

Why People Do Not Want To Be Entrepreneurs? a study of entrepreneurial intentions among university students.

TYPE: PAPER

CONTACT PERSON: Fernando C. Gaspar

Fernando C. Gaspar, PhD

Escola Superior de Gestão de Santarém

Complexo Andaluz – Apartado 295

2001-904 Santarém Portugal

tel.: +351243323200

Email: fernando.gaspar@esg.ipsantarem.pt

www.fernando-gaspar.com

Why People Do Not Want To Be Entrepreneurs? a study of entrepreneurial intentions among university students.

Fernando C. Gaspar

Escola Superior de Gestão de Santarém

Complexo Andaluz – Apartado 295

2001-904 Santarém

{ Portugal }

tel.: +351243323200

Email: fernando.gaspar@esg.ipsantarem.pt

www.fernando-gaspar.com



ABSTRACT

Entrepreneurship has become an important subject for academics and for politicians all over the western world. Particularly for countries in the euro zone, whose ability to use demand side politics has been severely shortened, the need to improve economic growth through the stimulation of the aggregate supply is one of the priorities of these days.

It is a reasonable assumption that increasing entrepreneurship is an important objective. The thing is HOW. What can governments do to increase the creation of new companies?

A large number of studies have been published on this subject, many of them trying to contribute for answers to this question, and most of them studying successful entrepreneurs. That means most studies look at people who, not only decided to create their own companies but also succeeded at that activity. Most studies don't look at people who created their own companies but failed. Rare studies look at people who decided not to become entrepreneurs.

Following studies about entrepreneurial intentions this communication takes the data from such a study and tries to identify differences between a) people who say they want to be entrepreneurs and b) people who clearly say they do not want to create their own organization.

So this communication looks at people who flat out say, at an early age (university final year students), they don't want to be entrepreneurs.

It tries to identify what distinguishes these people from the ones who want to be entrepreneurs and it tries to answer the question: why?

Why don't they want to become entrepreneurs? Are they concerned they will not be successful? Do they believe they will not be able to assemble the necessary resources? Are they unable to identify entrepreneurial opportunities? Do they think society values the entrepreneur's role?

Conclusions are drawn, based on this sample, concerning what governments, universities and other interface structures can do to change these people's ideas about entrepreneurship.

INTRODUCTION

Entrepreneurship has become an important issue for economic authorities who are looking for new ways to increase economic growth, job creation and innovation (Allen and Weinberg, 1988, Reynolds and Maki, 1991, Reynolds, 1994, Reynolds, Storey and Westhead, 1994, Palich and Bagby, 1995 and Henderson, 2002) .

Entrepreneurship is also increasingly important as a career choice, because the 21st century labor market more and more faces professionals with the choice of pursuing a career in other people's companies or creating their own. Other people choose creating their own company because they lack a job alternative, or fear losing their present one (Baumol, 1990 and Reynolds et al, 2002).

For the first or the second reason, entrepreneurship is a must in nowadays press, bookshelves, politicians' speeches and academia (Gaspar, 2006 and Gaspar, 2007).

Everyone seems to agree that increasing entrepreneurship and increasing the creation of new firms is good for the economy and for the development of society, therefore, it is an important objective for economic and political decision makers (Allen and Weinberg, 1988, Reynolds, Storey and Westhead, 1994, Palich and Bagby, 1995, Shane and Venkataraman, 2000, Gartner, 2001, Reynolds et al., 2002 and Gaspar, 2007).

The real question is HOW (Sociedade Portuguesa de Inovação, 2001 and Gaspar, 2006). How to increase entrepreneurship? How can we convince people to take the risks and the pains of creating a new company?

On the root of entrepreneurship and firm creation is people. The entrepreneur is a person, rational in some ways, emotional in others (Gartner, 1989).

Why does he or she decide to create his or hers company is a question often studied in the literature (Gartner, 1989 and Lillo and Lajara, 2002).

Why do everyone else decide not to do it, is a question much less studied.

Taking the results of a study aimed at measuring university's last year student's, this work tries to identify what (if anything) distinguishes people who declare themselves interested in creating their own company in the future from people who flat say no. They do not want to be entrepreneurs.

