

# **A study on Change in Emotional Intelligence towards Entrepreneurial Behaviour among College Students**

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## **Abstract**

The concept of emotional intelligent has found a number of different applications outside of the psychological research. Professionals, education and community institution have integrated different aspect of the emotional intelligent .emotional intelligent promotes more productive working relationships better outcomes and enhanced personal satisfaction The Present study deals with change in emotional intelligence towards entrepreneurial behavior among university students. One or more variables are manipulated to determine their effect on a dependent variable in experimental method. For the purpose of the study, the researcher selected 100 samples from various departments among MS University students. Cluster sampling was used and statistical analysis techniques like the t-test and weighted average were used through SPSS.

## **Introduction**

The concept of Emotional Intelligence has found a number of different applications outside of the psychological research. Professional, educational and community institutions have integrated different aspects of the Emotional Intelligence. Emotional Intelligence promotes more productive working relationships, better outcomes, and enhanced personal satisfaction.

Traditionally, psychologists have focused on cognitive aspects while working on intelligence. However there were researchers who recognized early that the no cognitive aspects were also

important. Researchers investigated dimensions of emotional intelligence (EI) by measuring related concepts, such as social skills, interpersonal competence, psychological maturity and emotional awareness, long before the term “Emotional Intelligence” came into use.

The first use of the term “Emotional Intelligence” is usually attributed to Wayne Payne’s doctoral thesis, A study of Emotion: Developing Emotional Intelligence” from 1985. However, prior to this, the term “emotional intelligence” had appeared in Leuner (1966). Greenspan (1989) also put forward an EI model.

In 1990, Salovey and Mayer described emotional intelligence as a social intelligence that involves the ability to monitor own and others feelings and emotions, To discriminate among them and to use this information to guide one’s thinking and actions. They also initiated research program intended to develop valid measures of emotional intelligence and to explore its significance.

#### **Review of literature:**

**Suresh kumar(2013):** The researcher concluded that there are three factors which are Individual desire, education, and family back ground that influence non business students willing to become an entrepreneur. The most influence factor’s individual desire and high passion becomes an entrepreneur the education is the big factors that influence the non business students to willing to become an entrepreneur so the entrepreneurship education influencing the non business students although the individual desire is the most influence factors them selves

**Hugikhon(2012):** The researcher concluded that the factors influencing individual / psychological factors family back ground factors and social environment factors, except family back ground factors individual psychological factors and social environment factors have significant influence on university students on entrepreneurial intention To educate the entrepreneurship to students to create the entrepreneurial intention among students

**Rohananagh,zarina(2015):**The researcher concluded that Emotional intelligence is the important of entrepreneur to be an innovative. Emotional intelligence is positively elated with work behavior

it is easy to understand customer needs and wants regulate the other emotion is has strong impact innovativeness and entrepreneurial success.

**Farzin.F,Mohamed.A,Shahamram.S(2013):** The researcher concluded that trait emotional intelligence to a entrepreneur that positive relationship proactively and creativity .also proactivity had positiverelationship with entrepreneurship intention students with higher trait emotional intelligence can create proactivity so that train emotional intelligence is key factors of entrepreneurship intention among students.

**Pavilas.Z(2010) :** The researcher concluded that Theoretical model of emotional intelligence and entrepreneurship development the expression and shows that feature common enterprising individual and significance in developing the individual's entrepreneurship are such tendency of risk ,need of achievement , internal control, self confident, The influencing emotional intelligence factors ,,such as self awareness, self –control, social self awareness, management of relation s to developing the of entrepreneurship finally results of the study in preparing academic and post – diploma programs of entrepreneurship development.

