startup movement. Much like self-efficacy, want for autonomy is also evolved for the person from the studies (Watkins, 1976, pp. 35-56). In the early years and youthful stage, strict policies and control can boost an individual's need for autonomy. If a lady, for example, isn't always allowed to select how she will be able to live, e.g., which clothes to get dressed with, which food she eats, which sports she will do and many others, she will increase a need to avoid restrictions. For some people, these constraints can make them dependent on different people making them unable to decide their very own. However, for some others, those pressures could make them to desire independence in their selection a career.

As previously explained above, the need for autonomy is one of the identifying characteristics of entrepreneurs. no matter the huge dangers, entrepreneurship can deliver stable rewards such as wealth, popularity and autonomy. Ultimately, an entrepreneur may fit more difficult as not to work beneath a boss. Entrepreneurs determined to have higher want for autonomy than non-entrepreneurs.

3. DEMOGRAPHICS, EDUCATION, AND RELATIVES

3.1. Gender

Considering gender as a variable in entrepreneurial intention studies is pretty not unusual. The obligations associated with the genders in a society can influence peoples' career alternatives like whether or not to end up as an entrepreneur or not (BarNir, Watson, and Hutchins, 2011, pp. 270-297; García and Moreno, 2010, pp. 261-283; Gupta et al., 2009, pp. 397-417; Haus et al., 2013, pp. 130-156; Wilson, Kickul, and Marlino, 2007, pp. 387-406). In a given society females' low freedom might not be very critical comparing to different societies and different responsibilities can be assigned to them so which can affect their decisions (Eagly and Wood, 1991, pp. 306-315). Consistently those society assignments reasons males and females to pick considered one of a kind career paths. Entrepreneurship is visible as masculine phenomena (Gupta et al., 2009, pp. 696-699). Analyzing the literature found out that risk-taking is a form of prerequisite for entrepreneurial behaviour, it is essentially related to men. Maximum of the established entrepreneurs are adult men and entrepreneurial aim differs for the duration of genders. Consequently, males have higher entrepreneurial purpose than women. Adult males have better entrepreneurial characteristics rankings than female.

3.2. Marital Status

Married couples can not easily undertake similar dangers that singles can. Having own family responsibilities, for instance, to pay the cost of residence of the circle of relatives can also have greater significance than private ambition. Married couples lay more emphasis on monetary issues in the family than the unmarried individual. Married couples are noted to do joint business on several occasions. Couples in their small might are capable of starting a family business. Many giant companies of today had their genesis as a family business that has been grown over a period of time. A typical example is Turkish family business style. They usually do family businesses. The risk in this family type of business is the structure and the succession plan. The family is a great source of motivation for starting a venture. Analysis accomplished by Cohn confirmed married couples are more risk-averse than singles, putting much less risky

belongings of their portfolio (Cohn et al., 1975, pp. 605-620). Several types of research concluded hazard tolerance is more regular in singles.

3.3. Age

Gender information in literature states that younger individuals bear extra dangers than older ones. As humans grow older, realizing a threat may have devastating and long-time period results. An older person might not have enough strength, time or motivation like a younger one, to reconstruct disrupted profession and economic security if the risk becomes the alternative, so he/she truly avoids dangers. More also, the young generation, are coming up with new ideas than the old generation. The young ones are being more creative and technologically inspired than older people. Young people have a strong desire and the quest to start a new commercial enterprise. In other sense, some older people also have the financial strength to start an entrepreneurial activity. Many studies which used the same methodologies to assess danger-taking behaviour of human beings observed that chance taking diminishes with age. (Kanodia, Bushman, and Dickhaut, 1989, pp. 59-77; Riley Jr and Chow, 1992, pp. 269-281; Vroom and Pahl, 1971, pp. 399-405). Signifying that younger individuals take advantage of opportunities than older people. Therefore Younger people have higher propensity of risk than older ones.

3.4. Entrepreneurship Course

People turn out to be businesspersons or born entrepreneurs are the potential opportunity of transforming potential businesses into actual ones. Increasingly, researchers and practitioners accept as true within the concept that entrepreneurs may be 'made' and entrepreneurship may be taught. Consequently, many analyses discovered changing consequences of entrepreneurship courses on attendees' belief and mindset approximately (Oosterbeek, Van Praag, and Ijsselstein, 2010, pp. 442-454; Peterman and Kennedy, 2003, pp. 129-144, Tkachev and Kolvereid, 1999, pp. 186-193). Therefore, it is distinctively anticipated that entrepreneurship education affects entrepreneurial intention: individuals who had already taken entrepreneurship direction to have better entrepreneurial intention than others. The entrepreneurial course complements students' attitudes and aims in the direction of establishing a firm.

Consequently, entrepreneurship course is beneficial to ensure entrepreneurial intentions. People who had already taken the entrepreneurship course have higher entrepreneurial characteristics rankings than others.

3.5. Entrepreneurs in the Family

Having entrepreneurs in the family positively affect the mindset of some family members to take up entrepreneurship as a profession. In the context of psychology, a mentor is described as someone whom an individual takes as a role model to be imitated. Individuals with entrepreneurs in their family stand the advantage to learn from them unofficially and begin to take steps towards establishing a new firm. Such individuals have the experience and the motivation to go into a new venture establishment. The character is often the mom, father, a popular artist or a well-known public personality but not always. The role model influences a person in many elements like the way to behave, the way to get dressed, the way to act and many others. Circle of relatives businesses is increasingly relying on the strategy of using technology and getting involved in business activities. Whilst there are lots of facts in choice making tactics, such as career direction selection (BarNir, Watson, and Hutchins, 2011, pp. 270-297) studies shows that with recognition to the source of the family background and mentors ,for instance, parents as opposed to others (i.e., close relatives), or immediately circle of relatives (i.e., moms, dads, siblings) as opposed to extended family (i.e., aunt, uncle, cousin, grandparent), have effect on entrepreneurial intentions via attitudes (Krueger, 1993, pp. 315-330; Delmar and Davidsson 2000, pp. 1-23). Family businesses succeed due to the fact that they invest in productive commercial enterprise emphasizing on growths and spend incredibly little in their wealth just to mobilize resources. Those families keep a lifestyle that encourages own family individuals to create things of lasting rate. it is now not sudden that the one's households encourage entrepreneurs.

Several studies related to role model with profession clearly shows that entrepreneurs in the family serving as coaches and mentors affect the entrepreneurial intention of an individual.

4. ENTREPRENEURIAL INTENTION

In this study, the concept of entrepreneurial intention is used to determine the resolution of someone to turn as an entrepreneur. Entrepreneurial intention is referred to a mental depiction of actions to be executed by individuals to either establish a new commercial venture or to create new worth within present organization. Why has intention become the main concern for new venture development? Entrepreneurship is a mindset that highlights a chance over scourge. The prospect realization process is clearly a planned course, and, therefore, entrepreneurial purpose clearly merits the intention.

Entrepreneurship is exactly the kind of deliberate behaviour and for which models for intention are perfectly matched. If models prove useful in the comprehension of enterprise formation, they offer a coherent, enormously generalizable, and the robust theoretical version for apprehension and prediction.

Entrepreneurial intention suggests the goal of a person to pick entrepreneurship as his/her profession, and individuals with entrepreneurial intentions strategize to take calculated dangers, converge resources and establish their own commercial ventures (Karabulut, 2016, p. 16). Entrepreneur intention can be described to be the idea as an unmistakable focus inside the astuteness, a condition of creation and decision of target; the captivated of the person in an approach to push toward a reason or achievement of a target. It is considered as a forerunner for genuine conduct, for example, innovative conduct, pioneering a distinctive idea or a kind of building mastermind conduct.

Krueger and Carsrud (2000, pp. 4-5) affirmed that entrepreneurial activity is a planned behavior whose best predictor is intention. They advocated intention as the best factor in substantiating entrepreneurial behaviour and pointed out the intermediating effect of intention in the relationship with attitudes and the act of creating one's own business (Bagozzi, and Yi, 1989, pp. 35-62). Entrepreneurial intention is the proclivity or the potentiality of starting a new business.

Currently, there are two main intention-based models in terms of their capacity to anticipate entrepreneurial intention: theory of planned behavior (TPB) and Shapero's version of the entrepreneurial event (SEE). Ajzen contends that aim in common depend upon discernment of man or woman attractive exceptional, social requirements, and opportunity. That's, foreseeing entrepreneurial activities by modeling as it were

situational or individual variables ordinarily come about in a little illustrative control and indeed littler prescient legitimacy (Ajzen, 2002, p. 669). The models provide a higher chances of increment in the comprehension and assumption of entrepreneurial action.



4.1 Ajzen Theory of Planned Behaviour

It is reported that the indirect influence of attitudes and characteristics on entrepreneurial action effect entrepreneurial decision directly. In this way, the first model, the Theory of Planned Behaviour is composed of three factors related to attitudes that explain the intention, this attitude toward the behaviour, subjective norms and perceived feasibility (Ajzen, 1991, pp. 179-211). These three components are described below in the diagram.