METHODOLOGY

Final year students in a small Polytechnic Institute in Portugal (Instituto Politécnico de Santarém) were subjected to a study of their entrepreneurial intentions, replicating the many similar studies published in the literature.

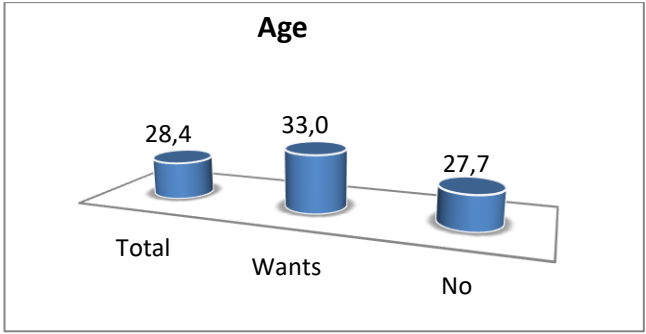
The data was used in this study with a different objective and the sample was divided into two subsets, based on a clear question asking whether respondents were interested in creating their own company in the future.

The two sub-samples were then compared.

ANALYSIS AND DISCUSSION

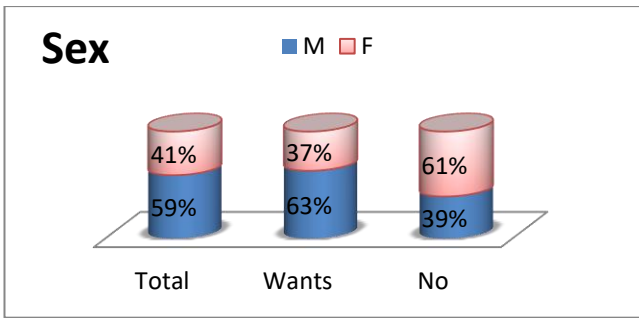
Comparing the two sub-samples showed that people who declared they did not want to create their own companies in the future (they will be called NE – non entrepreneurs) where younger (Figure 1). More than five years younger.

Figure 1 – Average Age



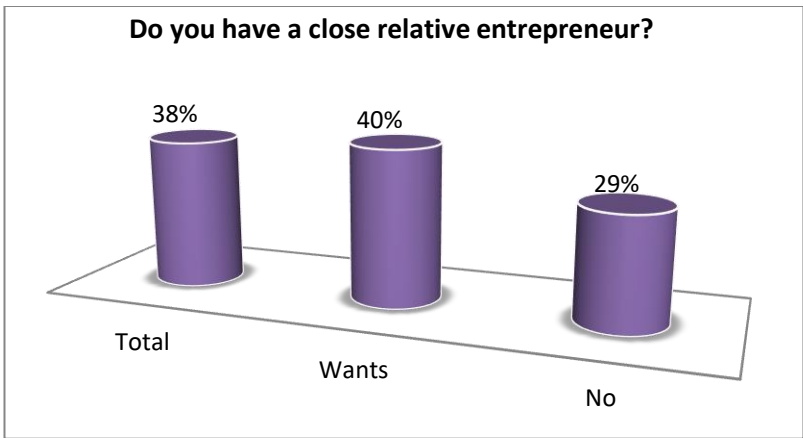
The same comparison showed (Figure 2) that NE were mostly women (61%), while potential entrepreneurs were mostly men (63%).

Figure 2 - Sex



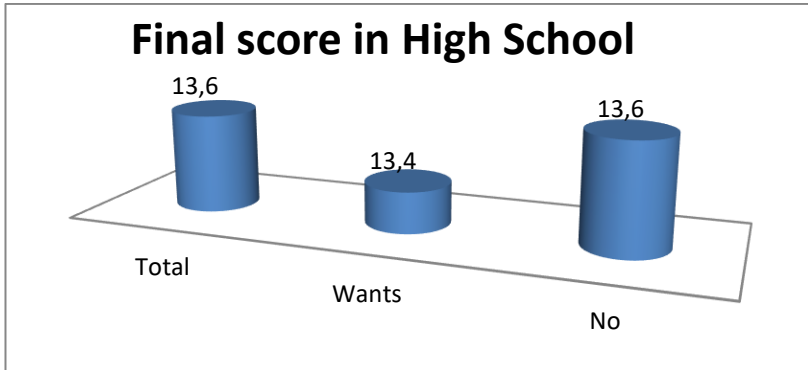
There was another big difference in what concerned family antecedents (Figure 3). NE have less entrepreneurs in their family (only 29% have) than potential entrepreneurs.

