The Indigenous Entrepreneurs’ Perspective in Bequeathing The Entrepreneurial Skill to their Children in Sukoharjo Regency

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ABSTRACT
The objective of conducting this research was to know the description of the future thought of the indigenous entrepreneurs to continue their business. In this research, the parents’ tendency to bequeath for their children, parents’ attitude on their children, the business scale and the age group of the entrepreneurs must be known. Meanwhile, the hypothesis test used the $X^2$ test of single sample for the first sample, the W test to test the second hypothesis, the $X^2$ k test to test the third and the fourth hypothesis. The results obtained from this research were that there was suitability between the parents’ desire and their generation children although it was small, as much as $W = 0.147$, there was no correlation among the entrepreneurs of small, middle, and big scales on the profession of their generation children in alpha 5%, and there was no correlation between the age of the entrepreneurs and the profession of their generation children.

The entrepreneurs should give a strong motivation about the entrepreneurial spirit to their generation children early, given that it was very essential for the progress of economic development, besides persistence, diligence, honesty, and bravery for the generation children.

Keywords: indigenous, entrepreneurial skill, generation children.

INTRODUCTION
The needs of young entrepreneurs is badly needed for the economic development of a country, especially for their ability to provide employment for society. Therefore, the government must provide facilities which are able to create young entrepreneurs, especially trainings related to production and marketing activities. The parents' role has a big influence on their children’s future children. According to Tony (2007:120) family or parents will give cultural style, home atmosphere, life perspective, and patterns that will determine behavior and attitude on their children. Having parents who are autonomous or entrepreneurs, self-help, and flexible will be attached to the children since childhood. Having parents who are autonomous or entrepreneurs will support self-help, achievement, and responsibility on their children. Then, the self-help attitude will grow and motivate to own by them. The entrepreneurial culture and attitude are influenced much by the family (Family Influences and Socialization). It was showed in the education model of Petter (2008:52).

According to Soelaiman (2002), one of parents’ functions in the economic field is that the parents are responsible in funding their children’s life, educating their children to be responsible and to choose a proper attitude related to money, adulthood on the economic activities if the children are mature enough, they are informed. The capital giving is a motivation for children to do entrepreneurship. The parents’ capital supports can be in the forms of financial support, equipments, and support for children to be entrepreneurs.
The readiness to conduct entrepreneurship according to Mueller (2010) has 3 (three) general categories which must be owned by an entrepreneur, they are: personality, skill, and motivation. The readiness to conduct entrepreneurship is a total condition that makes him/her to be ready or responsive in the entrepreneurial activities. The condition is influenced by the mental attitude.

Basically, the entrepreneurial spirit is influenced by the internal factors and the external factors. The internal factors are in the company itself, meanwhile, the external factors are influenced by the family environment, the physical environment, the government environment and other environments. Some psychological characteristics in many kinds of studies as the determinants of the entrepreneurial attitude are:

i. Need of achievement (Greatment et al., 1997; Littunen, 2000; Nishanta, 2008).
vii. Adhered values and personal goal (Gorman et al, 1997).
vii. Leadership (Gerry et al, 2008).

Some studies also found the social demography factor can motivate the occurrence of a person’s intention to conduct entrepreneurship, such as the parents’ occupation (Gerry et al, 2008, Nishanta, 2008).

HYPOTHESIS OF THE RESEARCH

i. There was a tendency that the indigenous entrepreneurs in Sukoharjo regency did not bequeath their profession to their generation children.
ii. There was incompatibility of the entrepreneurs’ attitude on the profession of the generation children among the indigenous entrepreneurs in Sukoharjo regency.
iii. There was no correlation between the business scale and the entrepreneurs’ attitude on the profession of their generation children.
iv. There was no correlation between the age group of the entrepreneurs and the entrepreneurs’ attitude on the profession of their generation children.

RESEARCH METHODOLOGY

1. Identification of Research Variable
   (a) The entrepreneurs’ attitudes
   The entrepreneurs’ attitude on the profession of their generation children was differentiated into:
   1. A must to follow the profession (business field and business kind) of their parent;
   2. Attempting to work following the profession (business field and business kind) of their parent;
   3. Not following the kind of their parents’ business provided that still becoming entrepreneurs;
   4. Being free to choose;
   5. Attempting to work outside the parents’ profession (not as entrepreneurs).
   (b) The business scale
   The business scale is based on the big or small amount of business according to the amount of workers who are employed, it is divided into:
   1. Small entrepreneurs/handicraft (amount of workers is 5-19 people);
   2. Middle entrepreneurs (amount of workers is 20-99 people);
   3. Big Entrepreneurs (amount of workers is above 100 people).
   (c) The entrepreneurs’ age
   The entrepreneurs’ age counted in year is divided into:
   1. Young entrepreneurs (age of 45 or less);
2. **Older entrepreneurs lama (age above 45)**

