

The Effect of Achievement Motivation, Competence and Self-Efficacy in Entrepreneurship on the Visionary Capabilities of Entrepreneurs, in South Kalimantan-Indonesia

Suyanto¹, Endang Larasati², Indi Djastuti³, Widiartanto⁴, Yuwanto⁵

^{1,2,3,4,5}Social Science, Universitas Diponegoro, Semarang, Indonesia

suyantodis2021@gmail.com, endanglarasatiprof57@gmail.com, indidjastuti18@gmail.com, fafanabil@gmail.com, yuwantosaja@yahoo.com

Abstract

Entrepreneurial Visionary Capability is the ability of entrepreneurs to take a mental journey from the known to the unknown, able to present a future based on facts, figures, hopes, dreams, dangers and opportunities by applying it to activities and programs until reach the aim of company wants to achieve. Identify and exploit entrepreneurial visionary capability using achievement motivation, self-efficacy and competence. Those three measures whether significant affect the entrepreneurial visionary capability or vice versa. The research was conducted using descriptive statistical research methods using Software SmartPLS to determine the frequency distribution of respondents' answers to the results of questionnaires distributed. The questionnaires include Achievement Motivation (X1), Entrepreneurial Competence (X2), Self-Efficacy (X3) and Entrepreneurial Visionary Capability (Y). The indicators in this study use class interval criteria obtained from the calculation result: Using a significance level of 3% the result of this study indicate that the variable Achievement Motivation, Entrepreneurial Competence, and Self-Efficacy, have a significant effect on the Visionary Capabilities of Entrepreneurs.

Keywords

achievement motivation; competence; self-efficacy; entrepreneurs; visionary capabilities



I. Introduction

Economy is a problem that is always inevitable in all countries, including Indonesia. Solving these economic problems is pursued in a number of ways, such as reforming policies in the taxation sector, reduce tax costs, government budgets, the labor market including paying attention to the growth and development of Small and Medium Enterprises (SMEs). Small and Medium Enterprises (SMEs) are an important part of the economy of a country or region, including Indonesia. Government policy in the development of Small and Medium Enterprises (SMEs) in the long term aims to increase the potential and active participation of SMEs in the national development, especially in the context of realizing equitable development through expanding employment opportunities and increasing revenue (Adi, 2006). SMEs are one of business sectors which in the short term are believed to be effective in answering the matter of high unemployment and in turn it is expected to be able to reduce poverty. The experience of this nation proves that this sector is able to function as an economic safety net in difficult time, for instance during a crisis without having to be subsidized by the government. The benefits that can be achieved in this sector are in a fairly high range, namely between 10% - 50% per year.

This high profit rate added with various other advantages, such as flexibility in facing economic ups and downs, low risks and non-performing loans due to the small amount of credit per business unit, are felt to be sufficient reasons why this sector deserves the attention of all parties. In 2017 in South Kalimantan, it is predicted that there are 630 thousand SMEs with 1,260 thousand employees who work in all economic sectors. This condition is one of the driving forces for regional development. The Ministry of Cooperatives and SMEs relies on Cooperatives and SMEs to encourage economic growth in Indonesia, which is believed to have a significant role in increasing gross domestic income by around 56.67 percent.

According to A. Ademuyiwa (2019) when an economy is going through a persistent inflation, Gross Domestic Product (GDP) increases, this does not actually reflect the true growth in an economy. The relationship between inflation and economic growth is one of the debatable issues and the most important macroeconomic discussions among macroeconomists, policy-makers and monetary authorities in all countries (Wollie, 2018). Seeing the condition, the Government has made various efforts to help the Community economy through various policies. Policies that only rely on economic growth are policies that limit the circulation of assets among the rich people (Martinelli, 2019).

Economic growth in South Kalimantan has been on a downward trend from 2012 to 2015 in line with the decline in commodity prices for South Kalimantan's mainstay such as handicraft products in the form of cloth (see Arisanty, Normelani, Putro, & Anis, 2018). Consecutively, economic growth in 2011 (7.0%), 2012 (6.0%), 2013 (5.3%), 2014 (4.9%) and 2015 (3.8%). In 2016, economic growth in South Kalimantan increased again (4.40%), supported by the recovery of commodity prices. In 2017, the growth rate continued to increase to 5.29%. From 2013 to 2016, South Kalimantan's economic growth was below the national average economic growth, only in 2017 was above the national economic growth which was 5.29% and national economic growth was 5.06%. In 2018, Bank of Indonesia predicted economic growth in South Kalimantan will increase between 5.4% and 5.8% (Central Bureau of Statistics of South Kalimantan Province, 2018).