Figure 3 - Is there and entrepreneur in your family?



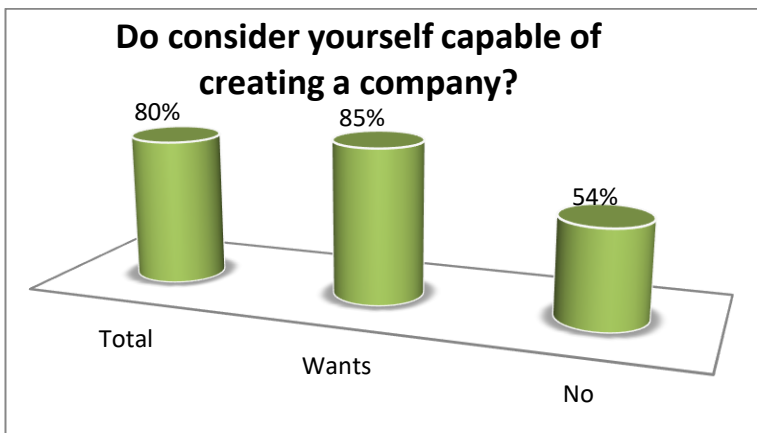
NE showed a slightly higher classification in the national tests for admission in higher education (Figure 4).

Figure 4 - Classification in national admission exams



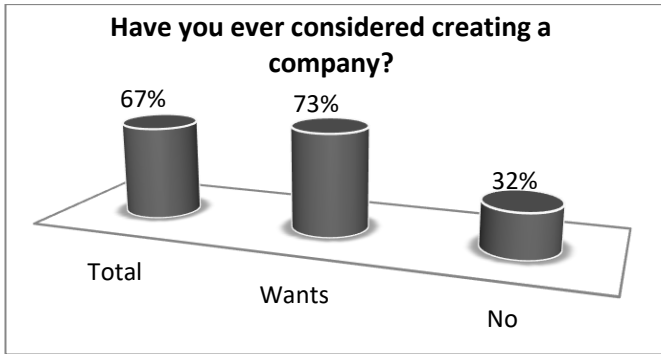
Not surprisingly, NE considered themselves less capable of creating a company than potential entrepreneurs (Figure 5).

Figure 5 - Do you consider yourself capable of creating a new company?



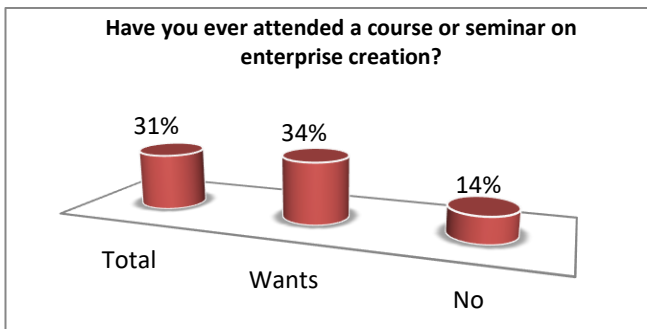
The potential entrepreneurs who have previously considered creating a company (Figure 6) were much more (73%) than NE (32%).

Figure 6 - Have you ever seriously considered creating a company?



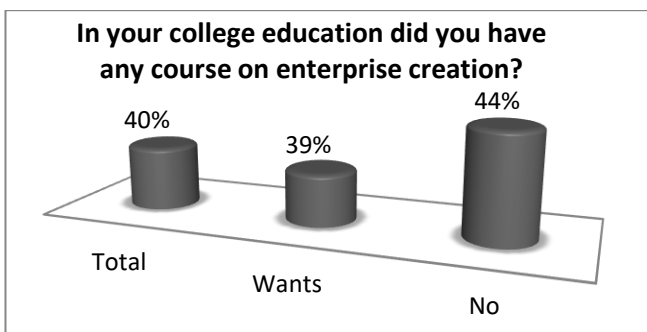
Only 14% of NE have assisted a seminar on firm creation, against 34% of potential entrepreneurs (Figure 7).

