**Impact of Family Background, Experience Age, and Gender on Entrepreneurial Intentions**

Rajni Bala

Assistant Professor In Commerce

Govt. SPMR College of Commerce Jammu

Email: [rajnicom19@gmail.com](mailto:rajnicom19@gmail.com)

**Abstract**

The paper focuses on the Impact of Family Background, Experience Age, and Gender on Entrepreneurial Intentions**.** After studying the relevant literature a self administered questionnaire was prepared comprised of two sections. Requisite information has been gathered from both primary and secondary sources. The sample frame for this study included students who were pursuing their master degree in commerce, economics and management. Appropriate statistical tools have been applied to process and analyze the data which revealed some useful insights related to entrepreneurial intentions. The analysis found that, they want to establish their own identity like an entrepreneur; their family background significantly influences their entrepreneurial motive. Future research can explore others predictors of entrepreneurial intentions.

**Keywords:** Intention, Innovation, Autonomy

**INTRODUCTION**

Entrepreneurial intentions are the intent of an individual to start new business. It is a reliable predictor or measure of entrepreneurial behavior and entrepreneurial activities. It depicts the state of mind which directs and guides the actions of the individual towards the development and the implementation of new business concepts. It can be viewed as the intension of a person to perform new venture creation behavior or action (Kruegar et al., 2000; Bird, 1988; Grundsten, 2004). Katz and Gartner (1988) defined entrepreneurial intention as the search for the information that can be used to help the goal of venture creation. The formation of entrepreneurial intentions by the individual depends on the perceived desirability and the perceived feasibility of the entrepreneurial behavior (Kruegar & Brazeal, 1994). Perceived desirability of an action depend upon the individual attitudes towards the outcomes of that action in entrepreneurial action. The intention to behave has been examined from three main view points, which focus respectively on the individual human capital, individual cognitions and motivations and perceived self efficacy. Environmental factors can also facilitate entrepreneurial activities. It plays an important role in the creation of person intensions to start new venture. These affective environmental factors would have greater impact on person’s decision to opt for self employment (Luthje and Franke (2003). The role of the Family members in business serve as model to be imitated by would be an entrepreneur. Apart from the family and other Aquitaine, society also plays an important role that can promote a person’s entrepreneurial intentions. Other factor is social norms which represent the attitudes of individuals towards entrepreneurship. Surrounding community Positive attitudes of the concerned with entrepreneurship are likely to promote ones desire to engage in entrepreneurial activities (Raijman, 2001; Grundsten, 2004; Matthews & Moser, 1996). It is an indicator of perceived desirability which depicts the person who finds the prospect to start a business. Encouraging entrepreneurship is effective for the creation of jobs, increasing products and alleviating poverty. It influences the person capabilities and attitudes which shows their tendency to involve in entrepreneurial activities. Person’s family background, their social environment also influences him/her on entrepreneurial intentions. The fruit of these efforts in the form of innovating ideas, risk taking, autonomy, self-efficacy, more proactive through their interaction, good relation, trust on each other and to cooperate and coordinate with everyone. If they have entrepreneurial potential, it will lead to intentions to start new business.

**REVIEW OF ENTREPRENEURIAL INTENTIONS LITERATURE**

**Hunjra et al. (2011)** examined the entrepreneurial intentions among the graduate young students to create new ventures. **Lee et al. (2011**) examined the individual and organisational factors that affect the level of job satisfaction which in turn, affects entrepreneurial intentions. Data were obtained from two sources. **Mustaq et al. (2011)** determined the entrepreneurial intention among the students who attended course on management and entrepreneurship. **Pihie and Bagheri** **(2011)** examined the entrepreneurial attitude and entrepreneurial self-efficacy among secondary school students in Malaysia. **Tamizhari and Panchanatham (2010)** studied the nature and level of relationship between the demographic variables and attitudes of an entrepreneur. **Nasuridin et al. (2009)** examined a model by using perceived desirability as a mediator between affective environment factors and entrepreneurial intentions. **Linan (2008)** studied the role of different perceptions on the individual’s intention to become an entrepreneur. **Wilson et al. (2007)** explored the relationship between entrepreneurial self efficacy and entrepreneurial Intentions.

**OBJECTIVES OF THE STUDY**

After reviewing literature the objective of the study to find the impact of age, gender, family background, experience on entrepreneurial intentions and the hypothesis also formulated.

Self employment experience is directly related with entrepreneurial intentions of students (Raijman, 2001). It has been found that exposure of family business serves as an important inter generational influence on intentions to become entrepreneur (Carr & Sequeira (2007). Family members in business become symbol for entrepreneur and source of financial and non-financial help. Similarly financial resources in the family have direct bearing on entrepreneurial intentions. Students with intentions to become entrepreneur are observed to be more qualified than non-entrepreneurial behavior individuals. Family implication on emergence of start business, opportunity recognition, decisions regarding start up and to mobilize resources (Aldrich & Cliff, 2003).