**Bitniomar (2016):** The researcher concluded that the emotional intelligence has relationship with the entrepreneurial attitude as well as intention individuals having high level emotional intelligence will have start a business in future emotional intelligence was directly relationship with entrepreneurial intention and attitude so that emotional intelligence is the key factors of entrepreneurial intention particularly among students

**Angelica.M,Ramos(2014):** The researcher concluded that students having entrepreneurial inclination without family business middle income earner and management major. Most of the students agree they possess entrepreneurial intention and capabilities .The leadership skills, creativity and problem solving skills are factors that are contributory to entrepreneurial capabilities and skills of the students so that the management of university may provide more training and seminar about entrepreneurial intention for students .

**Mohamed.G,samanes.J.Aftech.A(2012):** The researcher concluded that bar one components of inter individual skills, inner individuals skills temper that components are good relationship with entrepreneurship, other components stress control and adaptability no relationship with entrepreneurship so we recommended that entrepreneur education its create that team build .and improving the social skills and environment quality.

**Statement of the problem:**

To measure the level of emotional intelligence and entrepreneurial behaviour among the university students through a questioner after that, conduct the training programme for 20 minutes about entrepreneurs and give the same question: How does the emotional intelligence change after the training among university students towards entrepreneurial behaviour

**Objectives of the study**

- Measuring the level of emotional intelligence among university students on entrepreneurial behavior pre and post study
- To analyze the change in emotional intelligence among university students towards entrepreneurial behavior

**Research Methodology:**

In this study, the primary data was collected through structured questionnaire. Questionnaire was collected through university students from 100 samples selected respondents in our university Cluster sampling method was used to select university students. SPSS package are used for the statistical analysis technique like T- Test and weighted average are used for got the results.

**Scope of the study:**

To identify the measuring level of emotional intelligence and entrepreneurial inclination among the university students through pre and post test in our university

**Limitation of the study:**

The study was done only science department particularly Physics, chemistry and Mathematics and computer science

## ANALYSIS AND INTERPREATION

### The different between pre and post test of weight average value of emotional intelligence and entrepreneurial Behavior

| S.NO | PARTICULARS   | Weighted average pre test | Weighted average post test | Difference in weighted avg | Rank |
|------|---|---------------------------|----------------------------|----------------------------|------|
| 1    | Entrepreneur intention start a business               | 2.9                       | 3.8                        | 0.9                        | 1    |
| 2    | Entrepreneur intention rather than employee           | 3.3                       | 4.1                        | 0.8                        | 2    |
| 3    | Attitude towards entrepreneur my career option        | 3.1                       | 3.9                        | 0.8                        | 3    |
| 4    | Leadership  | 3.6                       | 4.3                        | 0.7                        | 4    |
| 5    | Attitude towards entrepreneur its attractive for me   | 3.3                       | 4.0                        | 0.7                        | 5    |
| 6    | Entrepreneur intention entrepreneur                   | 3.3                       | 4.0                        | 0.7                        | 6    |
| 7    | Entrepreneurial success over come my barriers         | 3.3                       | 4.0                        | 0.7                        | 7    |
| 8    | Creativity  | 3.6                       | 4.2                        | 0.6                        | 8    |
| 9    | Action oriented                                       | 3.6                       | 4.2                        | 0.6                        | 9    |
| 10   | Regulation of emotion                                 | 3.4                       | 4.6                        | 0.6                        | 10   |
| 11   | Attitude entrepreneur opportunity to start a business | 3.6                       | 4.2                        | 0.6                        | 11   |
| 12   | Entrepreneur behavior enjoy take risk                 | 3.4                       | 4.0                        | 0.6                        | 12   |

### Interpretation

The table shows that most of the emotional intelligence and entrepreneurial behaviour variables weighted average value are changes after the post test particularly the following variables like Entrepreneur intention start a business, Entrepreneur intention rather than employee, Attitude towards entrepreneur my career option, Leadership, Attitude towards entrepreneur its attractive

for me that variables are highly differences between pre and post test and its coming under first five places in ranking methods .