Figure 7 - Have you ever attended a seminar on firm creation?



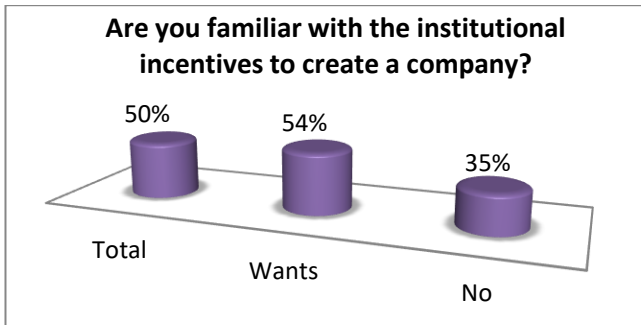
Curiously there were more NE (44%) saying they had had disciplines on firm creation at school (Figure 8) than potential entrepreneurs (39%).

Figure 8 - Have you ever had a discipline in school on firm creation?



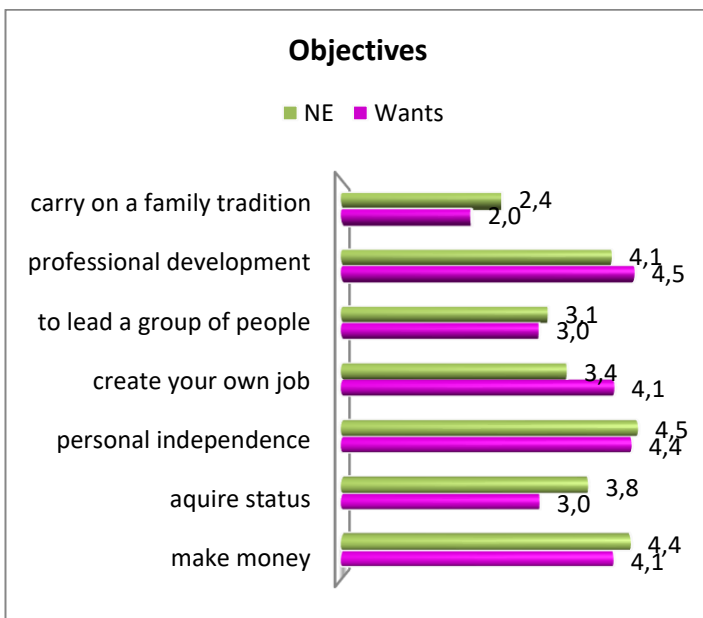
NE were not as conscious of institutional incentives to create companies than potential entrepreneurs (Figure 9).

Figure 9 - Are you aware of the institutional incentives for firm creation?



When comparing the reasons people see to create a company, potential entrepreneurs give more importance to family tradition, status and money, while NE place greater weight on professional development and on creating one owns job.

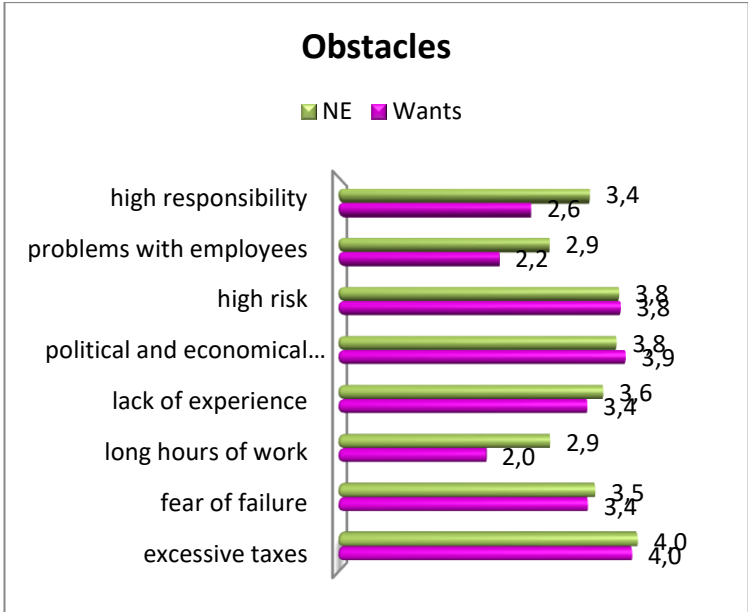
Figure 10 - Why would you create your own company?