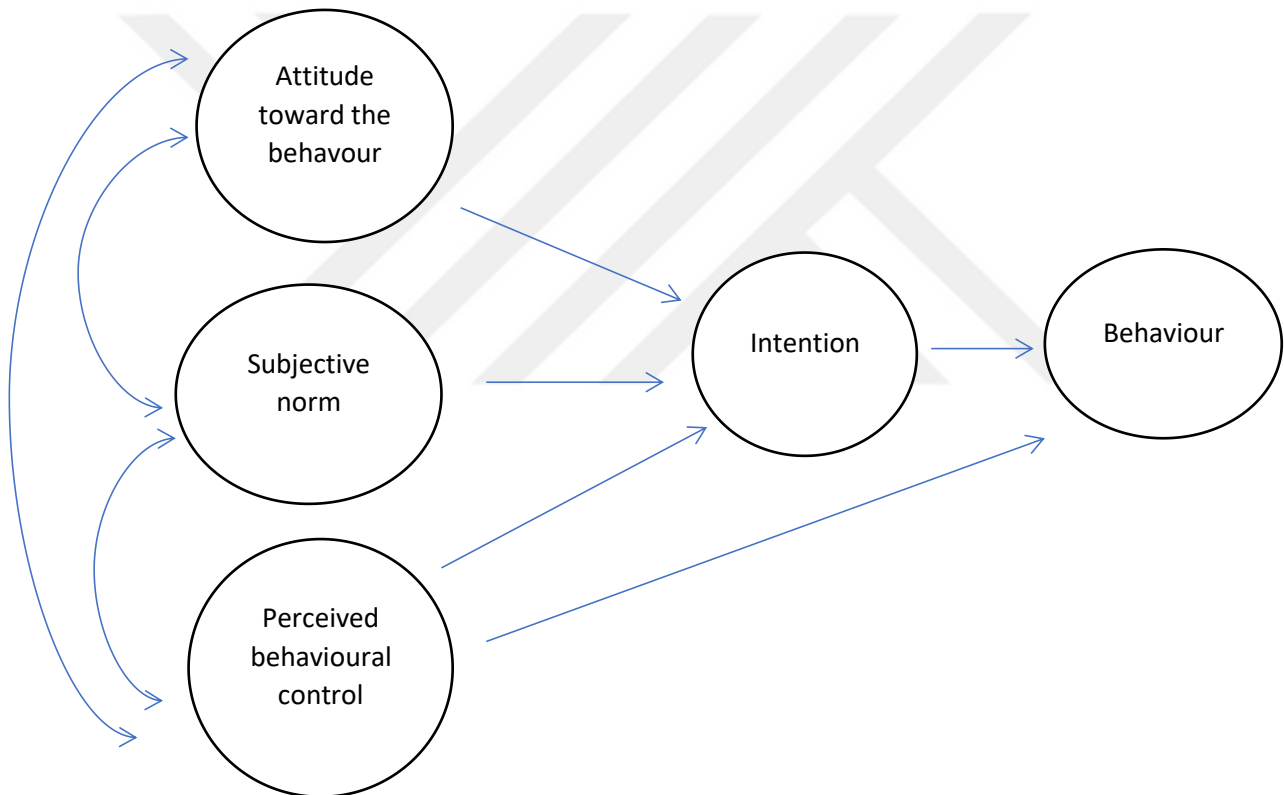


Figure 1. Ajzen Theory of Planned Behaviour.

Resource: Ajzen, I., (1991), The theory of planned behavior. *Organizational Behavior and Human Decision Processes*, 50(2), pp. 179-211.

The mindset toward the behaviour is an element that refers to the desirability and appealing outstanding character to carry out a selected action. In different phrases, the character evaluates to what quality is the reputé of entrepreneur constructive or unfavorable for the character in question.

Attitude toward a certain act is dependent on someone's belief in the outcome associated with the behavior. Subjective norm: is associated with the social pressure individuals perceive regarding the execution of specific conduct (Ajzen, 1991, pp. 179-192). Specifically, it is the perception of the judgment of important persons about that particular behaviour. pointed out the possible effect of role models as well as mentors in the group of social influences. In any case, the variable "internal locus of control" moderates the subjective norm-intention relationship with a great internal locus of control debilitating the impacts of social pressure. Perceived behavioral control: is deciphered as the perceived straightforwardness or trouble to take on the role of entrepreneur. This idea is broadly connected with the term self-viability.

4.2. Shapero's Model of the Entrepreneurial Event

An early commitment to intention models was the concept of the Entrepreneurial Event coined by Shapero. He argued that the entrepreneur's intention relies upon the recognition of individual allure, possibility, and affinity to act. The model comprised of understudy subjects confronting up and coming career choices. The intention is the absolute finest indicator of an arranged behaviour, counting on entrepreneurship comprehension, the forerunners of intention increases our understanding of the planned behaviour (Shapero and Sokol, 1982, pp. 86-92). States of mind influence behaviour by their effect on intention. Intentions and states of mind depend on the circumstance and individuals. In their dedication to the social elements of Entrepreneurship, they take the creative event and not the agent as the unit of examination. The imaginative event was seen as the dependent variable, the individual or the group was treated as the free factor, close by social, money related, political, and social settings.

Shapero and Sokol, were driven by the longing to comprehend two fundamental inquiries: what triggers the activity of transforming one' self? What's more, reason do individuals pick a specific way from innumerable different choices? They refer to various investigations to discover answers to the main inquiry and recognize factors which for the most part cause individuals to alter their life's course. In general, they found that people are bound to make a move on contrary information, however, constructive information also causes individuals' activity, for example, positive driving forces from accomplices or tutors. As indicated by Shapero and Sokol, those contrary and constructive together empower or represent most changes throughout individuals' life. Their second inquiry endeavors to discover reasons why two noteworthy individuals cogitate in a specific way: view of attractive quality and impression of practicality. The attraction of specific conduct, for instance, turning into an entrepreneur is seen as plausible and a strong potential to accomplishing individual's behavior (Shapero and Sokol, 1982, p. 83). The two ideas are viewed as results of social and environmental conditions that triggers a positive mindset since the molding of social influence lies in our grasp.

4.3. Comparison of the Two Models

Krueger (1993, pp. 315-330) tested the explanatory power of Shapero and Sokol's model and he excluded the variable "propensity to act" in his analysis and came out with significant findings. Audet (2004) revealed that perceived desirability and perceived feasibility variables accounted for 49% of the variance in long-term intention to start a new venture (Audet, 2004, pp. 3-16). Krueger's results demonstrated the three components of the Entrepreneurial Event model clarified more than half of the variance in intention. More also, Krueger detailed the impact of past entrepreneurial experiences on perceived feasibility and the impacts of positive experiences on perceived desirability. The impact of important referents judgment on a person's attractiveness to begin a commercial enterprise in addition to his or her ideals of having the capacities to have interaction in entrepreneurial activities. First of all, perceived behavioral control in the principle of planned behavior and perceived feasibility in Entrepreneurial Event both means self-efficacy. Indeed, self-efficacy was previously described as one's perception that he or she has the capabilities to perform a specific venture. Secondly, the two first components namely "attitude toward the behavior" and "subjective norm" correlate with Shapero's element "perceived desirability (Ajzen, 1991, p. 15). Although the two intention constructs are genuinely comparable, the antecedent "propensity to behave" is simplest found in Shapero's model and replaces "subjective norm" within the other one. According to Krueger and al's point of view, one may have the entrepreneurial potential but in no way engages oneself in the new challenge.

Following the work of Krueger in their comparison between Ajzen's Theory of Planned Behaviour and Shapero & Sokol's Entrepreneurial Event, Iakovleva and Kolvereid attempted to integrate each intention-based totally models into a unique construct explaining the entrepreneurial intention (Krueger, 2003, pp. 105-140). They proposed the following model: Attitude, subjective norms and perceived behavioral manage have an effect on intentions through perceived desirability and perceived feasibility (see figure below).