One of the opportunities that can be developed in the industry in South Kalimantan province in strengthening the economy is Kain Sasirangan products. Kain Sasirangan is a handicraft product traditionally by the people of South Kalimantan. The problems faced by the Kain Sasirangan product are capital problem, labor skills and market access. Increasing the competitiveness of Kain Sasirangan product in a sustainable manner will form a strong economic foundation in the form of macroeconomic stability, a healthy business climate and investment. Therefore, supports from all levels of government in South Kalimantan for the development and industry Kain Sasirangan product development become the support for the economy of South Kalimantan can be realized consistently and sustainably. Kain Sasirangan product is a typical cloth originating from the Banjar tribe in South Kalimantan. Like other traditional fabrics, Kain Sasirangan product has unique motifs and manufacturing techniques. Made through a process of staining the barriers, Kain Sasirangan product using materials such as rope, thread, or the kind of certain patterns. The efforts of the Provincial and City or Regency Governments to raise the presence of Kain Sasirangan product higher than be seen from the perception that Kain Sasirangan product has become a typical souvenir for tourists who come to South Kalimantan province.

According to the traditional Banjar elders, Kain Sasirangan was used for the treatment of sick people, also used as a laung (Banjar traditional headband), kakamban (veil), udat (breast cloth), babat (belt), tapih bahalai (sarong for women), et cetera. Sasirangan is also used for Banjar traditional ceremonies. Sasirangan has a variety of

excellent motif such as Iris Pundak, Kambang Raja, Bayam Raja, Kurikit Skin, Sinapur Karang Waves, Bahambur Star, Sari Gading, Bark, Naga Balimbur, Jajumputan, Turun Dayang, Kambang Tampuk Manggi, Jaruju Leaves, Kangkung Kaombakan, Tanggiling Scales and Kambang Tanjung. Nowadays, Sasirangan is no longer only for Spiritual activities, but has been daily clothes in South Kalimantan. According to Regulation of the Governor of South Kalimantan 91 of 2009 concerning the standardization of the Clothing for the Office of Civil Servants in South Kalimantan Provincial Government, Sasirangan is equated with Batik. Civil Servants have freewilling to choose either wearing Sasirangan or Batik on a specified day, even though certain regency and city governments require the use of this distinctive cloth at certain times.

In the production of Kain Sasirangan in South Kalimantan, related to Kain Sasirangan, there are 3 fabrics: Silk, Semi Silk and Cotton. According to the table, Kain Sasirangan production from 2013 to 2016 continued to decline and began to increase again in 2017, but the amount of production was still lower than in 2013. With the support of South Kalimantan Provincial Government Program, namely the issuance of the South Kalimantan Governor Regulation 91 of 2009 concerning the standardization of Civil Service Officials in South Kalimantan Provincial Government and programs of various SME and Cooperative agencies, the Trade Office as well as the Tourism Office it is hoped that the production of Kain Sasirangan will continue to increase in South Kalimantan. In fact, the phenomenon that occurs according to the table above is that the production of Kain Sasirangan tends to decrease from year to year. We can observe that Kain Sasirangan SMEs in South Kalimantan, there are problems that are quite influential from Kain Sasirangan SMEs themselves, including; product innovation, marketing, work environment, motivation, competence, self-efficacy, capital and other factors in entrepreneurial orientation towards Sasirangan SME business performance.

Based on those variables, the most influential thin on Sasirangan in South Kalimantan is that their business motivation is still lacking, this can be seen from absence of desire to be more advanced and still stagnant in improving their business performance. Likewise, the self-efficacy of entrepreneurs in Sasirangan SMEs, generally entrepreneurs in South Kalimantan have many businesses from generation to generation, so that the business only runs as is. To develop and preserve Kain Sasirangan is not only done by the South Kalimantan Regional Government and the City or Regency Government, but also the stakeholders, which are the craftsmen and consumer of Sasirangan must also be involved. To realize those things that have been mentioned above, Sasirangan entrepreneurs must have achievement motivation so that they are not only motivated but also are formed to have a spirit of achievement motivation. As well as entrepreneurs must have competence to realize current market expectations and high self-efficacy to be more confident in their ability to succeed in achieving market expectations regarding Sasirangan better products in achieving sustainable business performance and benefiting Sasirangan SMEs, even more so. It is hoped that entrepreneurs have a visionary spirit towards the visionary capabilities of their business.