Comparing reasons people see not to create a company (or obstacles), one can conclude that NE give greater importance to responsibility, dealing with staff, lack of experience and to the long hours they think are required to create a company (Figure 11).

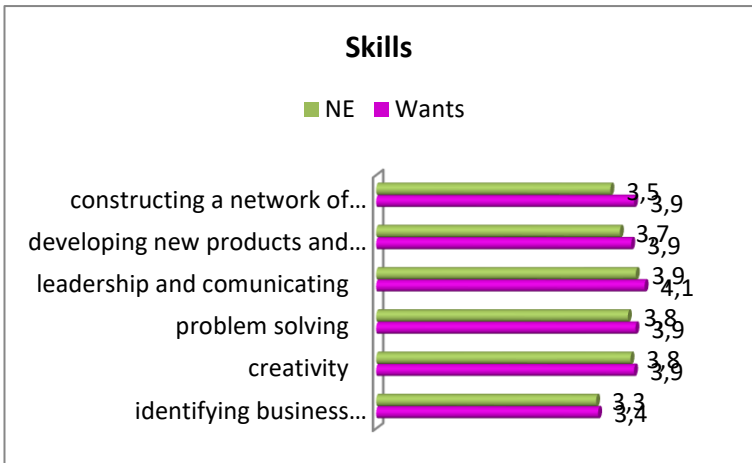
Potential entrepreneurs saw fewer obstacles in every item, except of the political and economic situation.

Figure 11 - Why wouldn't you create your own company?



When asked to judge their own personal skills, NE believed were less confident in their capacities than potential entrepreneurs, in every item, building a network of contacts, developing new products, leadership and communication, problem solving, creativity, and identifying business opportunities.

Figure 12 - Evaluate your personal skills



The two sub-samples showed some differences, even though these were not radical.

NE were females, younger, with less family antecedents, consider themselves less capable of starting a company and they did not consider creating their own company.

NE have not assisted seminars on firm creation, but had disciplines in school on the same subject. They were also less aware of incentives to create one's own company.

NE were less motivated by money and status to start their own company and were most fearing of the long hours, the responsibility and the problems with staff that task would require.

They were also less confident on their skills.

SAMPLE COMPARISON

Comparing the two samples with a standard set of Levene's F test and student t-test (Table 1), one can notice some statistically significant differences between them.

Table 1 - Comparing the samples

Var	Levene's Test for Equality of Variances		t-test for Equality of Means					
	F	Sig.	t	df	sig	Mean Difference		
Importance	Create one's own job	Equal variances assumed	0,428	0,514	-1,9594	137,00	0,052	-0,979
	Professional development	Equal variances assumed	0,310	0,578	-2,8026	139,00	0,006	-0,751
Obstacles	Assuming big responsibilities	Equal variances assumed	0,001	0,981	2,0227	137,00	0,045	0,515
Skills	Initiative	Equal variances not assumed	5,827	0,017	-2,1826	41,35	0,035	-0,376
	Leadership and Communicating	Equal variances assumed	0,347	0,557	-2,1875	138,00	0,030	-0,384

The variables that showed statistically significant differences are shown above.

NE give less importance to the creation of their own job (0,979 less, in a 1 to 5 Likert scale, with $t=-1,959$, 137 degrees of freedom and $p=0,052$) and don't value their professional development as much as do potential entrepreneurs (0,751 less, $t=2,8026$, 139 df and $p=0,006$).

On the other hand, NE see the assumption of responsibilities that comes with the creation of a company as more of an obstacle to entrepreneurship than potential entrepreneurs (0,515 more, $t=2,0227$, 137 df and $p=0,045$).

Finally, NE are much less confident in their skills, particularly in initiative (0,376 less, $t=-2,1826$, 41 df and $p=0,035$) and leadership and communicating (0,384 less, $t=-2,1875$, 138 df and $p=0,03$).