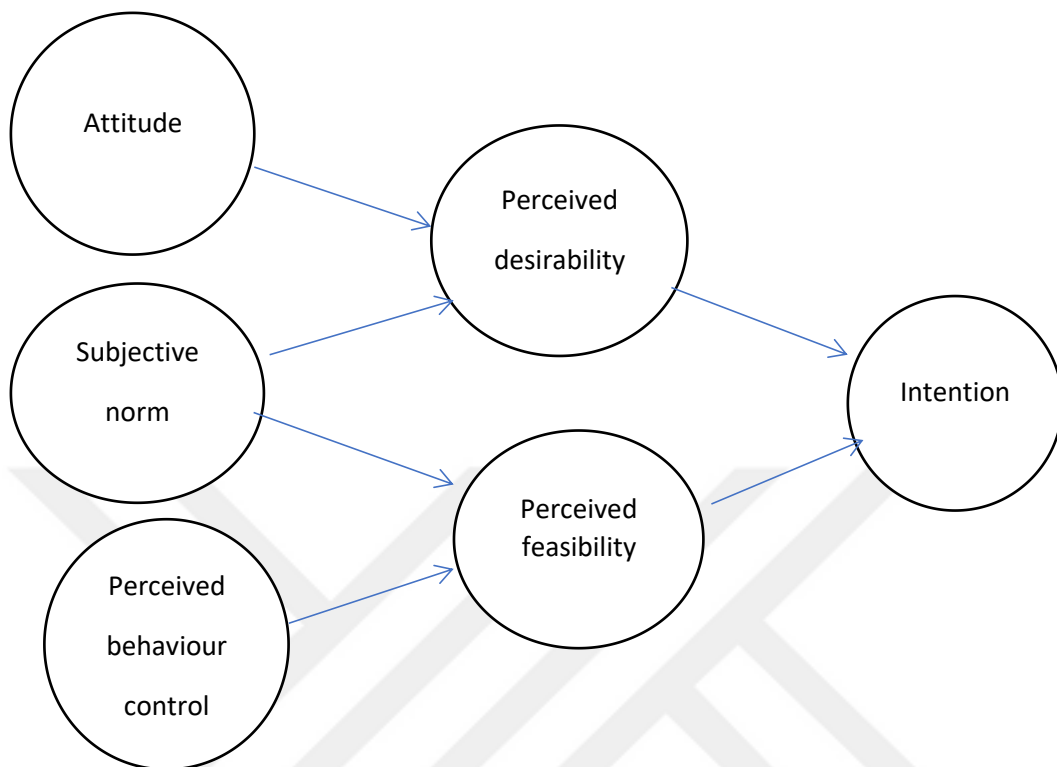


Figure 2. The Integrated Model of Iakovleva and Kolvereid

Resource: Iakovleva, T. and Kolvereid, L. (2009). An integrated model of entrepreneurial intention in the Russian context. *International Journal of Business and Globalisation*, 3(2), 66-80.

It is demonstrated that the three parts of TPB extensively and essentially clarified the desirability and feasibility factors. This demonstrates the consideration of desirability and feasibility factors as arbiters of the connection between the TPB parts and entrepreneurial intention gave a critical informative intensity of the new model

4.4. Studies Related to This Research.

This section provides a chronological order of previous and current studies related to this research. The idea is to present detailed insight about the conceptual background of the study. Significantly, it gives an overview of works that have been done by previous researchers relating to this study and also set a roadmap for the study. The table below shows some relevant studies related to this research.

Table 4. Studies Related to Entrepreneurial Characteristics and Entrepreneurial Intention

Authors / Date	Purpose of the Study	Variable Scales	Sampling	Results
Begley, T. M., and Boyd, D. P. (1987).	The purpose of this study is to examine the prevalence of five psychological attributes in a sample of established entrepreneurs.	Psychological attributes, entrepreneurs passion.	Survey of 239 respondents.	The results indicate that all dimensions of independent variables that consist of Need for Achievement, Risk Taking and Tolerance for Ambiguity demonstrates a significant correlation with Entrepreneurial Passion
Chye Koh, H. (1996)	The paper seeks to look into entrepreneurial inclination as a considerably associated with the following mental traits: want for success, locus of control, propensity to take danger, tolerance of ambiguity, self-confidence and innovativeness.	Need for success, locus of control, propensity to bear risk, tolerance of ambiguity, self-confidence and innovativeness.	100 MBA students in Hong Kong.	T-test consequences and logit analysis indicate that folks that are entrepreneurially inclined have greater innovativeness, more tolerance of ambiguity and higher propensity to bear risk as compared with folks who are not entrepreneurially willing.

Littunen, H. (2000)	The paper intends to examine the entrepreneurial characteristics and the effects of changes in the entrepreneur's personal relationships.	Characteristics of entrepreneurs, Entrepreneur's learning process	Undergraduate students	According to the empirical findings, becoming an entrepreneur and acting as an entrepreneur are both aspects of the entrepreneur's learning process, which in turn has an effect on the characteristics of the entrepreneur.
Rasheed, H. S., and Rasheed, B. (2003).	This research seeks to examine how the entrepreneurship education and enterprise experience can affect characteristics commonly associated with entrepreneurs among intermediate level students.	Entrepreneurial characteristics, Entrepreneurship education and enterprise experience.	Sample of 502 intermediate level students.	The results reveal that the students trained in entrepreneurship and who engaged in a classroom based enterprise also had a higher sense of personal control and self-esteem than a comparable cohort.
Gürol, Y., and Atsan, N. (2006)	The intention of this paper is to explore the entrepreneurship profile of Turkish university college students and to make an assessment for their entrepreneurship orientation thru comparing them with non-entrepreneurially willing university college students.	Entrepreneurial Characteristics : need for achievement, locus of control, risk bearing propensity, tolerance for ambiguity, innovativeness and self-confidence	Random sample of 400 fourth year university students from two Turkish universities.	The t-test confirmed that, except for tolerance for ambiguity and self-self assurance, all entrepreneurial tendencies are discovered to be better in entrepreneurially inclined students, compared to entrepreneurially non-willing students.
Cools, E., and den Broeck, V. (2007).	This paper aimed to get greater insight into what typifies Flemish entrepreneurs. therefore, it compares entrepreneurs with	Entrepreneurial characteristics, entrepreneurial intention, and non-entrepreneurs.	Entrepreneurs (n = 177), Non-entrepreneurs (n = 60).	It was observed that non-entrepreneurs score better at the understanding and planning style. No

	non-entrepreneurs with 5 entrepreneurial characteristics.			variations were determined for the creating style. with reference to the hyperlink among the entrepreneur's profile and EO, it become determined that a big contribution of tolerance for ambiguity and proactive personality to EO.
De Pillis, E., and Reardon, K. K. (2007)	The reason of this paper is to examine persuasion and entrepreneurial characteristics variables as predictors of entrepreneurial goal in a cross-cultural sample.	Personal efficacy, tolerance of ambiguity, achievement motivation, attitudes toward entrepreneurship, and entrepreneurial intention.	Undergraduates in the USA and the Republic of Ireland	The outcomes advocate that the decision to become an entrepreneur comes about in exclusive cultures. At the same time success motivation correlated with entrepreneurial purpose
Gupta, V. K., Turban, D. B., Wasti, S. A., and Sikdar, A. (2009).	The objective of this paper is to examine the link between sex, gender-role orientation (GRO) and the intention to be an entrepreneur.	Entrepreneurial intention, gender stereotypes	Sample of 760 students from business administration and management undergraduate programs.	Moreover, the results for the whole sample confirm the relationship between masculine and androgynous GRO with entrepreneurial intention.
Gurel, E., Altinay, L., and Daniele, R. (2010).	The intention of this paper is to examine the connection between entrepreneurial traits, socio-cultural background and	Entrepreneurial intention, entrepreneurial traits, socio-cultural background.	409 tourism students participated in the survey.	The findings suggest that there is a statistically giant courting between innovation, propensity to

	entrepreneurial intention of graduate students in the UK and Turkey.			bear measurable risks, entrepreneurial own family and entrepreneurial aim.
Ahmed, I., Nawaz, M. M., Ahmad, Z., Shaukat, M. Z., Usman, A., Rehman, W. U., and Ahmed, N. (2010).	This research aims to study the impact of personal traits, demographic characteristics and entrepreneurship education on entrepreneurial intentions of university students of Pakistan.	Entrepreneurial intention, entrepreneurship education, personal traits and demographic characteristics.	300 students were randomly selected from five major universities.	The findings depict a high connection among innovativeness and entrepreneurial intentions, meanwhile some demographics i.e. Gender and age, were insignificant with the aim to become entrepreneur.
Di Zhang, D., and Bruning, E. (2011)	The study seeks to test the extant theories that advocate that entrepreneurs' private characteristics have considerable impacts on their company's overall performance.	Entrepreneurs' private traits, such as want for success, need for cognition, and internal locus of control, overall performance.	records have been accumulated via a countrywide survey of owners and senior managers of small- to medium-sized Canadian production companies.	Outcomes suggests that entrepreneurs personal traits, which includes need for fulfillment, need for cognition, and inner locus of control, have high-quality affects on firm performance.
Altinay, L., Madanoglu, M., Daniele, R., and Lashley, C. (2012).	This paper examines the influence of family way of life and psychological trends at the entrepreneurial aim of university hospitality students in the United Kingdom.	Psychological traits, entrepreneurial intention, of family tradition.	480 undergraduates is the sample size.	The findings advise that circle of relatives entrepreneurial experience and innovation have an effect on the goal to start a new commercial venture; that there is advantageous courting between tolerance of ambiguity and risks bearing propensity; and a

				terrible dating among locus of manipulate and threat taking propensity.
Marques, C. S., Ferreira, J. J., Gomes, D. N., and Gouveia Rodrigues, R. (2012).	The paper seeks to tackle entrepreneurial aim and the factors preceding the formation of EI amongst university students, both analyzing popular educational and precise expert packages, and thereby set up causal relationships among mental, demographic and behavioural factors	Entrepreneurial intention, Psychological characteristics, demographic and behavioural factors	A sample of secondary students, both studying general academic and specific professional programs, was chosen.	The results show that the EI of collage students is influenced by such demographic, psychological and behavioural factors.
Dinis, A., do Paco, A., Ferreira, J., Raposo, M., and Gouveia Rodrigues, R. (2013)	The purpose of this paper is to test a model of entrepreneurial intentions among collage students based on their psychological characteristics.	Psychological characteristics (propensity to risk, self-confidence, the need for achievement, tolerance , ambiguity, locus of control , innovativeness), and Entrepreneurial intention, Entrepreneurship education,	Secondary students ranging from 14 to 15 years old	The outcomes demonstrate there may be a correlation among (a few) characteristics and entrepreneurial intentions. The propensity to bear risks negatively impacts entrepreneurial aims, meanwhile self-confidence and the need for fulfillment positively impact the construct.
Espiritu-Olmos, R., and Sastre-Castillo, M. A. (2015	This paper looks into characteristics that definitely impact entrepreneurial purpose.	Entrepreneurial characteristics, entrepreneurial intention and work values.	The sample comprises 1210 public university students.	Findings depicts that character developments have an impact on entrepreneurial purpose more than work values.