Achievement motivation (n-Ach) was conceptualized by Murray in 1938 where "achievement people" are people who always try to reach success in various situation where performance can be evaluated based on several standards. In 1953, McClelland and colleagues saw that n-Ach was a motive that could be learnt as well as social motives generated from the basis of reward and punishment. Need for Achievement (n-Ach) is one of motives of needs that differentiates it from other needs. Hmieleski & Corbett (2008) Self-efficacy on the relationship of improvised behaviors at founders with performance and individual levels as well as job satisfaction using a random sample of 159 entrepreneurs. In

line with Corbet's assumptions, improvisational behavior was found to have a positive relationship with a new venture performance (i.e. sales growth) when exhibited by founders who were high on entrepreneurial self-efficacy. Skaalvik, Federici, & Klassen (2015) this study showed that motivation was one of those processes through which self-efficacy affects performance.

Bandura in Piperopoulos & Dimov (2014) suggested that efficacy is related to individuals who are aware of their own abilities and skills to perform certain tasks. Previous research on self-efficacy in the context of entrepreneurship has shown that it can predict an individual's intention to start a new venture as in continuing the concept on their belief that it is possible to do so Koh & Hatten, (2002); Jr Krueger, (2000); Franke & Lüthje (2004); Pittaway, Falcon, Aiyegbayo, & King (2011). The Visionary Capability of Entrepreneurship, Innovation and profit creation in companies related to entrepreneurial orientation is when companies utilize human resources that enable them to pursue opportunities and profits. Therefore, human resource activities that develop and mobilize the worker tend to be important facilitating entrepreneurial interactions. (Dess et al., 2003; Zahra & Hayton, 2008) in terms of human resources, visionary leaders are planners who can predict the future because making plans not only considers what you want to do but also technology, procedures, organizations and other factors which may affect the plan. This relates to the business objectives of an entrepreneur, business is a business that is done which the main goal is profit (Kasmir and Jakfar 2012; 7).

Based on these backgrounds, the study is conducted with the title *The Effect of Achievement Motivation, Competence and Self-Efficacy in Entrepreneurship on the Visionary Capabilities of Small and Medium Entrepreneurs, Kain Sasirangan in South Kalimantan*.

Hypothesis:

- H1: There is a positive influence between Entrepreneur Achievement Motivation on the Visionary Capability of Entrepreneurship.
- H2: There is a positive influence between Entrepreneurial Competence on the Visionary Capabilities of Entrepreneurs.
- H3: There is a positive influence between Entrepreneurial Self Efficacy on Entrepreneurial Visionary Capabilities.

II. Research Methods

The research was conducted using descriptive statistical research methods using Software SmartPLS to determine the frequency distribution of respondents' answers to the results of questionnaires distributed (see Sugiyono, 2011). Manufacturers studied are all industries that produce Kain Sasirangan in South Kalimantan. The population in this study are all owners of Manufacturers Kain Sasirangan products in all districts / cities in South Kalimantan Province in 2017, including Banjarmasin (70 Manufacturers), Tanah Laut (12 Manufacturers), Kota Baru (zero), Banjar (38 Manufacturers), Tapin (1 Manufacturers), Hulu Sungai Selatan (zero), Hulu Sungai Tengah (2 Manufacturers), Hulu Sungai Utara (zero), Tabalong (1 Manufacturers), Banjarbaru (22 Manufacturers), Tanah Bumbu (zero), Balangan (1 Manufacturers). The population of Kain Sasirangan Manufacturers in South Kalimantan Province in this study is 170 Manufacturers.

Based on the data obtained, the areas mentioned above currently have a high existence in developing small and medium scales Sasirangan products. The data collection method was done by distributing questionnaires and direct interviews with Sasirangan business owners. This was done to obtain accurate data and if the respondent does not

understand, they can ask questions. Data collection techniques in this study using questionnaires. From 9 districts and cities, 170 questionnaires were distributed proportionally within 4 months from October 2018 to January 2019. The questionnaires used in this study, from initial processing to the final number of respondent was 170 samples because all of the respondents were able to cooperate in returning the questionnaires.

