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### **APPENDIX 1 ENTREPRENEURIAL SELF-EFFICACY ITEMS**

There are difference activities in the list below. You were asked to rate how confidence you are that you can do these activities as of now. The rating of your degree is depending on what you circling, the rate is a number from 1 to 5; where '1 = certain I cannot' to '100 = certain I can'.

1. Identify an exceptional business opportunity
2. Be comfortable when meeting new people
3. Obtain finance for a new business
4. Put people at ease when meeting them
5. Identify market trends
6. Identify strengths and weaknesses in yourself

7. Put together an excellent team of people with the appropriate business and entrepreneurial skills
8. Start your own entrepreneurial business without having sufficient resources to do so.
9. Trust your intuition/judgement about starting a business.
10. Maintain good relationships with customers
11. Evaluate business risk
12. Evaluate financial risk
13. Achieve high growth in your business
14. Manage your business appropriately
15. Understand what is required to commercialize technology
16. Avoid business failure
17. Listen carefully and patiently to people
18. Work long hours and work weekends
19. Be an innovative problem solver
20. Live with uncertainty
21. Evaluate the downside risks
22. Be creative in using and controlling resources
23. Understand what is required to manage innovation
24. Make a large profit if you sold your business
25. Avoid a potential business failure
26. Develop creative solutions to difficult problems
27. Patch up relations with difficult customers
28. Develop new products and services to generate additional revenue for your business
29. Focus on what other people are really saying when they provide advice to you
30. Understand what characterizes an exceptional business opportunity
31. Be creative in your work
32. Take calculated risks
33. Start your own business
34. Be recognized as a leader
35. Be in control of your future
36. Think like an entrepreneur
37. Establish a business that has a chance of succeeding.

## APPENDIX 2 BUSINESS SUCCESS ITEMS

We just asked you about your motivations for acquire a business. We'd want you to rate how successful you think you'll be at accomplishing each of your reasons for acquiring your own firm, with '1 = unsuccessful' and '5= successful'.

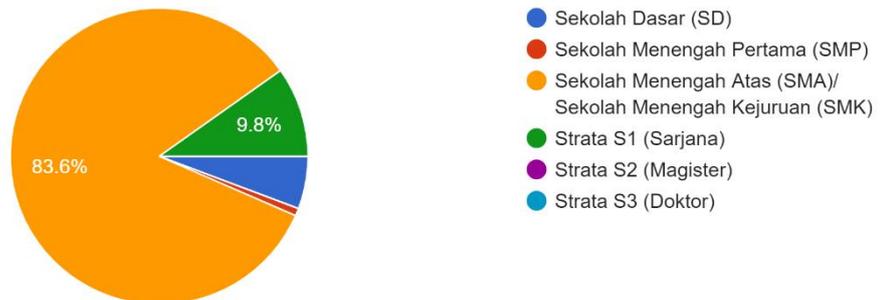
1. For financial reasons
2. For personal satisfaction reasons
3. To allow me to be more creative
4. To be in control of my own destiny
5. To achieve a vision
6. To be the boss
7. To enable me to take moderate risks while achieving above normal returns
8. To plan for my future
9. Because I always wanted to have my own business
10. To allow me to be more innovative
11. To achieve freedom of the mind
12. To achieve financial security
13. To be able to prove that I can do it
14. For self-development reasons
15. To get ahead financially
16. Because I see an opportunity to develop successful business
17. Because I have to as I cannot get a job
18. So that I can employ or involve members of my family
19. To become wealthy
20. To be able to help and/or develop my local community
21. To create work for others
22. To be able to generate exports for my country
23. To be able to commercialize an innovative product or technology
24. So that I can have personal or family security
25. Because I like to take risks.

### APPENDIX 3 QUESTIONNAIRES RESPONSES

E1

Apa tingkat edukasi tertinggi anda ?

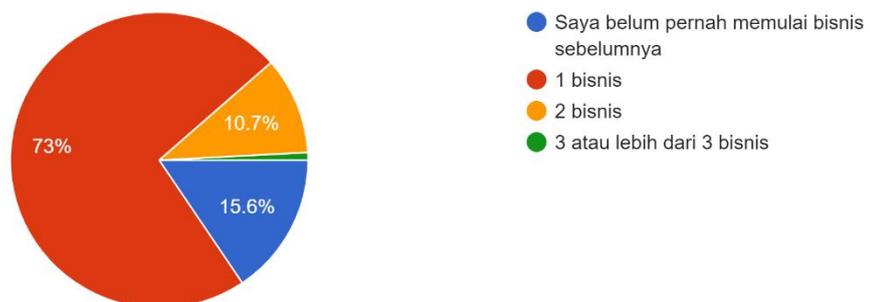
122 responses



EE3

Berapa banyak usaha yang dimiliki?