Lee-Ross, D. (2015).	The motive of this paper is to allow further understanding of entrepreneurial traits of want for fulfilments, inner locus of control, innovation, risks-bearing and competitive aggression by a comparison of the self-hired with waged and salaried class and the general population.	Entrepreneurial characteristics, entrepreneurial intention.	Survey of Students	Significantly, the want for success and locus of control; these had been the strongest characteristics. Competitive aggression and risk-bearing had been moderate on this appreciate with innovation finding least help.
Do Paço, A., Ferreira, J. M., Raposo, M., Rodrigues, R. G., and Dinis, A. (2015)	The paper seeks to examine the psychological characteristics and behaviours related to entrepreneurship, as well as entrepreneurial aims among women attending collage and boys attending a sports activities college.	Psychological characteristics, Entrepreneurship education, Gender Entrepreneurial behavioural and Entrepreneurial intention.	Sample of collage students	The findings depicts that boys on the neighbouring sports school, tended to have a more goal of starting an corporation, which suggests that there are different factors influencing entrepreneurial intentions.
Rantanen, T., and Toikko, T. (2017)	This paper is to investigate the relationship among individualist values and entrepreneurial intentions.	Entrepreneurial intention, the propensity to risk, self-confidence, the need for achievement, tolerance of ambiguity, locus of control and innovativeness	The sample size is 725 University students	The results show that the relationship between cultural values and entrepreneurial intention is very complex
Nasip, S., Amirul, S. R., Sondoh Jr, S. L., and Tanakinjal, G. H. (2017)	The goal of this paper is to research the link among mental characteristics (i.e. innovativeness, locus of control, self-efficacy, propensity to bear chance, want for achievement and tolerance for	psychological characteristics (i.e. innovativeness, inner locus of management, self assurance, propensity to take threat, want for fulfillment and tolerance for	676 undergraduate students	The findings depicts that innovativeness, self belief, propensity to take threat, want for fulfillment and tolerance for ambiguity are definitely associated with

	ambiguity) and entrepreneurial aim.	ambiguity) and entrepreneurial goal.		entrepreneurial goal amongst undergraduate college students.
Şahin, F., Karadağ, H., and Tuncer, B. (2019)	The literature considers the huge five character traits and entrepreneurial self-efficacy to be essential factors that decide entrepreneurial aim.	Entrepreneurial intention, Entrepreneurial self-efficacy, Big five personality traits	Undergraduate Business students	The consequences of the analyses display that a high stage of entrepreneurial purpose may be realized via multiple configurations of the large 5 personality traits and ESE. realistic implications
Bell, R. (2019)	The purpose of this paper is to quantify the relative importance of four key entrepreneurial characteristics diagnosed inside the literature (proactiveness, mindset to threat, innovativeness and SE) in predicting students' entrepreneurial aim.	Entrepreneurial characteristics, Entrepreneurial intention, Entrepreneurship education.	Sample size is 1,185 undergraduate students.	Models which are expecting EI are developed for every of the six faculties indicates variations in the make-up of the predictors across faculties within the HEI. Mindset to threat became the strongest predictor in 5 of the six faculties and the second strongest predictor among the six.

5. RESEARCH METHODOLOGY, ANALYSES AND RESULTS

5.1. Research Questions

Based on the statement of the problem and the contextual framework of the literature, this thesis sets out to investigate how the entrepreneurial characteristics affect or determine the entrepreneurial intention of an individual. The key interest of this thesis is to scrutinize how the entrepreneurial intention of graduate students are affected by their entrepreneurial characteristics while making an entrepreneurial decision. Thus, this study seeks to answer the underneath research questions:

1. How do specific entrepreneurial characteristics influence the intention to become an entrepreneur?
2. What role do entrepreneurial characteristics and demographic factors play on the formation of entrepreneurial intention?

5.2. Aims and Objectives

The main aim of this study is to analyze the effect of entrepreneurial characteristics on the entrepreneurial intention by analyzing a selected entrepreneurial characteristics of students to comprehend the role these characteristics play on their entrepreneurial intention formation. This thesis is to ascertain a theoretic approach and advance a conceptual model for how entrepreneurial characteristics affect entrepreneurial intention of graduate students considering their entrepreneurial characteristics and the demographic factors. Secondly, this research intends to answer the above research questions by responding to the set of questionnaire to investigate the phenomenon. Furthermore, the literature of previous writers would be immediately reviewed to fill the gaps in the existing literature and the variable concern would be thoroughly substantiated. The hypotheses will be spelled out in the latter as well as characterizing the methodology and procedure utilized. The findings of the examination will be discussed and a few recommendations for future research bearings just as suggestions will be exhibited.

5.3. Academic Relevance of the Research

Academically, this study will discover a resilient methodology to entrepreneurship research from numerous of techniques and authentic comprehension of the entrepreneurial intent of graduate students. The thesis will offer empirical testimony that entrepreneurial purpose can be appropriately enlightened through attitudinal elements of students. The review of the literature will broaden student's horizon about the theoretical model of entrepreneurial intention. With the knowledge in "need for achievement, self-efficacy, innovation and the propensity of risk taking" students will be equipped and be motivated with the zeal of new venture formation. This thesis portrays particular educational additives that affect the attitudes and intentions of graduate students within the route of entrepreneurship. It will screen the way to enhance these entrepreneurial factors through schooling, as a result, this investigation will provide vast implications for the educational theories of entrepreneurship. This thesis can be very beneficial for institutions and teachers to layout powerful entrepreneurship courses to enhance the entrepreneurial reason of students.

The realistic significance of this thesis will replicate on its repercussion for entrepreneurship education of graduate students. The empirical analyses of the study will influence the educational syllabus on entrepreneurial attitudes and intentions in a practical way of offering useful hints for educators to layout powerful entrepreneurship programs and set up coaching techniques for the undertaking. These will also enable students to identify themselves as potential entrepreneurs at the early stage of their study. Finally, the conceptual model of the study will also function as a road map for academic researchers who will identify any gap in the same discipline.

5.4. Research Design

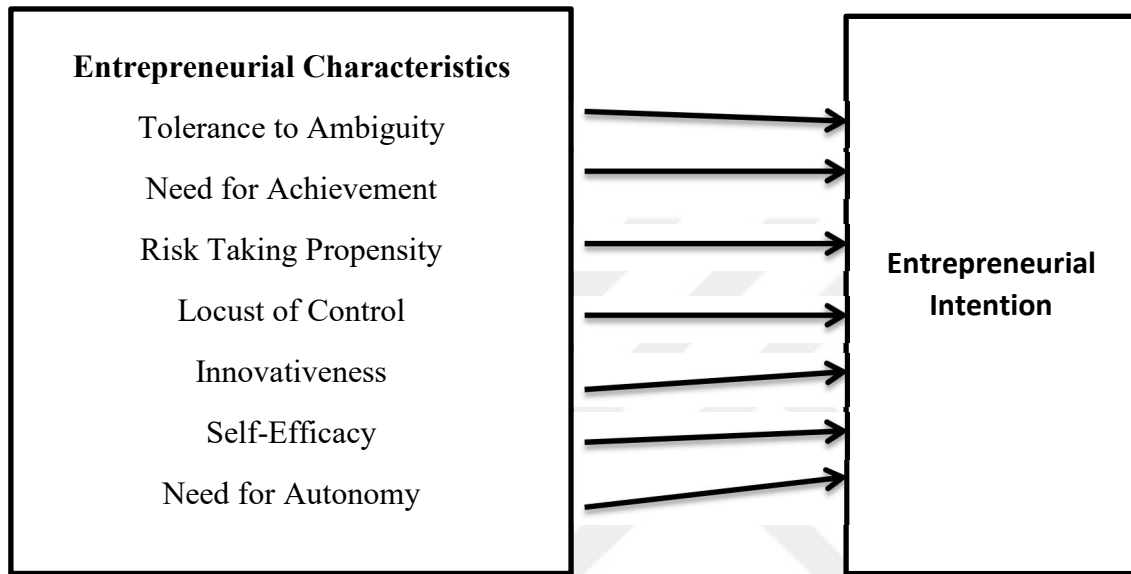


Figure 3. Conceptual Model of Entrepreneurial Intention

5.5. Hypothesis

According to Choi (2011, p. 98), numerous empirical researches on entrepreneurship have shown the connection among the three attitudinal antecedents: “attitude in the direction of entrepreneurship, subjective norm and perceived behavioral control” and entrepreneurial intentions (Kolvereid, 1996a; Krueger et al., 2000). With the view to satisfy the objectives of the study, after a cautious evaluation of empirical literature within the previous studies, the following hypotheses were designed to investigate how entrepreneurial characteristics affect or determine an individual's entrepreneurial intention:

H: Entrepreneurial Characteristics Affect an Individual's Entrepreneurial Intention.