III. Results and Discussion

Validity and Reliability Test

Outer Loadings (Covergent Validity) test results on latent construct items Achievement Motivation (X1) Entrepreneurial Competence (X2), Self Efficacy (X3) and Visionary Capability of Entrepreneurship (Y) indicate that there are seven (7) items invalid because the value is less than 0.5 (Table 1). While in the reliability test the minimum value for both of them is above 0.6, this shows that the value of both of them is included in the reliable criteria (Table 2).

Table 1. Validity Test

Item	Achievement Motivation	Entrepreneurial Competence	Self Efficacy	Visionary Capability of Entrepreneurship	Decision
X1.1	0.879296				Valid
X1.10	0.918219				Valid
X1.2	0.860957				Valid
X1.3	-0.380048				Not Valid
X1.4	0.922120				Valid
X1.5	0.896479				Valid
X1.6	0.802625				Valid
X1.7	0.916154				Valid
X1.8	0.898692				Valid
X1.9	0.858390				Valid
X2.1		0.933417			Valid
X2.10		0.880321			Valid
X2.2		-0.236515			Not Valid
X2.3		0.888521			Valid
X2.4		0.893857			Valid
X2.5		0.923863			Valid
X2.6		0.924593			Valid
X2.7		0.889515			Valid
X2.8		0.830545			Valid
X2.9		0.900606			Valid
X3,7			0.918909		Valid
X3.1			0.937919		Valid
X3.2			0.749871		Valid

X3.3			-0.051663		Not Valid
X3.4			0.916161		Valid
X3.5			0.902735		Valid
X3.6			0.810635		Valid
X3.8			0.971273		Valid
X3.9			0.965417		Valid
Y.1					Valid
Y.10					Not Valid
Y.2					Not Valid
Y.3					Valid
Y.4					Valid
Y.5					Valid
Y.6					Not Valid
Y.7					Valid
Y.8					Not Valid
Y.9					Valid
Z.1				0.957831	Valid
Z.10				0.968219	Valid
Z.2				0.818180	Valid
Z.3				0.850382	Valid
Z.4				0.927618	Valid
Z.5				0.971271	Valid
Z.6				0.898821	Valid
Z.7				0.951848	Valid
Z.8				0.961934	Valid
Z.9				0.864299	Valid

Source: SmartPLS output, 2019

Table 2. Reliability Test

Construct	Composite Reliability	Cronbachs Alpha	Minimum standards	Criteria
Achievement Motivation	0.953195	0.923525	0.6	Reliable
Entrepreneurial Competence	0.957673	0.935125	0.6	Reliable
Self Efficacy	0.952586	0.929777	0.6	Reliable
Visionary Capability of Entrepreneurship	0.981759	0.979018	0.6	Reliable

Source: SmartPLS output, 2019

a. The Direct Effects of Achievement Motivation (X1) on the Visionary Capability of Entrepreneurs (Y)

The first testing of hypotheses was done to test the effect of Achievement Motivation (X1) on the Visionary Capability of Entrepreneurs (Y). Proving if any significant effects were done by comparing the value of t-statistics which is the result of bootstrapping with the t-value smartPLS. Based on the table above, it is known that the t-statistical value <math>t\text{-value} = 1.109061 < 1.96</math>.

This can be concluded that Achievement Motivation (X1) has no significant effects on the entrepreneurial visionary capability variable (Y) at the 5% level with a large influence of 0.203826 or 20.38%. The strength effect is in the weak category as it is between 0.200 and 0.399. (Sugiono, 2013:215) The relationship coefficient is positive, meaning that the higher the achievement motivation (X1), the higher the entrepreneurial visionary capability (Y). The effects between the both variables are 20.38%, if the entrepreneurs are getting be more motivated in achievement so the capability in entrepreneurship Kain Sasirangan products the typical of South Kalimantan will also increase. The result of statistics shows that achievement motivation have a significant effects on the Visionary Capability of Entrepreneurs.

This also can be show from the result of observation in field that the entrepreneurs of Kain Sasirangan does not give attention to the projection business of Kain Sasirangan in the future, for instance they only see the crowded sales on the specific period such as new school year, uniform orders from Civil Servants (ASN) or companies that need them without trying to penetrate new market share. For example, trying to penetrate the market share outside the region or abroad, because an entrepreneur should have a vision for the future and a strong desire to develop and his requires achievement motivation from the Sasirangan entrepreneurs in South Kalimantan.

