

CHAPTER V

CONCLUSION

This chapter provides conclusion from finding and discussion presented on the previous chapter, followed by assessment of the potential limitation is study, implication and possible future directions for the research.

5.1 Conclusion of the Research

This research uses variable of deterministic factor, voluntaristic factor, emotive factor and opportunistic behaviour as independent variables and entrepreneurial failure as dependent variable. The research observation used questionnaires that distributed to 96 entrepreneurs on nascent entrepreneur in *Kabupaten 50 Kota*, it can be concluded as followed:

1. The purpose of this study was to know the impact of deterministic factor, voluntaristic factor, emotive factor and opportunistic behavior to entrepreneurial failure on nascent entrepreneur in Kabupaten 50 Kota. The measurement of deterministic factor (D) support variable using 11 items, second is voluntaristic factor (V) support variable using 14 items, the third is emotive factor (E) support variable using 8 items, the fourth is opportunistic behaviour (O) support variable using 8 items, and the fifth is entrepreneurial failure (K) support variable using 9 items questionnaire.

2. A purposive random sampling consisting 96 participate in the research. Collect the data, researcher used questionnaire. Then data were analyzed using SPSS 23.0.

3. The research finds out the impact of deterministic factor and entrepreneurial failure on nascent entrepreneurs. The significant value smaller than the specified alpha value. It means that deterministic factor has significantly impact on nascent entrepreneur in *Kabupaten 50 Kota*. It can be conclude that the higher level of deterministic factor from entrepreneurial failure on nascent entrepreneurs, so it will enhance the higher entrepreneurial failure on nascent entrepreneurs. Also, if entrepreneurs have motif, attitudes, self-concept and knowledge. And, behavior in the context of work shows behavior produce good performance. Entrepreneurs that has the motives for work, a positive attitude to work and work environment, self-concept positive and knowledge considerable tends more skilled to focus away the progress and prevention. Success influenced by the mindset of the individual.

4. The research finds out the impact of voluntaristic factor and entrepreneurial failure on nascent entrepreneurs. The significant value smaller than the specified alpha value. It means that parcipative voluntaristic factor has significantly impact on nascent entrepreneur in *Kabupaten 50 Kota*. It can be conclude that the higher level of voluntaristic factor from entrepreneurial

failure on nascent entrepreneurs, so it will enhance the higher entrepreneurial failure on nascent entrepreneurs. Also, voluntaristic came from creative mind, if entrepreneurs have creative mind generated from free training or nature. That's meaning creativity is produced and the integration of the ability of both the brain. Outflow of creativity in doing positive and productive actions, will get outstanding quality. The more sharpened and trained, creativity, creative genius and creative quality will sharpen and increase from the previously produced creative product. So, when entrepreneurs have higher creativity, they have more prevention if their business failed and they have another way to make their business still stand on.

5. The research finds out the impact of emotive factor and entrepreneurial failure on nascent entrepreneurs. The significant value higher than the specified alpha value. It means that deterministic factor does not have significantly impact on nascent entrepreneur in *Kabupaten 50 Kota*. This research result explains emotive factor is a factor formed from voluntaristic deterministic (V+D) factor. Thus individually, emotive factor cannot stand alone in result entrepreneurial failure. Also shown, the emotive factor to failure assigns a crucial role to the entrepreneur's motivation, a driving force that transforms energy within a person into a form of real activity to achieve a particular goal. In the motivation embodied the desire, hope, needs, goals and incentives. Motives become active at certain times, especially when the need to achieve

goals is urgently felt. So can be concluded that the motivation is an impulse that exists within a person to do / do something and motivation cannot prove individually without deterministic factor, voluntaristic factor and opportunistic behavior.

6. The research finds out the impact of opportunistic behaviour and entrepreneurial failure on nascent entrepreneurs. The significant value smaller than the specified alpha value. It means that participative opportunistic behaviour has significantly impact on nascent entrepreneur in *Kabupaten 50 Kota*. This result is relevant, if we take a relationship between opportunistic behaviour and concept of entrepreneurial failure , there are indication that some venture will be fail when an entrepreneur become too aggressive in doing business and have desire to started a new business in the condition where their business still in development process. That relationship also indicates that people/owner tend to take an action that give them more advantages, so when people/owner get a job that looks more promising than become an entrepreneur, they will choose to exit from their business.