Ha: Tolerance of Ambiguity Affects Entrepreneurial Intention Positively

Hb: Need for Achievement Affects Entrepreneurial Intention Positively

Hc: Risk Taking Affects Entrepreneurial Intention Positively

Hd: Locus of Control Affects Entrepreneurial Intention Positively

He: Innovativeness Affects Entrepreneurial Intention Positively

Hf: Self-Confidence Affects Entrepreneurial Intention Positively

Hg: Need for Autonomy Affects Entrepreneurial Intention Positively

5.6. Sample and Data Collection

This study adopts online survey distributed to gather data for the examination of the study. The data collection was done by distributing the online survey to various platforms of graduate student's network at Istanbul Commerce University and the University of Bremen. It was administered through the various WhatsApp platforms and also directly approaching students of the University of Bremen immediately after class to complete the questionnaire on an iPad. Specifically, 401 students responded to the survey of which 80 of them are from Istanbul Ticaret University and 321 respondents are from the University of Bremen. The sampling required that safety measures be embraced to evade selection predispositions. Accordingly, the respondents were selected crosswise from Istanbul Commerce University in Turkey and the University of Bremen in Germany. In order to be fair, distinguishing in demographics, age, sexual orientation, salary, family measure, educational background were cautiously taken into consideration to avoid bias.

5.7. Scale

The scale for this study was used by Saral (2018) for his master's dissertation to investigate entrepreneurial intention. The scale was developed by Linan and Chen (2009) which consists of 6 items for the measurement of entrepreneurial intentions. This scale is cross-culturally validated and quite popular, being one of the two commonly used measurement tools for entrepreneurial intentions in researches. (Bae, Qian, Miao, and Fiet, 2014). The scale of the study was the same scale was used by Saral (2018).

In order to measure tolerance of ambiguity, locus of control and self-confidence, Saral (2018) used a scale created by Chye Koh (1996) which is also used by himself in a similar study about entrepreneurial characteristics of MBA students in Hong Kong. Lastly, for the other entrepreneurial characteristics—need for autonomy, wants for fulfillment, innovativeness, risk-bearing propensity, Saral (2018) used a questionnaire developed by Özer (2017) for her Ph.D. thesis. In order to be fair, distinguishing in demographics, age, sexual orientation, salary, family measure, educational background were cautiously taken into consideration to avoid bias.

5.8. Limitations of the Research

Even though the finding of the study has identified entrepreneurial as the predictors of entrepreneurial intention, its findings cannot be generalized to different contexts with specific entrepreneurial characteristics and backgrounds. The data gathering was from one Turkish University and one German University with respondents from graduate students so it cannot be generalized to represent the country as a whole. The study is also limited to students of other departments because the respondents were students from the Business and Economics department only. Data gathering from two different countries was very cumbersome in the process of this study. More also the focus of the study is to figure out the main predictive factors of entrepreneurial intention and therefore this research is limited to the actions of an entrepreneur. Many respondents couldn't understand question 58 "class/major". In addition, participants complain about the quantity of the questionnaire. Some students couldn't complete the questionnaire

because there were too many. Those uncompleted conations were deleted to ensure accuracy in the sampling. Another limitation of the study is the stages in the process of the entrepreneurial intention formation. The stages in the process of how the intention of an entrepreneur is formed were not investigated in this study. The stages in the process of the formation of the intention would be appropriate when a longitudinal study is adopted to add validity in the subsequent studies by future researchers. The participants in this study were only graduate business students from Istanbul Commerce University and the University of Bremen. Respondents from other academic disciplines or levels of education (undergraduate students) might have different results about the effect of entrepreneurial characteristics on entrepreneurial intention in new venture creation. Finally, the sampling size of these two countries are not the same; 321 respondent from the University of Bremen Germany and 80 respondents from Istanbul Commerce University Turkey, signifying that these samples cannot be compared because it is not the same.

5.9. Analyses and Results

The data obtained from the internet via the questionnaire were analyzed using SPSS 19.0 program. The analyzes applied for the research were interpreted in order to reach the desired purpose. Firstly, the demographic information of the participants is summarized in tables. Following the descriptive analysis, then the reliability values of the scales and their sub-dimensions were calculated. Reliability values were calculated with Cronbach Alpha coefficient.

Correlation analysis was performed and values are statistically significant. After this stage, factor analysis was applied to the scales and sub-dimensions were determined. After the factor analysis, regression analyses were performed and the hypotheses of the study were tested. The behavior of a random variable and its effects on other variables in the equation is estimated using a model. It is used to measure the magnitude of the relationship between variables.

5.9.1. Demographic Information

The demographics of the participants were compiled in the following tables with frequency and percentages.

Table 5. Frequencies of Demographic Information.

Gender	Frequency	Percent
Female	205	51.1
Male	196	48.9
Total	401	100.0
Are you married?		
No	192	47.88
Yes	209	52.12
Total	401	100.0
How much is your household in come?		
Up to 999 Euros/1500 TL	58	14.5
1000 -1499 Euros/1501-3000 TL	56	14.0
1500 -1999 Euros/3001-4500 TL	106	26.4
2000 -2499 Euros/4501-5500TL	144	35.9
2500 -2999 Euros/5501-6500TL	11	2.7
3000 -3999 Euros/6501-7500TL	10	2.5
Up to 4000 Euros/7501-8500TL	16	4.0
Total	401	100.0
Are you working?		
No	70	17.46
Yes	331	82.54
Total	401	100.0
Have you ever worked?		
No	65	16.21
Yes	336	83.79
Total	401	100.0
Are there entrepreneurs in your family?		
No	158	39.4
Yes	243	60.6
Total	401	100.0

If there are what is the relatedness?	Frequency	Percent
Fahter	75	30.86
Uncle	45	18.52
Sister	36	14.81
Brother	32	13.17
Mother	29	11.93
Aunt	15	6.17
Grandfather	6	2.45
Parents	3	1.23
Wife	2	0.86
Total	243	100.0

Have you taken any entrepreneurship course during your undergraduate education?	Frequency	Percent
No	49	12.22
Yes	352	87.78
Total	401	100.0

In the table above, statistics on the demographic information of the individuals were compiled. The number of women and men participating in the research is almost equal. When we look at the marital status of the individuals, there are 209 married people. 192 are single. People were asked about their current working status. 331 people are employed (82.54%). The people were asked the question of whether they were working at all and 336 people answered 'I worked'. Another question is whether there are entrepreneurs in the family 0.243 people answered 'yes'. The father of 30.86% of the participants, the uncle of 18.52% the sister of 14.81%, the brother of 13.17%, the mother of 11.93%, and the deer of 6.17% it is an entrepreneur. The majority of people, 87.78%, have received entrepreneurship training.

Table 6. Class Major

Class Major	Frequency	Percent
Marketing	84	20.90
Management	62	15.50
Banking	61	15.20
Accounting	56	13.30
Human Resource Management	39	9.70
Finance	30	7.50
Brand Management	15	3.70
Business Administration	14	3.50
Procurement	10	2.50
Économics	8	2.00
Management Sciences	7	1.70
Entrepreneurship and Brand Management	5	1.20
Banking and Finance	3	0.75
Macro Economics	2	0.50
Administration	1	0.25
Business Psychology	1	0.25
Information Technology	1	0.25
International business management	1	0.25
International Trade	1	0.25
Account Management	1	0.25
Total	401	100.0

The classes of the participants in the table are compiled. The frequency and percentages in the table are in the majority of people in Marketing, Management, Banking, Accounting, Human Resource Management, Finance, Brand Management, Business Administration, Procurement, Économics classes.

5.9.2. Descriptive Statistics

The following table summarizes the statistics of responses from participants in the Entrepreneurial Intention Scale judgments.