Table 3. Index Value of Achievement Motivation Variable (X1)

Indicator	Respondents' Answers										Index	Total (%F _x S/10)	Category	
	F+ %	1	2	3	4	5	6	7	8	9				10
I want to excel in running a business	F	0	0	0	0	12	18	24	81	35	0	170	88.5	High
	%	0	0	0	0	7.1	10.6	14.1	47.6	20.6	0	100%		
I understand excellence and achievement in my business	F	0	0	0	0	0	0	36	73	61	0	170	84,7	High
	%	0	0	0	0	0	0	21.2	42.9	35.9	0	100%		
I have planned to achieve excellence and achievement in business	F	0	0	0	0	12	18	36	53	51	0	170	92,4	High
	%	0	0	0	0	7.1	10.6	21.2	31.2	30.0	0	100%		
I can manage and finish production goods or services compared to other entrepreneurs	F	0	0	0	0	12	18	24	58	58	0	170	90,2	High
	%	0	0	0	0	7.1	10.6	14.1	34.1	34.1	0	100%		

I can organize and manage my business better than any other entrepreneur	F	0	0	0	0	12	18	24	72	44	0	170	81,0	High
	%	0	0	0	0	7.1	10.6	14.1	42.4	25.9	0	100%		
I want to manage my business better than other entrepreneurs	F	0	0	0	0	12	6	30	65	57	0	170	91,0	High
	%	0	0	0	0	7.1	3.5	17.6	38.2	33.5	0	100%		
I am ready to face risks in my business	F	0	0	0	0	0	0	36	70	64	0	170	89,8	High
	%	0	0	0	0	0	0	21.2	41.2	37,6	0	100%		
I am able to face risks in my business	F	0	0	0	0	0	0	36	72	62	0	170	86,5	High
	%	0	0	0	0	0	0	21.2	42.4	36,5	0	100%		
I dare to take risks to achieve excellence and excel in my business compared to others	F	0	0	0	0	12	6	36	71	45	0	170	91,8	High
	%	0	0	0	0	7.1	3.5	21.2	41.8	26.5	0	100%		
AVERAGE													88,3	

Source: processed from primary data, 2019

The result of this study has no supports from Deb & Wiklund (2016) whom stated that achievement motivation has effects on entrepreneurship orientation as part of the Visionary Capability of Entrepreneurs indicators. The measurement (questionnaire and projective test) has no consistent differences founded. Other than that, the Visionary Capability of Entrepreneurs can show that by increasing the demand of initiative and self-form of achievement motivation, environment become more important Brandstater, (2010).

b. The Direct Effects of Entrepreneurial Competence (X2) on Entrepreneurial Visionary Capability (Y)

The second testing of hypotheses was done to test the effects of Entrepreneurial Competence (X2) on Entrepreneurial Visionary Capability (Y). Proving if any significant effect were done by comparing the value of t-statistics which is the result of bootstrapping with the t-value smartPLS. Based on the table was known the value of t-statistics < t-value = 0.385388 < 1.96. This can be concluded that Entrepreneurial Competence (X2) proves have a significant effects on Entrepreneurial Visionary Capability variable (Y) at the 5% level with a large influence of 0.082419 or 8.24%. The strength effect is in the weak category as it is between 0.0 and 0.199. (Sugiono, 2014:215) The relationship coefficient is positive, meaning that the higher Entrepreneurial Competence (X2), the higher the Entrepreneurial Visionary Capability (Y). The effects between the both variables are 8.24%, if the entrepreneurs have high competence in producing Kain Sasirangan so the capability in entrepreneurship Kain Sasirangan products the typical of South Kalimantan will also increase.

This also can be show from the result of observation in field that the entrepreneurs of Kain Sasirangan related to entrepreneurial competence was unable to arrange business strategy. For instance, they only rely on the existing market from previous years, meaning that they are less innovative in formulating new business strategies, also related to the lack of business commitment of the Kain Sasirangan entrepreneurs in South Kalimantan. For

example, their inaccuracy in completing production on the basis of empty raw materials such as cloth and dyes, then related to building relationship with prospective buyers who are still not well-established, they still think that fortune is regulated, the entrepreneurial mindset should always try to establish a good relationship continuously with perspective buyers, both old and new, the last one related to personal and learning from entrepreneurial competence is still underdeveloped. For example, they think that they personally have enough experience and do not need to learn about the latest motifs of Kain Sasirangan that meet market tastes, they should have a strong initiative in themselves to become better entrepreneurs so that short and long term programs can be achieved in his efforts.