2. **Sampling**

The research used the method of survey, in which the samples were taken based on stratification (small entrepreneurs, middle entrepreneurs, big entrepreneurs, young entrepreneur, and older entrepreneurs) based on certain considerations from the research (purpose sampling). Check the design below:

<table>
<thead>
<tr>
<th></th>
<th>Small entrepreneurs (5-9)</th>
<th>Middle entrepreneurs (20-99)</th>
<th>Big entrepreneurs (≥100)</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Young entrepreneurs (≤ 45)</td>
<td>8</td>
<td>3</td>
<td>0</td>
<td>11</td>
</tr>
<tr>
<td>Older entrepreneurs (≥45)</td>
<td>4</td>
<td>7</td>
<td>2</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>10</td>
<td>2</td>
<td>24</td>
</tr>
</tbody>
</table>

3. **Test Tools**

(a) $X^2$ Test of single sample (to test the first hypothesis).

Formula:

(b) Test of Rank Kendall Correlation or W Test (to test the second hypothesis).

Formula:

$$W = \left(12 \sum J R \frac{2}{J} \right) - \left(3(N + 1)\right) \frac{1}{N - 1}$$

(c) $X^2$ k Test of Independent Sample (to test the third and the fourth hypothesis).

Formula:

$$X^2 = \sum_{i=1}^{r} \sum_{j=1}^{k} \frac{(O_{ij} - E_{ij})^2}{E_{ij}}$$

**THE RESULTS OF THE RESEARCH AND DISCUSSION**

1. **General Description**

In this matter, description about the respondents will be elaborated. The detail that will be elaborated includes the identification of respondents and identification of business from 24 respondents who are in Sukoharjo in the period of March – April 2015. Identification of respondents includes: age, education and amount of children, meanwhile identification business includes: business field, experience, amount workers, business capital, wealth, the existence of company, growth and profit distribution.

From 24 respondents taken, they were consisted of 4 females and 20 males, having the age group as follows: Older entrepreneurs (age > 40) were relatively more than the younger ones. Amount of older entrepreneurs was 18 people of 75%, meanwhile, the younger ones were only 6 people or only 25%.
Education possessed by the respondents generally was formal education and senior high school as many as 11 people or 45.83% and only 3 respondents who graduated from university, 6 graduated from elementary school, and 4 graduated from junior high school.

From 24 respondents, only 2 people who obtained informal education suitable with their business field. The results of the research showed that the indigenous entrepreneurs in Sukoharjo regency engaged in the fields of handicraft, furniture, batik and convection, sport equipment, foods and beverages, music field, transportation service, lathe, limestone, and ox butchery.

2. Children’s Future

During the children still stay with their parents, still go to school, have not worked yet or have not been autonomous, most of parents (83%) directed them to help the parents such as managing the administration job, purchasing the basic material, selling the products, or keeping the store for serving the buyers, selecting the finished products, managing the business management, directly helping the production process, etc. Although most of parents gave practice in the form of helping the parents’ job, but generally, the education for the children was directed to formal educations such as elementary school, junior high school, senior high school, and university SD, SMTP, (95.8%). Only less of them who directed their children to study at vocational school such as high vocational school (SMK) (8%) and at the skill education or informal education (4%).

After the children finished their education, generally, the parents had two alternatives: if their children do not work as entrepreneurs, 60.8% hoped their children have profession as entrepreneurs, and another alternative is giving freedom to the children to choose their own profession (73.9%). From the figures, even, there was a bigger tendency that the parents gave freedom to their children to choose their occupation. The reality showed that from “the entrepreneurs (45.8%) whose their children had worked, 8 of them (72.7%) had children who worked as entrepreneurs although the children were not necessarily to continue the parents’ business or not necessarily similar to the parents’ business. The rest of the children worked as civil servants, private workers, and housewife for female children.