Table 7. Descriptive Statistics for Entrepreneurial Characteristics Scale

Entrepreneurial characteristics Scale Items	Mean	Std. Deviation	Skewness	Kurtosis
1. I like to make a decision and be a leader when there is ambiguity	4.150	0.802	-1.272	2.603
2. I don't really offend if employees have overlapping responsibilities	4.384	0.847	-1.618	2.723
3. I don't care a lot whether there is a work program which I follow precision or not	4.204	0.902	-1.422	2.087
4. I enjoy working in unstructured situations	4.112	1.056	-1.289	1.004
5. A good job doesn't have to be the one with clear instructions as to what is to be done and how it is to be done	4.062	0.989	-1.449	2.021
6. Job security is not extremely important to me	3.995	1.292	-1.185	0.133
7. I plunge into tasks with all my heart.	4.284	0.696	-1.122	2.443
8. I master what I'm doing	4.534	0.587	-1.063	1.311
9. I'd like to do the best I can at the job	4.446	0.737	-1.680	3.964
10. My desire to be successful in my work is very high	4.461	0.632	-1.229	2.881
11. I give great importance to being more successful than others at the job	4.501	0.584	-1.067	2.653
12. I aim to reach targets above certain standards.	4.237	0.769	-1.163	1.983
13. I don't avoid investments possibly with high returns just because they are risky.	3.913	1.223	-1.226	0.559
14. I generally do not avoid taking risks	4.182	1.231	-1.508	1.020
15. My job strategy is taking high risks.	3.252	1.435	-.250	-1.369
16. I usually do not stop taking risks because of fear of making mistakes	3.786	1.055	-.986	0.324
17. I prefer a risky job that gives premiums and profit shares to sales over a fixed salaried job that has a pay guarantee.	3.574	1.145	-.498	-.668
18. I do not hesitate to take the risk, even if I cannot foresee the results of some investments clearly.	3.651	1.085	-.663	-.545
19. Humans's misfortunes result from the errors they make	3.953	0.927	-1.379	2.057
20. A few of the unhappy matters in human beings's lives are partly due to awful good fortune	3.883	1.060	-1.055	0.433
21. I do not revel in outcomes, no matter how beneficial, inside the event that they do no longer stem from my very personal efforts	3.900	1.003	-.951	0.238
22. I'm inclined to accept each tremendous and poor results of my choices and movements	4.170	0.801	-1.460	3.236
23. I can't wait and watch things manifest; I favor to make matters take place	4.292	0.801	-1.425	2.476

24. I accept as true with success is a manufactured from success and destiny in preference to personal attempt	4.050	0.945	-1.262	1.543
25. It is I, no longer success or fate, which have an impact on the final results of activities in my existence	4.150	0.899	-1.400	2.264
26. I like to try new things	4.339	0.700	-1.283	3.357
27. When I do things, I try new ways, new methods	4.406	0.687	-1.474	4.158
28. I can create spontaneous solutions to new problems	4.357	0.678	-1.208	3.047
29. I'm open to new ideas	4.451	0.611	-1.036	2.399
30. I see myself as innovative	4.397	0.667	-1.267	3.294
31. I like to deal with unsolved problems.	4.349	0.695	-1.223	2.844
32. I don't have weaknesses and fears that are far from being resolved	4.239	0.786	-1.196	1.907
33. I have faith in my potential to obtain	4.319	0.811	-1.436	2.328
34. I accomplish most when I am alone, under no direct supervision of anyone	4.322	0.699	-1.199	2.811
35. I don't find difficulty in asserting myself against the opinion of the majority	4.312	0.781	-1.494	3.429
36. I have ability to cope under new, untested conditions	4.327	0.675	-1.140	2.972
37. Even if I do not have the money, since I am capable, hardworking and ambitious, I can start a business	4.257	0.762	-1.253	2.536
38. My desire to be independent in my work is very high	4.461	0.591	-.946	2.303
39. Instead of taking orders from others, I would like to make my own decisions about my work	4.292	0.691	-1.189	3.071
40. I set my work methods myself, without regard to others' considerations	4.377	0.718	-1.476	3.732
41. In my work assignments I try to be my own boss	4.369	0.662	-1.249	3.530
42. I do not mind being different if I need to be independent	4.337	0.674	-1.065	2.262

(n): 401

Sntd. Error of Skewness: 0.122 Stnd. Error of Kurtosis: 0.243

(1) Strongly Disagree...(5) Strongly Agree

When the average values of the evaluations in the table are examined, it is seen that each mean is around 4.00. Participants stated that they are successful in their work, they are always open to innovations, they give importance to achieving success in their work and they have a high desire to be independent.

Table 8. Descriptive Statistics for Entrepreneurial Intention Scale

Entrepreneurial Intention Scale Items	Mean	Std. Deviation	Variance	Skewness	Kurtosis
1. I am ready to do anything to be an entrepreneur	4.269	0.829	0.687	-1.226	1.628
2. My professional goal is to become an entrepreneur	4.429	0.752	0.566	-1.599	3.430
3. I will make every effort to start and run my own	4.384	0.792	0.627	-1.678	3.797
4. I am determined to create a firm in the future	4.421	0.731	0.534	-1.655	4.106
5. I have very seriously thought of starting a firm	4.362	0.772	0.596	-1.477	3.117
6. I have the firm intention to start a firm some day	4.436	0.679	0.462	-1.330	2.711

(n): 401

Sntd. Error of Skewness: 0.122 Sntd. Error of Kurtosis: 0.243

(1) Strongly Disagree...(5) Strongly Agree

When the average values of the judgments in the table are examined, it is seen that each one is over 4.00. People participate in the stated judgments. To be an entrepreneur in the goals of the participants, to set up a company, to make every effort to achieve this goal.

The following table summarizes the statistics of responses from participants in the Characteristics Scale judgments.

5.9.3. Factor Analysis.

The following tables include factor analyses of the research scales.

Table 9. Factor Analysis for Entrepreneurial Characteristics Scale

Dimensions		Components Value	Total Variance Explained
Tolerance to Ambiguity	6. Job security is not extremely important to me	0.755	8.244
	4. I enjoy working in unstructured situations	0.712	
	2. I don't really offend if employees have overlapping responsibilities	0.699	
	3. I don't care a lot whether there is a work program which I follow precisely or not	0.579	
	5. A good job doesn't have to be the one with clear instructions as to what is to be done and how it is to be done	0.518	
Locus of Control	23. I can't wait and watch things manifest; I favor to make matters take place.	0.721	8.948
	25. It is I, no longer success or fate, which have an impact on the final results of activities in my existence	0.695	
	20. Many of the unhappy things in people's lives are partly due to bad luck	0.677	
	21. I do not revel in outcomes, no matter how beneficial, inside the event that they do no longer stem from my very personal efforts	0.673	
	22. I'm inclined to accept each tremendous and poor results of my choices and movements	0.600	
	24. I believe success is a product of luck and fate rather than personal effort	0.541	
	19 Humans's misfortunes result from the errors they make	0.539	
Risk Taking	16. I usually do not stop taking risks because of fear of making mistakes	0.756	8.492
	17. I prefer a risky job that gives premiums and profit shares to sales over a fixed salaried job that has a pay guarantee.	0.698	
	15. My job strategy is taking high risks.	0.686	
	14. I generally do not avoid taking risks	0.678	
	18. I do not hesitate to take the risk, even if I cannot foresee the results of some investments clearly.	0.665	
Innovativeness	13. I don't avoid investments possibly with high returns just because they are risky.	0.637	7.148
	28. I can create spontaneous solutions to new problems	0.800	
	30. I see myself as innovative	0.761	
Need for Achievement	26. I like to try new things	0.690	5.616
	10. My desire to be successful in my work is very high	0.713	
	9. I'd like to do the best I can at the job	0.701	

	12. I aim to reach targets above certain standards.	0.695	
	8. I master what I'm doing	0.688	
Self-Confidence	37. Even if I do not have the money, since I am capable, hardworking and ambitious, I can start a business	0.740	5.011
	33. I have faith in my potential to obtain	0.699	
	35. I don't find difficulty in asserting myself against the opinion of majority	0.681	
Need for Autonomy	40. I set my work methods myself, without regard to others' considerations	0.608	4.325
	39. Instead of taking orders from others, I would like to make my own decisions about my work	0.608	
	41. In my work assignments I try to be my own boss	0.585	

Total Variance Explained: 47.784

Extraction Method: Principal Component Analysis.

Rotation Method: Varimax with Kaiser Normalization.

Kaiser-Meyer-Olkin Measure of Sampling Adequacy. 0.844

	Approx. Chi-Square	5521.169
Bartlett's Test of Sphericity	Df	0.861
	Sig.	0.000

Entrepreneurial characteristics scale was applied factor analysis and sub-dimensions were determined. Factor analysis provides the use of related questions as a single variable in the form of a group of questions on multiple scales. Factor analysis facilitates analysis by collecting the ones that are correlated with each other in a category, obtaining fewer factors and decreasing the number of variables. In the table, characteristics Scale has become a factor in seven dimensions. The resulting dimensions together can explain 47.784% of the scale. The remaining part can be explained with different variables. The high Kaiser-Meyer-Olkin Measure value indicates that the sample was sufficient for the research.

Table 10. Factor Analysis for Entrepreneurial Intention Scale

Entrepreneurial Intention Dimension	Components Value	Total Variance Explained
3. I will make every effort to start and run my own	0.735	
2. My professional goal is to become an entrepreneur	0.722	
4. I am determined to create a firm in the future	0.681	
6. I have the firm intention to start a firm some day	0.677	45.154
5. I have very seriously thought of starting a firm	0.643	
1. I am ready to do anything to be an entrepreneur	0.557	
Extraction Method: Principal Component Analysis.		
a. 1 components extracted.		
Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		0.879
Bartlett's Test of Sphericity		517.328
	Approx. Chi-Square	
	df	15
	Sig.	0.000

Factor analysis allows the use of relevant questions as a single variable in a group of questions on multiple scales. In the table, the Entrepreneurial Intention Scale has become a single dimension factor. The scale of this dimension is 45.154%. The remainder is explained by different factors. The high Kaiser-Meyer-Olkin Measure value indicates that the sample was sufficient for the research.