Table 4. The Value of Entrepreneurial Competency Variable Index (X2)

Indicator	Respondents' Answers										Index	Total (%Fx S/10)	Category	
	F+%	1	2	3	4	5	6	7	8	9				10
I am able to set goals, standards and have a business idea in the business that I live. I am compelled to see business through results.	F	0	0	0	0	0	0	48	66	56	0	170	93,2	High
	%	0	0	0	0	0	0	28.2	38.8	32.9	0	100%		
I have cognitive abilities, skills in making business decisions and think analytically, innovatively and creatively. I have the ability to recognize opportunities, seize opportunities and identify customer needs	F	0	0	0	0	12	12	30	57	59	0	170	88,0	High
	%	0	0	0	0	7.1	7.1	17.6	33.5	34.7	0	100%		
I have and use interpersonal skills, good communication and are able to influence others to get support I am able to set goals, standards and have a business idea in the business that I live.	F	0	0	0	0	12	18	24	52	64	0	170	89,0	High
	%	0	0	0	0	7.1	10.6	14.1	30.6	37.6	0	100%		
I am compelled to see business through results I have cognitive abilities, skills in	F	0	0	0	0	0	0	36	69	65	0	170	91,9	High
	%	0	0	0	0	0	0	21.2	40.6	38.2	0	100%		

making business decisions and think analytically, innovatively and creatively.															
I have the ability to recognize opportunities, seize opportunities and identify customer needs	F	0	0	0	0	0	0	55	64	51	0	170	92,4	High	
	%	0	0	0	0	0	0	32.4	37.6	30.0	0	100%			
I have the ability to direct, lead, delegate, schedule work, develop work programs and prepare budgets	F	0	0	0	0	12	6	30	62	60	0	170	89,5	High	
	%	0	0	0	0	7.1	3.5	17.6	36.5	35.3	0	100%			
I have the ability to utilize employee skills to be more successful in recognizing and adapting to changing employer roles	F	0	0	0	0	0	0	36	70	64	0	170	83,8	High	
	%	0	0	0	0	0	0	21.2	41.2	37.6	0	100%			
I can build personal strength	F	0	0	0	0	0	18	36	52	64	0	170	90,5	High	
	%	0	0	0	0	0	10.6	21.2	30.6	37.6	0	100%			
I am able to increase individual effectiveness in performing certain challenging tasks such as managing my own business	F	0	0	0	0	12	6	48	31	73	0	170	88,6	High	
	%	0	0	0	0	7.1	3.5	28.2	18.2	42.9	0	100%			
AVERAGE													89,6		

Source: processed from primary data, 2019

The result of this study has no supports from several journals which state that there is a relationship between entrepreneurial competence and entrepreneurial visionary capabilities as part of entrepreneurial orientation, entrepreneurial competence is related to the ability to innovate which is an indicator of entrepreneurial orientations (Mascarell, Cristina Santandreu-Garzon & Knorr, 2013; Mohsin, Halim, Ahmad, & Farhana, 2017; and Schachter, Granero, Barrioluengo, Pineda, & Amara, 2015) this is also supported by Ahmed Et Al. (2010) who stated that entrepreneurial competence as a success factor for SMEs in Malaysia, is even stronger for a stable and dynamic environmental condition.

c. The Direct Effect of Self-Efficacy (X3) on Entrepreneurial Visionary Capability (Y)

The third testing of hypotheses was done to test the effects of Self-Efficacy (X3) on Entrepreneurial Visionary Capability (Y). Proving if any significant effect were done by comparing the value of t-statistics which is the result of bootstrapping with the t-value smartPLS. Based on the table was known the value of t-statistics > t-value = 14.765333 >

1.96. This can be concluded that Self-efficacy (X3) proves have a significant effects on Entrepreneurial Visionary Capability variable (Y) at the 5% level with a large influence of 0.715613 or 71.56%. The strength effect is in the strong category as it is between 0.600 and 0.799. (Sugiono, 2014:215) The relationship coefficient is positive, meaning that the higher Self-efficacy (X3), the higher the Entrepreneurial Visionary Capability (Y). The effects between the both variables are 71.56%, if the entrepreneurs have high Self-efficacy in entrepreneurship so the capability in entrepreneurship Kain Sasirangan products the typical of South Kalimantan will also increase.