5.2 Implication of the Research

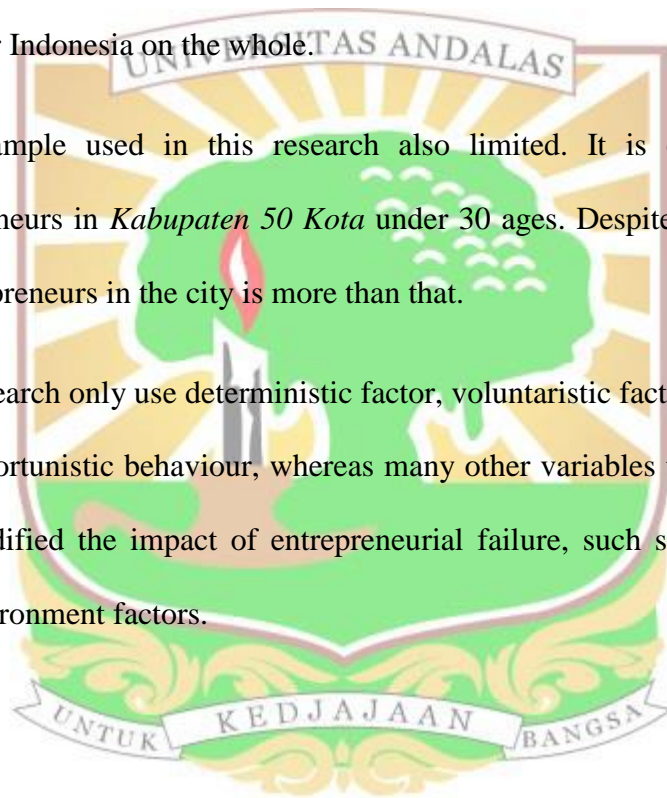
This research suggests several implications to improve for Entrepreneur or Practitioners. For entrepreneurs, this research expected them to become more aware about things that can be the cause of entrepreneurial failure, and can avoid the cause if they willingly to continue their own business. Help entrepreneur get opportunities to profit maximally and also opportunities to achieve desired business goals. Entrepreneurs are more aware about deterministic factors, voluntaristic factors, emotive factors and opportunistic behavior simultaneously. Keep improving the business development and also able to give decision on the form of action to the problem that suddenly emerged, so do not wait long to solve the existing problem. This research expected to give entrepreneurs more understanding about factor failure in business.

From Governmental review, this research is expected to be a reference and used as a basis to provide information to government in order to help government in decision making process related to entrepreneurship. With this research, researcher hope government can be more concern on entrepreneurial failure and things related to entrepreneurial failure, so government can take decision and regulation to improve entrepreneur's psychological aspect in order to make better environment to entrepreneurs and it can increase economic growth, especially in *Kabupaten 50 Kota*.

5.3 Limitation of the Research

Researcher found some limitations when conducting this research. Some of the limitations are as follows:

1. Research object used in this research limited to nascent entrepreneurs in *Kabupaten 50 Kota* only. It might be different in any other city in Sumatera Barat, or Indonesia on the whole.
2. Total sample used in this research also limited. It is only the nascent entrepreneurs in *Kabupaten 50 Kota* under 30 ages. Despite the total amount of entrepreneurs in the city is more than that.
3. This research only use deterministic factor, voluntaristic factor, emotive factor and opportunistic behaviour, whereas many other variables that can influence and modified the impact of entrepreneurial failure, such sociological factor and environment factors.



5.4 Recommendation of the Research

The result of this research is expected to be used for next research that will give a more information about entrepreneurial failure and psychological factors that affect it. Next, some recommendation topics that researcher can suggest for next research are as follows:

1. For next researcher who want to conduct similar research, the number of object location could be propagated and compare with another location. i.e. Nascent entrepreneurs in *Kabupaten 50 Kota* compare with *Padang*, nascent entrepreneurs in *Bukittinggi* compare with *Tanah Datar*.
2. For next research, the researcher could use sample with has failure on business above 30 years old. Also can use sample with real entrepreneurs and compare the nascent entrepreneurs with real entrepreneurs has failure on business
3. For next research, the researcher could use other variables or augmenting other variables with the current variable. Also, the next researcher could redesign with mediator variable.