**HYP 1: Family Business have significant impact on students entrepreneurial intention**

Those entrepreneurs who have entrepreneurial experience can create higher profits from entrepreneurial business (Jo & Lee, 1996). It is the source of entrepreneurial attitudes and overall intentions to became an entrepreneur (Souitaris et al., 2007).Previous research helps to exposure the business and what level of exposure inclines students to became an entrepreneur (Ahmed et al., 2010).

**HYP 2: Experience have significant impact on students entrepreneurial intention**

Age develop the entrepreneurial intentions of the person. It increases the person attitudes towards entrepreneurship (Tamizharsi & Panchanatham 2010)

**HYP 3: Age have significant impact on Students entrepreneurial intention.**

Traditionally, men are over represented in new ventures compared to women (Davisson 2006). Brush (1992) also found that men are more inclined towards entrepreneurial business than women with similar background. A large number of researches proved that women face more difficulties in venturing process as compared to their male counterparts. It also revealed that in arranging capital to start or to support their business women entrepreneurs face more difficulties (Fay & Williams, 1993). For male resources and the facilities are easily available that increase their intentions. Research has indicated that success rate for women entrepreneurs is very less and they face slower rate of growth, low profits. Gender influences the entrepreneurial intentions of women and men to involve and pursue entrepreneurial activities as their career (Gupta et al., 2008). Above discussion led to following hypothesis:

**HYP 4: Entrepreneurial intentions of male students are higher than female students.**

**SOURCES OF DATA**

Requisite information for this research has been gathered from both primary and secondary sources. First hand information collected from business student through a questionnaire and secondary sources are obtained through internet, books, journal and research articles. These sources provided meaningful information related to study.

**RESULTS OF THE STUDY**

**HYP1: Family Business has stronger impact on Students entrepreneurial intentions**

SEM has been proved that the family background influence the entrepreneurial intentions (p<0.001). So, the hypothesis stands accepted.

**HYP2: Experience has stronger impact on Students entrepreneurial intentions**

The relationship between experience and entrepreneurial intentions was insignificant (p>0.05). Hence, the hypothesis stands rejected.

**HYP3: Age has stronger impact on Students entrepreneurial intentions.**

This hypothesis has been checked through SEM. The relationship of age and entrepreneurial intention was found insignificant (p>0.05) which lead to rejection of this hypothesis.

**HYP4: Entrepreneurial intention of male Students is higher than female.**

Independent t-test has been applied to test difference in entrepreneurial intentions of males and females. Result revealed there is no significant difference between male and female (t=1.24, p>0.05). Hypothesis stands rejected.

**FINDINGS OF THE STUDY**

They want to establish their own identity like an entrepreneur. Their family background significantly influences their entrepreneurial motive. They gather more information about entrepreneurial process. They show high intent towards establishing a venture

**IMPLICATIONS OF THE STUDY**

1. Problem: Moderate intention to be an entrepreneur
2. Problem: Lack of motivation to start enterprise

**FUTURE RESEARCH**

Other predictors of Entrepreneurial Orientation and Entrepreneurial Intention viz., personality factors, mentoring, can be explored