This also can be show from the result of observation in field that the entrepreneurs of Kain Sasirangan in South Kalimantan have self confidence and be confident in facing their business matters. For instance, they believe there will be orders in specific periods and confident to finish it according to the order deadline, although sometimes it is not according to the plan, they are confident that they are able to explain to the customer with reason that the customer might be able to logically accept, then related to the risk of an increase in the price of raw materials for fabrics and dyes which suddenly increases, they are even ready and willing to take the risk of loss, meaning they are ready to bear losses due to the increase in production costs compared to the selling price according to the initial order due to the feedback form customer has also been done. For example, if there are customers who provide suggestions for improvements such as in term of motifs, designs, types of fabrics, Sasirangan entrepreneurs can accept these suggestions for improvements and try to do it for further production.

Table 5. The Value of Entrepreneurial Competency Variable Index (X3)

Indicator	Respondents' Answers										Index	Total (%Fx S/10)	Category	
	F+ %	1	2	3	4	5	6	7	8	9				10
I believe in my entrepreneurial talents	F	0	0	0	0	12	18	24	71	45	0	170	84,7	High
I believe in my entrepreneurial interest	%	0	0	0	0	7.1	10.6	14.1	41.8	26.5	0			
am confident that I can solve problems in the usiness that I have	F	0	0	0	0	0	0	18	87	65	0	170	92,4	High
I am able to face work difficulties in he business that I have	%	0	0	0	0	0	0	10.6	51.2	38.2	0			
I am able to work under pressure in running the business that I have	F	0	0	0	0	12	18	36	49	55	0	170	90,2	High
I am able to withstand problems or failures in my business	%	0	0	0	0	7.1	10.6	21.2	28.8	32.4	0			

I am able to think clearly in all situations that I face in running the business that I have I believe in my entrepreneurial talents	F	0	0	0	0	0	0	37	73	60	0	170	81,0	Tinggi
	%	0	0	0	0	0	0	21.8	42.9	35,3	0	100%		
I believe in my entrepreneurial interest I am confident that I can solve problems in the business that I have	F	0	0	0	0	12	18	24	71	45	0	170	91,0	High
	%	0	0	0	0	7.1	10.6	14.1	41.8	26.5	0	100%		
I am able to face work difficulties in the business that I have I am able to work under pressure in running the business that I have	F	0	0	0	0	0	0	30	77	63	0	170	89,8	High
	%	0	0	0	0	0	0	17.6	45.3	37.1	0	100%		
I am able to withstand problems or failures in my business	F	0	0	0	0	12	18	42	53	45	0	170	86,5	High
	%	0	0	0	0	7.1	10.6	24.7	31.2	26.5	0	100%		
AVERAGE													87,9	

Source: processed from primary data, 2019

The result of this study is supported by Bandura in Piperopoulos & Dimov (2014) Efficacy relates to the individual who realise that believe in their ability and skills to do certain tasks, so the self-efficacy is a factor that supports entrepreneurship in the succession of achievement of entrepreneurial orientation because according to Wang (2008) entrepreneurial orientation (EO) is the main factor of the succession in a company. Mohd, Kirana, Kamaruddin, Zainuddin, & Ghazali (2014) stated that Self-efficacy has a significant effect on entrepreneurial proactivity. According to Chen Et Al (1998) in Hmieleski & Corbett (2008) founded Entrepreneurial Self-efficacy has a significant and positive relationship with new business performance as well as improvisation in innovating, this is also supported by Poon, Ainuddin, & Junit (2006) Self-efficacy is positively related to entrepreneurial orientation.

IV. Conclusion

Based on the analysis of the study and discussion, the conclusions of this study are as follows: Achievement Motivation (X1) is proven to have a significant effect on the Visionary Capabilities of Entrepreneurs (Y), Entrepreneurial Competence (X2) is proven to have a significant effect on the Capabilities of Entrepreneurs (Y) and self-efficacy (X3) proved to have a significant effect on the Visionary Capabilities of Entrepreneurs(Y). This finding explains that three variables (Achievement Motivation, Entrepreneurial Competence, and Self-Efficacy) are very influential in realizing the Visionary Capabilities of Entrepreneurs.

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