**T-test for entrepreneurial innovations factors**

| Variable                        |           | Mean | Std deviation | T      | Significant value |
|---------------------------------|-----------|------|---------------|--------|-------------------|
| Opportunity to start a business | Pre test  | 3.58 | 1.149         | -5.543 | .000              |
|                                 | Post test | 4.17 | .848          |        |                   |

**Interpretation:**

H0: There is a no significant difference between pre and post test of entrepreneurial behaviour

H1: There is a significant difference between pre and post test of entrepreneurial inclination factor

From the „t“ value (-5.543) and its corresponding „p“ value .000.

The table reveals that post test is higher than the pre test mean value. Hence, the stated null hypothesis is rejected .It is concluded entrepreneurial behaviour factors has significance influenced by variable of opportunity to start a business through pre and post test among college students

**T-test for entrepreneurial behaviour factors**

| Variable                          |           | Mean | Std deviation | T      | Significant value |
|-----------------------------------|-----------|------|---------------|--------|-------------------|
| Entrepreneurship My career option | Pre test  | 3.13 | 1.106         | -6.605 | .000              |
|                                   | Post test | 3.85 | .941          |        |                   |

**Interpretation:**

H0: There is a no significant difference between pre and post test of entrepreneurial behaviour factor  
H1: There is a significant difference between pre and post test of entrepreneurial bevaious factor. From that t<sup>o</sup> value (-6.605) and its corresponding „p<sup>o</sup> value .000.

The table reveals that post test is higher than the pre test mean value. Hence, the stated null hypothesis is rejected. It is concluded entrepreneurial behaviour factors has significance influenced by variable of entrepreneurship my career option through pre and post test among students

**T-test for entrepreneurial behaviour factors**

| Variable                 |           | Mean | Std deviation | T      | Significant value |
|--------------------------|-----------|------|---------------|--------|-------------------|
| Start business few years | Pre test  | 2.93 | 1.136         | -6.893 | .000              |
|                          | Post test | 3.80 | 1.052         |        |                   |

**Interpretation:**

H0: There is a no significant difference between pre and post test of entrepreneurial Behaviour factor

H1: There is a significant difference between pre and post test of entrepreneurial behaviour factor. From the, t<sup>o</sup> value (-6.893) and its corresponding „p<sup>o</sup> value .000.The table reveals that post test is higher than the pre test mean value. Hence, the stated null hypothesis is rejected. It is concluded entrepreneurial behavior factors has significance influenced by variable of start business few years through pre and post test among college students.

**Weighted average Findings:**

- 1) In pre test emotional intelligence and entrepreneurial behaviour are gives moderate value Its reveals that the respondent's emotional intelligence and entrepreneurial inclination factors are neutral

- 2) In post test emotional intelligence and entrepreneurial behaviour. They are agree with their statements It reveals that the respondents emotional intelligence and entrepreneurial behaviour factors are agree
- 3) Entrepreneur intention rather than employee, Attitude towards entrepreneur my career option, Leadership, Attitude towards entrepreneur its attractive for me that variables are highly differences between pre and post test and its coming under first five places in ranking methods

## **T- Test Findings**

### **Start the business few years**

The pre test the respondents are not interested the starts business after the post test the respondents are ready to start the business few years

### **Entrepreneurship is my career option**

In pre test the respondents not are choose the career to become an entrepreneur after the post test the respondents are to choose their career as become and entrepreneur

### **Opportunity to start the business**

The pre tests the respondents are the not interested to start the business after the post test the respondents are ready to search the available opportunity to start the business.

### **Conclusion:**

Emotional intelligence and entrepreneurial behavior are highly increasing through the entrepreneurship training program. The researcher concluded that basically science students having emotional intelligence and entrepreneur behavior. A short 15 minutes awareness program about entrepreneurship to science students“ has improved their emotional intelligence influenced their entrepreneurial behaviour. Adding entrepreneurship as one or two courses to science students would influence them to prefer entrepreneurship as their career in future. This would avoid unemployment and also contribute to the growth of our economy.

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