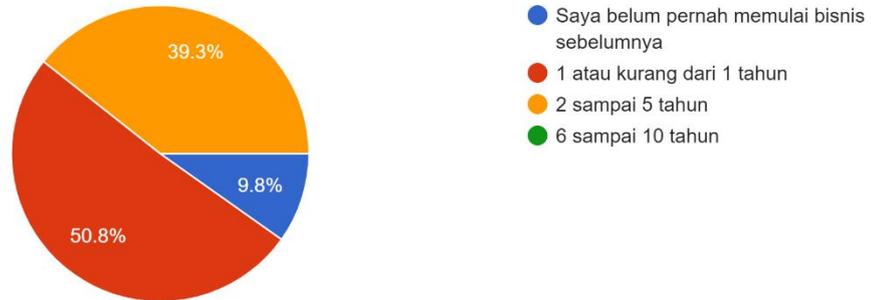
122 responses



#### EE4

Sudah berapa lama menjalankan bisnis ini?

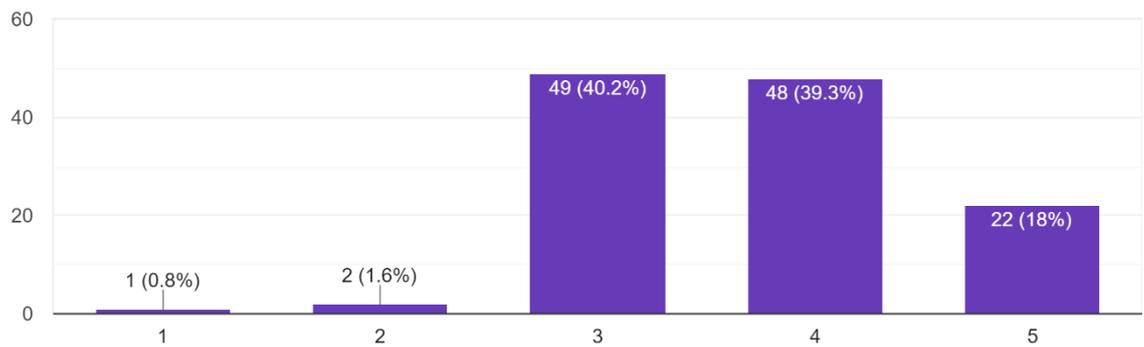
122 responses



#### ESE14

Bisakah anda mengelola bisnis anda dengan tepat ?

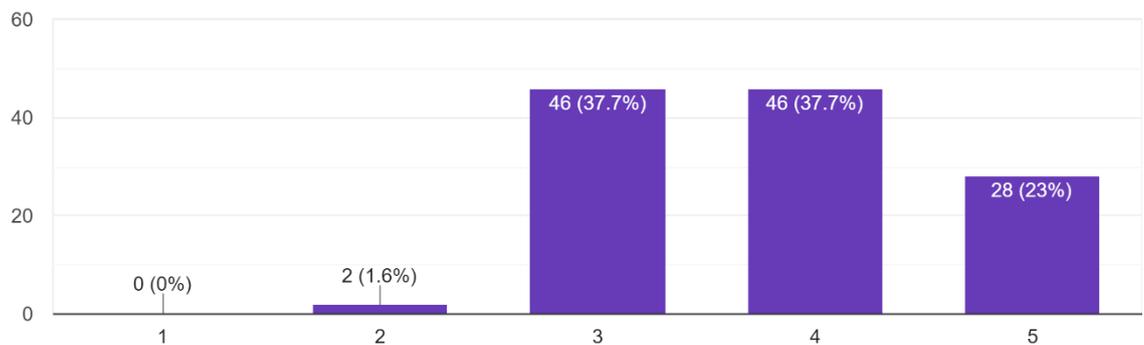
122 responses



#### ESE4

Bisakah anda buat orang nyaman saat bertemu dengan mereka ?

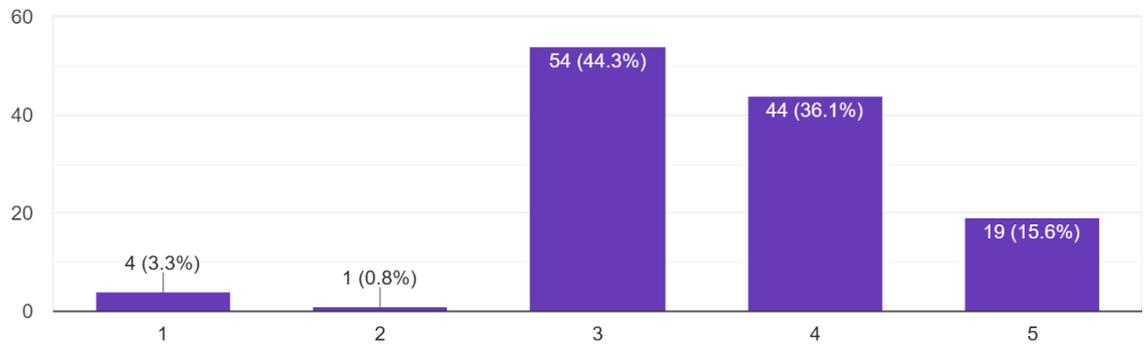
122 responses



## ESE9

Bisakah anda mempercayai intuisi/penilaian anda tentang memulai bisnis ?