5.9.4. Correlation Analysis

The table below shows the correlation values between all variables compiled.

Table 11. Correlations

Variables	Mn.	Std. D.	Gender	Have you taken any entrepreneurship course?	Are you working?	Are there entrepreneurs in your family?	Tolerance to Ambiguity	Need for Achievement	Risk Taking	Locus of Control	Innovativeness	Self-Confidence	Need for Autonomy	Entrepreneurial Intention
Gender	1.489	0.500	1.000											
Have you taken any entrepreneurship course during your undergraduate?	1.122	0.328	-0.091	1.000										
Are you working?	1.175	0.380	-0.055	0.230**	1.000									
Are there entrepreneurs in your family?	1.419	0.523	-0.052	-0.027	-0.050	1.000								
Tolerance to Ambiguity	4.156	0.984	-0.017	-0.098	0.209**	0.126*	1.000							
Need for Achievement	4.411	0.667	-0.064	-0.134**	-0.089	-0.038	-0.031	1.000						
Risk Taking	3.726	1.196	0.033	-0.002	0.031	0.148**	0.036	-0.023	1.000					
Locus of Control	4.056	0.919	0.057	0.012	-0.031	-0.052	0.046	0.131**	-0.028	1.000				
Innovativeness	4.383	0.674	0.028	-0.196**	0.154**	0.004	-0.197**	0.078	-0.037	0.039	1.000			
Self-Confidence	4.293	0.737	0.054	-0.112*	-0.104*	0.086	0.031	0.052	-0.020	0.006	-0.101*	1.000		
Need for Autonomy	4.362	0.664	0.022	-0.045	-0.062	0.110*	0.041	0.016	0.085	-0.106*	0.033	-0.042	1.000	
Entrepreneurial Intention	4.384	0.759	0.099*	0.136**	-0.093	-0.028	0.239**	0.192**	0.101**	0.366**	0.259**	0.240**	0.232**	1.000

*. Correlation is significant at the 0.05 level (2-tailed).

**. Correlation is significant at the 0.01 level (2-tailed).

The correlation values between Entrepreneurial Characteristics variables and Entrepreneurial Intention in the table are bold. It is seen that these correlation values are statistically significant at the significance level of 0.01. As a result, there is a relationship between Entrepreneurial Characteristics variables and Entrepreneurial Intention. These relationships are positive and statistically significant. There are also correlation values between some demographic variables and Entrepreneurial Intention variables. There was a relationship between gender and Entrepreneurial Intention. In

addition, a statistically significant relationship was found between the question of whether or not people take entrepreneurship courses.

5.9.5. Reliability Statistics

The following table shows the reliability values of the scales and its sub-dimensions.

Table 12. Reliability Analysis

Scales and Dimensions	Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
Entrepreneurial Intention Scale	0.752	0.755	6
Entrepreneurial Characteristics Scale	0.904	0.913	56
Tolerance to Ambiguity	0.778	0.784	6
Need for Achievement	0.748	0.752	6
Risk Taking	0.791	0.796	6
Locus of Control	0.816	0.815	7
Innovativeness	0.735	0.734	6
Self-Confidence	0.699	0.701	6
Need for Autonomy	0.676	0.616	5

When the reliability values of the scales are considered, it is seen that Cronbach Alpha value of the Entrepreneurial Intention item is 0.752. This value is sufficiently reliable for research. The Cronbach Alpha value of the Entrepreneurial Characteristics scale is 0.904. This reliability value is quite high for research. The reliability values of the sub-dimensions are shown in the table. Because all of the reliability values are over 0.600, the scale and the sub-dimensions are reliable for the research.

5.9.6. Regression Analysis

The following tables represent the regression model of the study that was established and the model parameters that were explained.

Table 13. Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	F	Sig.
1	0.243	0.059	0.050	0.97487	6.221	0.000
2	0.656	0.430	0.414	0.76579	26.644	0.000

Some parameters of regression analysis were compiled in the table. The value of F is 6.221 and the value of the Sig. F Change value of 0.000 (<0.05) indicates that the first model parameters are statistically significant. The F value of the second model is found to be 26.644 and statistically significant ($0.000 < 0.05$). The R squared value refers to the rate of expression of the independent variable of the dependent variables. Accordingly, the description rate for the first model is 0.059 and 0.430 for the second model. In the second model, it is seen that the description rate has increased.

Table 14. Regression Model

Model		B	Std. Error	Beta	Sig.
1.	Gender	0.089	0.049	0.089	0.018
	Have you taken any entrepreneurship course during your undergraduation?	0.175	0.050	0.135	0.001
	Are you working?	-0.090	0.050	-0.090	0.072
	Are there entrepreneurs in your family?	-0.039	0.049	-0.032	0.428
2.	Gender	0.065	0.039	0.075	0.017
	Have you taken any entrepreneurship course during your undergraduation?	0.072	0.041	0.102	0.038
	Are you working?	0.049	0.041	0.049	0.239
	Are there entrepreneurs in your family?	-0.048	0.040	-0.048	0.231
	Tolerance to Ambiguity	0.252	0.040	0.238	0.000
	Need for Achievement	0.184	0.039	0.192	0.000
	Risk Taking	0.093	0.039	0.101	0.017
	Locus of Control	0.357	0.039	0.366	0.000
	Innovativeness	0.249	0.040	0.258	0.000
	Self-Confidence	0.236	0.039	0.240	0.000
Need for Autonomy	0.240	0.039	0.232	0.000	

Dependent Variable: Entrepreneurial Intention

The hierarchical regression model was performed in two steps. In the regression model of the table, dependent and independent coefficients and their values are included. Beta values are the coefficients of the independent variables in the regression equation. In the first model, the effect of demographic variables is examined on Entrepreneurial Intention. The coefficients of gender and entrepreneurship course variables are found to be positive and statistically significant (Beta: 0.089 and 0.135). The effect of gender and entrepreneurship course variables was significant in the second model. All coefficients of entrepreneurship characteristic variables were positive and statistically significant. The integral values of these coefficients are less than 0.05 and statistically significant. In this case, all hypotheses were accepted. The main H hypothesis is also accepted. Entrepreneurial characteristics affect an individual's entrepreneurial intention. Each sub-dimension of entrepreneurial characteristics affect an individual's entrepreneurial intention.

Table 15. Result of the Hypothesis.

Hypothesis	Results
H: Entrepreneurial Characteristics Affect an Individual's Intreprenurial Intention.	Accepted.
Ha: Tolerance of Ambiguity Affects Entrepreneurial Intention Positively	Accepted.
Hb: Need for Achievement Affects Entrepreneurial Intention Positively	Accepted.
Hc: Risk Taking Affects Entrepreneurial Intention Positively	Accepted.
Hd: Locus of Control Affects Entrepreneurial Intention Positively	Accepted.
He: Innovativeness Affects Entrepreneurial Intention Positively	Accepted.
Hf: Self-Confidence Affects Entrepreneurial Intention Positively	Accepted.
Hg: Need for Autonomy Affects Entrepreneurial Intention Positively	Accepted.

In this case all hypotheses were accepted. The main H hypothesis is also accepted. Entrepreneurial characteristics affect an individual's entrepreneurial intention. Each sub-dimension of entrepreneurial characteristics affect an individual's entrepreneurial intention.

5.9.7. Suggestions for Further Research

Considering the findings of this study in further to the limitations highlighted, the study brings to bear essential roadmap for future studies on entrepreneurial intention.

Distinctively, some entrepreneurial characteristics could be included in this study, leading to strengthen the capacity of the explanatory of the independent variables. Furthermore, some contextual factors are not discussed that could properly have an impact on students' motive of beginning a new venture. Future researches have to amplify this area of studies to include different entrepreneurial characteristics developments and exceptional contextual factors to offer an extensive theoretical structure for amplification of entrepreneurial behaviour within and throughout cultural contexts. Suggestions for studies to be carried out similar to this study; it can expand the research with larger sample and it can be done in different countries. Comparisons can be made between countries and different information can be obtained with differentiation analyzes. Another suggestion may be to increase the number of variables used in the research. However, more meaningful results can be obtained with variables that can bring more explanation to the subject. Thus, richness and diversity can be included in the literature.

CONCLUSIONS

The objective of the study is to determine the effect of entrepreneurial characteristics on entrepreneurial intention. This thesis seeks to examine how the entrepreneurial characteristics in all likelihood have an effect on an individual's entrepreneurial intention. The research part of the thesis consists of analyses of demographic data, descriptive statistics of the scales, factor analysis applied to scales, reliability analysis of scales and sub-dimensions, correlation analysis to determine the relationships between dimensions and regression analysis to test hypotheses.

Demographic data include gender, marital status, monthly income, place of residence. There are some questions about entrepreneurship coming after them. The number of women and men participating in the research is almost equal, representing the gender balance in the study. When we look at the marital status of the respondents, there are more married people than single people. More employed people were recorded than unemployed in the survey. Majority of the participants (87.78%,) have received entrepreneurship training.