**REFERENCES**

* Ahmed, I., Nawaz, M.M., Ahmad, Z., Shaukat, M.Z., Usman, A., Rehman, W.U. & Ahmed, N. (2010). Determinants of students entrepreneurial career intentions: Evidence from business graduates. *European Journal of Social Science*, 15, 2: 14-22.
* Aldrich, H.E. & Cliff, J.E. (2003). The pervasive effects of family on entrepreneurship: Toward a family embeddedness perspective. *Journal of Business Venturing*, 18, 5: 507-525.
* Anderson, A.R. & Jack, S.L. (2008). Role typology for enterprising education: The professional artisan? *Journal of Small business and enterprise Development*, 15, 2: 256-273.
  + and Moore, D.P. (1997). Women’s organizational exodus to entrepreneurship: Self-reported motivations and correlates with success. *Journal of Small Business Management*, 35, 1: 34–46.
* Carr, J.C. & Sequeria, J. M. (2007). Prior family business exposure as intergenerational influence and entrepreneurial intent: A theory of planned Behaviour approach. *Journal of Business Research,* 60, 1090-1098
* Carstensen, L.L. (1993). Motivation for social contact across the life span: A theory of socio emotional selectivity. In J. Jacobs (Ed.), Nebraska symposium on motivation: Developmental perspectives on motivation, 209–254.
* Cooper, A.C. & Artz, K.W., (1995). Determinants of satisfaction for entrepreneurs. Journal of Business *Venturing,* 10: 439-457
* Fay, M. & Williams, L.(1993). Gender bias and the availability of business loans. *Journal of Business Venturing*, 8, 3: 363-376..
* Grundsten, H. (2004). Entrepreneurial intentions and entrepreneurial environment: A study of technology-based new ventures creation. Doctoral Dissertation. Helsinki University Of Technology, Finland.
* Gupta, V.K., Turban, D.B. & Bhawe, N.M. (2008). The effect of gender stereotype activation on entrepreneurial intentions. *Journal of Applied Psychology*, 93,5: 1053-1061
* Hashemi, S.M., Hosseini, S.M. & Rezvanfer, A. (2011). Explaining entrepreneurial intentions among agricultural students: Effects of entrepreneurial self efficacy and college entrepreneurial orientation. *Research and Business Management*, 6, 3: 94-102.
* Hunjra, A.I., Ahmad, H. M., Rehman, K.U. & Safwan, N. (2011). Factors influencing intention to create new ventures among young graduates. *African Journal of Business Management*, 5, 1: 121-127.
* Ibarra, H. (1993). Network centrality, power and innovation involvement: Determinants of technical and administrative roles. *Academy of Management Journal*, 36, 3: 471-501.
* Jo, H. & Lee, J. (1996). The relationship between an entrepreneurs background and performance in a new venture.*Technovatio*n,16, 4: 750-783
* Lee, L., Wong, P.k., Foo, M.D. & Leung, A. (2011). Entrepreneurial intentions: The influence of organisational and individual factors. *Journal of Business Venturing,* 26, 1: 124-136
* Linan, F. (2008). Skill and value perceptions: How do they affect entrepreneurial intentions? *International Entrepreneurship Management Journal,* 4, 3: 257-272
* Luthje, C. & Franke, N. (2003). The ‘making’ of an entrepreneur: Testing a model of entrepreneurial intent among engineering students at MIT. *Research and Development Management*,33, 2: 135–148.
* Mohammed, M. & Aparna, M.P. (2011). Entrepreneurial intentions of MBA students-A study in Hyderabad. *Entrepreneurial Practice Review*, 1, 4: 20-37.
* Mustaq, A., Honjas, A.I., Niazi, G.S., K. Rehman, K.U. & Azam, R. (2011). Planned behaviour entrepreneurship and intention to create a new venture among young graduates. *Management and Marketing Challenges for the Knowledge Society*, 6, 3: 437-456
* Nasurdin, A.M, Ahmad, N.H & Lin, C.E. (2009). Examining a model of entrepreneurial intention among Malaysians using SEM procedure. *European Journal of Scientific Research*, 33, 2: 365-373.
  + Peterman, N. & Kennedy, J. (2003). Enterprise education: Influencing student’s perceptions of entrepreneurship. *Entrepreneurship Theory and Practices*, 28, 2: 129-144.
  + Pihie, Z.A.L. & Bagheri, A. (2011). Malay students entrepreneurial attitude and entrepreneurial self efficacy in vocational and technical secondary schools of Malaysia. *Pertanika Journal of Social Sciences and Humanities*, 19, 2: 433-447
  + Raijman, R. (2001). Determinants of entrepreneurial intentions: Mexican immigrants in Chicago. *Journal of Socio-Economics*, 30, 5: 393-41 .
* Shane, S., Locke, E.A. & Collins, C.J. (2003). Entrepreneurial motivation. *Human Resource Management Review*, 13, 25: 279-281.
* Souitaris, V., Zerbinati, S. & Al-Laham, A. (2007). Do entrepreneurship programmes raise entrepreneurial intention of science and engeneering students? The effects of learning, inspiration and resources. *Journal of Business Venturing*, 22, 4: 566-591
* Stam, W. & Elfering, T. (2008). Entrepreneurial orientation and new venture performance: The moderating rile of intra-and Extra industry social capital. *Academy of Management*
* Tamizhari, G. & Panchanatham, N. (2010). An empirical study of demographic variables on entrepreneurial attitudes. *International Journal of Trade, Economics and Finance*, 1, 2: 215-220.
* Wilson, F., Kickul, J. & Marlino, D. (2007). Gender, Entrepreneurial self efficacy and entrepreneurial career intentions: Implications for entrepreneurship education. *Entrepreneurship Theory and Practice*, 31, 3: 387-406.
* Zahra, S.A., Hayton, J.C. & Salvato, C. (2004). Entrepreneurship in family vs. non family firms: A resource based analysis of the effect of organisational culture. *Entrepreneurship Theory and Practice*, 28, 4: 363-381.