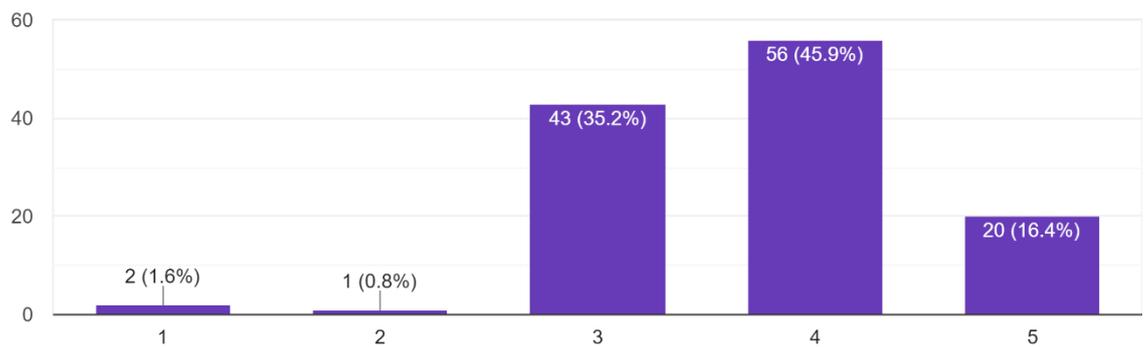
122 responses



## ESE36

Bisakah anda berpikirlah seperti seorang pengusaha ?

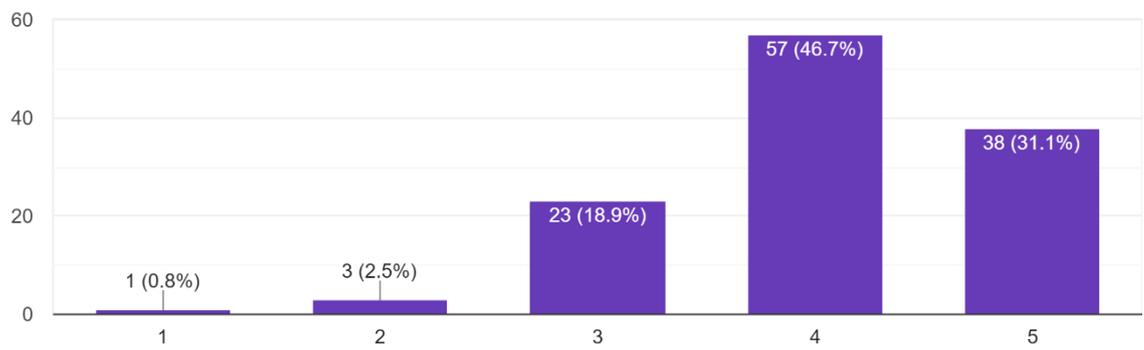
122 responses



## PIS1

Apakah anda yakin untuk alasan keuangan ?

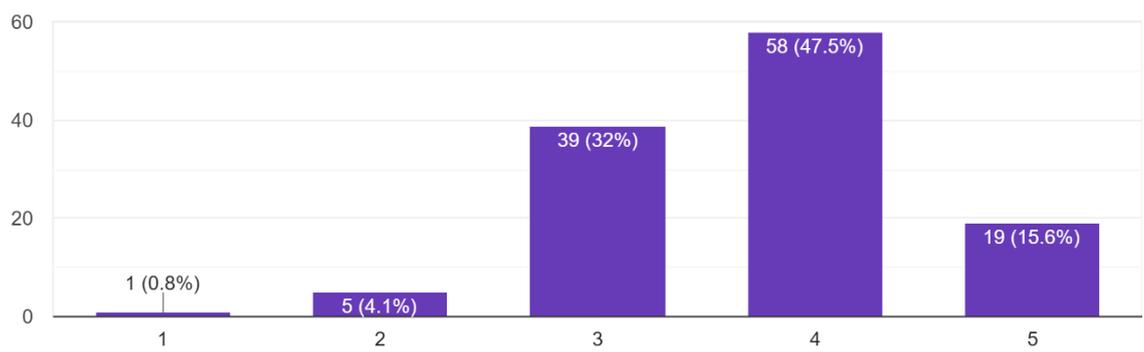
122 responses



## PIS4

Apakah anda yakin untuk mengendalikan nasib anda sendiri ?