CONCLUSIONS

This was a first attempt to study the people who say they do not intend to become entrepreneurs.

The objective is to understand the reasons behind that career choice.

By comparing the answers given to an entrepreneurial intentions questionnaire by potential entrepreneurs and people who say they do not want to be entrepreneurs, a few differences were spotted.

Further research needs to be done, but confidence on their own skills seems an important difference, just like the obstacles people see to create a new company and the importance people place on their professional development and on creating their own job.

Future research should be done with larger samples before one can reasonably make full blown conclusions and suggestions.

Nevertheless, it is inevitable to note that NE and potential entrepreneurs score the largest differences in the importance they place on creating their own job and on their own professional development.

It seems reasonable to admit that young people like these ones found their value systems on the education they received from society and family.

These results cause one to wonder whether society as a whole places sufficient importance on the role of the entrepreneur and on the importance of people developing their professional careers in the best and most productive way.

BIBLIOGRAPHY

- ALLEN, David N., WEINBERG, Mark L. . 1988.** State Investment in Business Incubators. PAQ, p. 196-215.
- BAUMOL, William J.. 1990.** Entrepreneurship: Productive, Unproductive, and Destructive. Journal of Political Economy, 98, 5, p. 893-921.
- GARTNER, William B.. 1989.** "Who is an Entrepreneur?" Is the Wrong Question. Entrepreneurship Theory and Practice, 13, 4, p. 47-68.
- GARTNER, William B., 2001;** Is There an Elephant in Entrepreneurship? Blind Assumptions in Theory Development. Entrepreneurship Theory and Practice, 25, 4, p. 27-39.
- GASPAR, Fernando A., 2006;** A Influência do Capital de Risco e da Incubação de Empresas no Empreendedorismo e na Mortalidade das Jovens Empresas. PhD Thesis. Universidade Lusíada de Lisboa.
- GASPAR, Fernando A. and Pinho, Luis Fé de, 2007;** Environmental determinants of firm creation across Portuguese regions. Institute for Small Business & Entrepreneurship 30th Conference. Glasgow, November 9th.
- HENDERSON, Jason. 2002.** Building the Rural Economy With High-Growth Entrepreneurs. Economic Review - Federal Reserve Bank of Kansas City, 87, 3, p. 45-70.
- LILLO, Francisco G., LAJARA, Bartolomé M. . 2002.** The Human Capital Approach and its Applicability to Entrepreneurship Research: an Empirical Examination. Proceedings das XII Jornadas Luso-Espanholas de Gestão Científica. Covilhã. p. 1-8.
- PALICH, Leslie E., BAGBY, D. Ray . 1995.** Using Cognitive Theory to Explain Entrepreneurial Risk-Taking: Challenging Conventional Wisdom. Journal of Business Venturing, 10, 6, p. 425-438.
- REYNOLDS, P.D. e MAKI, W. 1991.** Regional Characteristics Affecting Business Growth: Assesin Strategies for Promoting Regional Economic Well-Being. Project report submitted to Rural Poverty and Resource Program, Grant 900-013.

REYNOLDS, Paul. 1994. Autonomous Firm Dynamics and Economic Growth in the United States, 1986-1990. *Regional Studies*, 28, 4, p. 429-442.

REYNOLDS, P., STOREY, D.J. , WESTHEAD, Paul. 1994. Cross-national comparisons of the variation in new firm formation rates. *Regional Studies*, 28, p. 443-456.

REYNOLDS, Paul D. et al, BYGRAVE, William D. , AUTIO, Erko. 2002. GEM 2002 Executive Report. London: Kauffman Foundation.

SHANE, Scott, VENKATARAMAN, S., 2000; The Promise of Entrepreneurship as a Field of Research. *The Academy of Management Review*, 25, 1, p. 217-226.

SOCIEDADE PORTUGUESA DE INOVAÇÃO. The Fostering of Entrepreneurship in Portugal - Through the Establishment of Collaborations with the United States in Entrepreneurial Training Opportunities and Innovative Business Incubator Processes. 2001. www.spi.pt/incubators .