The classes of the participants in the data were compiled, the frequency and percentages in the analysis are in the majority of people in Marketing, Management, Banking, Accounting, Human Resource Management, Finance, Brand Management, Business Administration, Procurement, Economics classes. The effect of gender and entrepreneurship course variables was significant in the second model. The average values of the data were analyzed and it is seen that 400 participants in the survey intend "to be an entrepreneur as their goal, to set up a company, to make every effort to achieve this goal". Participants stated that they are successful in their work, they are always open to innovations, they give importance to achieving success in their work and they have a high desire to be independent. The coefficient for Tolerance of Ambiguity increases the dependent variable while the coefficient for the Need for Achievement, the Risk-Taking, the Locus of Control, Innovativeness, Self-Confidence and the Need for Autonomy are all statistically significant and all hypotheses were accepted. In this case, it is confirmed that entrepreneurial characteristics affect entrepreneurial intention.

Factor analysis was applied to each of the scales and sub-dimensions were determined. Entrepreneurial Intention Scale has become a single dimension factor. Entrepreneurial

characteristics Scale has become a factor in seven dimensions. The relationships between the sub-dimensions were determined by correlation analysis. According to the Correlation analysis, there is a relationship between entrepreneurial characteristics variables and entrepreneurial intention. These relationships are positive and statistically significant. Then, the reliability values of the scales and their sub-dimensions were measured. Accordingly, all found Cronbach Alpha values, the scale, and its sub-dimensions are reliable for the research.

The correlation values between all other independent variables and Entrepreneurial Intention in the analysis is seen that these correlation values are statistically significant. To test hypotheses and determine the effects between variables, a regression model was created. The effects of independent variables in the model on the dependent variable are positive and significant. The first model of the regression analysis portrays the effect of demographic variables on Entrepreneurial Intention in the examination. Parameters of regression analysis were compiled in the analysis and the value indicates that the model parameters are statistically significant. The R squared value refers to the rate of expression of the dependent variable of the independent variables. Accordingly, the independent variables explain the dependent variable by 26.644% and statistically significant. Beta values are the coefficients of the independent variables in the regression equation. The description rate for the first model is 0.059 and 0.430 for the second model shows that the description rate has increased. The coefficients of gender and entrepreneurship course variables are found to be positive and statistically significant. All hypotheses were accepted. The main hypothesis is also accepted. Entrepreneurial characteristics affect an individual's entrepreneurial intention. Each sub-dimension of entrepreneurial characteristics affect an individual's entrepreneurial intention. Base on these results, it is justifiable that entrepreneurial characteristics affect entrepreneurial intention. These effects are positive and statistically significant.

Suggestions for future studies that would be accomplished just like this research should amplify the research with large sample size and it should be done in an exceptional international setting. This study is relevant to both undergraduate and graduate students in order to pre-inform them about the various entrepreneurial characteristics and the role these play in the formation of entrepreneurial intention. More also it will provide them with the requisite knowledge about entrepreneurship and get them prepared for the

prospect in taking entrepreneurial action. It will encourage students with low level of entrepreneurial confidence to begin to take steps towards entrepreneurial activities. Non-business students will be motivated to start their own business, as they are oriented with entrepreneurial characteristics. With regards to the business world, individuals would be well equipped with the requisite knowledge about entrepreneurial characteristics and its effect on the formation of entrepreneurial intention. Businessmen without this knowledge would be informed on the relevance of the entrepreneurial characteristics on the formation of entrepreneurial intention. This study was conducted in two universities namely Istanbul Commerce University and the University of Bremen with 401 respondents. Future researchers should maximize the sample size to deepen a clear understanding of the concept and also provide confidence in the analysis. Comparisons may be made among nations and special statistics can be performed with different analyzes. Another suggestion is to increase the number of variables used in the research. More meaningful outcomes can be obtained with more variables which could bring more clarification to the subject field. With the above findings, it is proven significantly that the selected entrepreneurial characteristics positively affect entrepreneurial intention.

APPENDICES

QUESTIONNAIRE

Dear Participant,

The questionnaire was prepared in consultation with Prof. Dr. Tugba Karabulut for a dissertation prepared in Istanbul Commerce University Master of Business Administration Program. We thank you very much for your time and contributions.

1. Linan Chen Section 1 in Can's . Indicate your level of agreement with the following statements from 1 (strongly disagree) to 5 (strongly agree)

I. Entrepreneurial Intention Scale

	Certainly disagree	Disagree	Don't know	Agree	Certainly Agree
1. I am ready to do anything to be an entrepreneur					
2. My professional goal is to become an entrepreneur					
3. I will make every effort to start and run my own firm					
4. I am determined to create a firm in the future					
5. I have very seriously thought of starting a firm					
6. I have the firm intention to start a firm some day					

2. II. Entrepreneurial Characteristics Scale

Tolerance to Ambiguity (TA)

	Certainly disagree	Disagree	Don't know	Agree	Certainly Agree
1. I like to make decision and be leader when there is ambiguity					
2. I don't really offend if employees have overlapping responsibilities					
3. I don't care a lot whether there is a work program which I follow precisely or not					
4. I enjoy working in unstructured situations					
5. A good job doesn't have to be the one with clear instructions as to what is to be done and how it is to be done					
6. Job security is not extremely important to me					
Need for Achievement					
7. I plunge into tasks with all my heart.					
8. I master what I'm doing					
9. I'd like to do the best I can at the job					
10. My desire to be successful in my work is very high					
11. I give great importance to being more successful than others at the job					
11. I aim to reach targets above certain standards					
Risk Taking					
12. I don't avoid investments possibly with high returns just because they are risky.					
13. I generally do not avoid taking risks					
14. My job strategy is taking high risks.					
15. I usually do not stop taking risks because of fear of making mistakes					
16. I prefer a risky job that gives premiums and profit shares to sales					

over a fixed salaried job that has a pay guarantee.					
17. I do not hesitate to take the risk, even if I cannot foresee the results of some investments clearly.					
Locus of Control					
18. People's misfortunes result from the mistakes they make					
19. Humans's misfortunes result from the errors they make					
20. A few of the unhappy matters in human beings's lives are partly due to awful good fortune					
21. I do not revel in outcomes, no matter how beneficial, inside the event that they do no longer stem from my very personal efforts					
22. I'm inclined to accept each tremendous and poor results of my choices and movements					
23. I can't wait and watch things manifest; I favor to make matters take place					
24. I accept as true with success is a manufactured from success and destiny in preference to personal attempt					
25. It is I, no longer success or fate, which have an impact on the final results of activities in my existence					
Innovativeness					
26. When I do things, I try new ways, new methods					
27. I can create spontaneous solutions to new problems					
28. I'm open to new ideas					
29. I see myself as innovative					
30. I like to deal with unsolved problems					
Self-Confidence					
31. I don't have weaknesses and fears that are far from being resolved					
32. . I have faith in my potential to obtain					
33. I accomplish most when I am alone, under no direct supervision of anyone					
34. I don't find difficulty in asserting myself against the opinion of majority					
35. I have ability to cope under new, untested conditions					
36. Even if I do not have the money, since I am capable, hardworking and ambitious, I can start a business					
Need for Autonomy					
37. My desire to be independent in my work is very high					
38. Instead of taking orders from others, I would like to make my own decisions about my work					
39. I set my work methods myself, without regard to others' considerations					
40. In my work assignments I try to be my own boss					
41. I do not mind being different if I need to be independent					
Personal Attitude					
42. Being an entrepreneur implies extra benefits than risks to me					
43. A profession as entrepreneur is appealing for me					
44. If I had the possibility and sources, I'd like to begin a firm					
45. Being an entrepreneur might entail exceptional satisfactions for me					
46. Within diverse alternatives, i'd instead be an entrepreneur					
If you decided to create firm would people in your close environment approve of that decision? Indicate from 1 (total disapproval) to 5 (total approval).	Total Disapproval	Disapproval	Undecided	Approval	Total Approval
47. Your close family					

48. Your friends					
49. Your colleagues					
Perceived Behavioral Control To what extent do you agree with the following statements regarding your entrepreneurial capacity? Value them from 1 (total disagreement) to 5 (total agreement).	Total Disagreement	Disagreement	Undecided	Agreement	Total Agreement
50. To begin a firm and keep it running could be easy for me					
51. I'm organized to begin a feasible firm.					
52. I'm able to manipulate the introduction manner of a brand new firm					
53. I know the essential practical information to begin a firm					
54. I understand the way to develop an entrepreneurial activity.					
55. If I tried to begin a firm, I'd have a excessive chance of succeeding					

Demographic Questions

Date of Birth	
Gender	Male/Female
Major/Class	
Have you taken any entrepreneurship course during your undergraduate education?	Yes / No
Place of Birth	
Where are you living?	
7. How long have you been living in the place you live?	
How much is your household income?	Up to 999 Euros/1500 TL 1000 -1499 Euros/1501-3000 TL 1500 -1999 Euros/3001-4500 TL 2000 -2499 Euros/4501-5500TL 2500 -2999 Euros/5501-6500TL 3000 -3999 Euros/6501-7500TL Above 4000 Euros/ 750TL
Number of people in the household?	
Are you working?	Yes /No
Have you ever worked?	Yes/No
Are you married?	Married / Not married
Are there entrepreneurs in your family?	Yes (.....) No
If there are what is the relatedness?	

Thanks for your participation in this Survey.

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