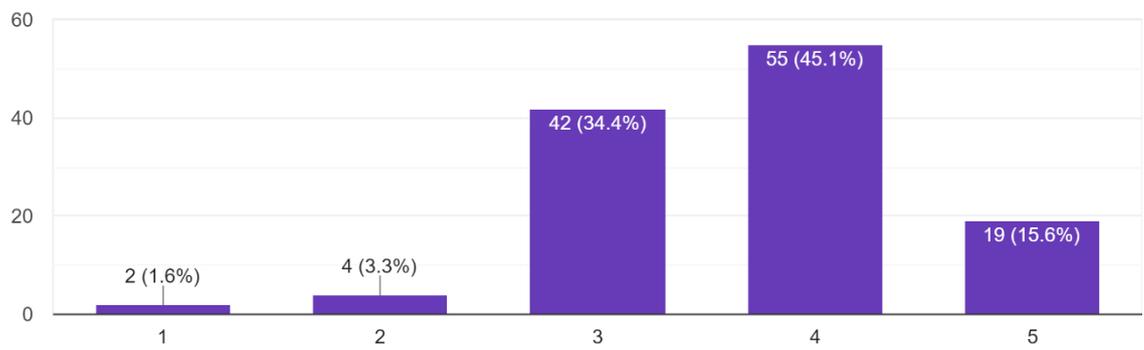
122 responses



## PIS6

Apakah anda yakin untuk menjadi bos ?

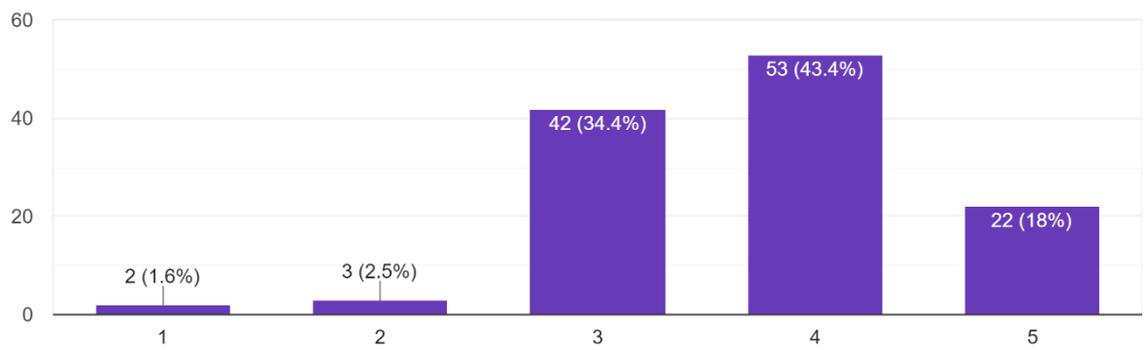
122 responses



## PIS10

Apakah anda yakin agar anda lebih inovatif ?

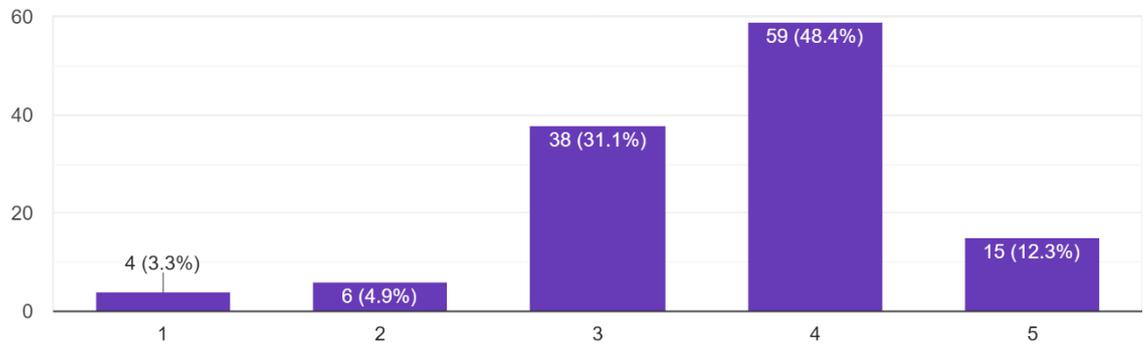
122 responses



### PIS23

Apakah anda yakin mampu mengkomersialkan produk atau teknologi yang inovatif ?

122 responses



### PIS24

Apakah anda yakin anda dapat memiliki keamanan pribadi atau keluarga ?

122 responses