3. The Results of Research

1. This survey was based on samples as many as 24 indigenous entrepreneurs. These samples were taken based on stratification of the business scale and age of the entrepreneurs (small, middle, and big entrepreneurs) as well as young entrepreneurs and senior entrepreneurs, based on certain consideration from the research (purposive sampling). The distribution was shown below:

<table>
<thead>
<tr>
<th></th>
<th>Small entrepreneurs (5-9 t.k)</th>
<th>Middle entrepreneurs (20-90 t.k)</th>
<th>Big entrepreneurs (&gt;100 t.k)</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Young entrepreneurs</td>
<td></td>
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<tr>
<td>(≤ 45 y.o)</td>
<td>8</td>
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<td>-</td>
<td>11</td>
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<tr>
<td>Senior entrepreneurs</td>
<td>4</td>
<td>7</td>
<td>8</td>
<td>13</td>
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<tr>
<td>(&gt;45 y.o)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Quantity</td>
<td>12</td>
<td>10</td>
<td>2</td>
<td>24</td>
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</tbody>
</table>
Most of the respondents’ education level was senior high school (45.83%), and those who had experience of informal education were only 8%.

The amount of offspring (children) was 4 people in average.

The modus of the business capital showed the figure of IDR 17.5 million with the net wealth was under IDR 25 million.

The growth of business was various which showed increase as much as 37.5%, constant as much as 29%, decrease as much as 4%, and fluctuated as much as 29%.

Most of the obtained profit was reinvested and another part was used for personal needs. The percentage of those who reinvested the profit more than a half was 3.33%, only a half was 25%, and less than a half was 8.3%.

3. Before the children can be autonomous, most of the entrepreneurs (83%) really directed their children to help their business, but in choosing the profession, the parents in fact tended to give freedom to their children (74%). Most of the entrepreneurs asked their children to study at public/formal education (96%) and only less of them who directed their children to study at the vocational education (8%). Nevertheless, the data of the research showed that from 11 entrepreneurs (46%) whose children had worked, 8 of them (73%) had children who worked as entrepreneurs.

4. In this research, the entrepreneurs’ attitude in bequeathing their profession to their generation children was divided into 6 patterns as follow:
   (a) A must to follow the profession (business field and business kind) of their parent;
   (b) Attempting to work following the profession (business field and business kind) of their parent;
   (c) Not following the kind of their parents’ business provided that still becoming entrepreneurs;
   (d) Being free to choose;
   (e) Attempting to work outside the parents’ profession (not as entrepreneurs).
   (f) A must to work outside the parents’ profession (not as entrepreneurs)

5. The Statistical Test Concluded:
   (a) That frequency of the entrepreneurs based on the 6 attitude patterns in the point 4 was really different in alpha 5% and 1%. Meanwhile, it was right that the entrepreneurs (58%) had attitude to give freedom in determining their children future profession.
   (b) That it was right that there was suitability between the entrepreneurs’ desire and the profession of the generation children among the indigenous entrepreneurs although the suitability coefficient was low (W=0.147). The tendency of the entrepreneurs’ desire followed the following levels: (1) Attempting to work following the parents’ profession (business field and business kind), (2) Attempting not to follow the kind of their parents’ business provided that still becoming entrepreneurs, (3) Being free to choose, (4) A must to follow the profession (business field and business kind) of their parent, (5) Attempting to work outside the parents’ profession (not as entrepreneurs), and (6) A must to work outside the parents’ profession (not as entrepreneurs).
   The tendency of the desire was inconsistent with the entrepreneurs’ attitude as being concluded on the points 5a, 5c, and 5d.
   (c) That there was no correlation between the business scale (small, middle, big) and the entrepreneurs’ attitude on the profession of their generation children (6 attitude patterns) in alpha 5%. Either the small, middle, or big entrepreneurs tended to give freedom to their generation children to choose their own profession.
   (d) That there was no correlation between the group age of the entrepreneurs (young and senior) and the entrepreneurs’ attitude on the profession of their generation children (6 patterns) in alpha 5%. Either the senior entrepreneurs or the young entrepreneurs tended to give freedom to their generation children to choose their own profession.
SUGGESTIONS

1. The entrepreneurs should have a strong motivation in bequeathing profession as entrepreneurs to their generation children by implanting the entrepreneurial spirit early, given that the very vital role of entrepreneurs in building the economy. The characteristics such as persistence, diligence, discipline, and bravery must be implanted continuously to the children. Giving practices to the children should be increased.

2. Beside formal education, the government should hold many skill educations or similar educations which have relevance to the entrepreneurship.

3. The government’s aids, mainly in guiding the entrepreneurs/small industries/people’s handicrafts should be increased continuously, given that the amount of them is big and can accommodate many workers. Similarly, the deregulation and de-bureaucracy that have been conducted by the government so far should be completed continuously to stimulate the growth of private sectors.

4. It is suggested to conduct similar research with bigger sample and represent more with the region is not only Sukoharjo regency.

REFERENCES


