

**PENGARUH PEMBELAJARAN KEWIRAUSAHAAN DAN
MOTIVASI BERWIRAUSAHA TERHADAP NIAT
BERWIRAUSAHA**
(Siswa Kelas XI Jurusan Pemasaran di SMK Negeri 1, 3, dan 11
Kota Bandung)

SKRIPSI

Diajukan untuk Memenuhi Salah Satu Syarat Menempuh Ujian Sidang Sarjana
Pendidikan Program Studi Pendidikan Bisnis



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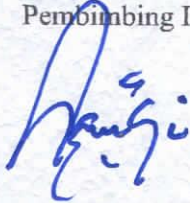
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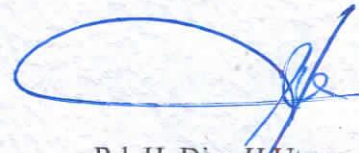
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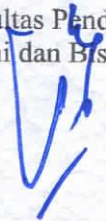
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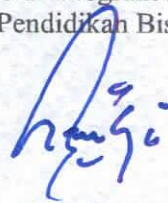
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ABSTRAK

Khansa Hafizhah (1401514), “**Pengaruh Pembelajaran Kewirausahaan Dan Motivasi Berwirausaha Terhadap Niat Berwirausaha (Siswa Kelas XI Jurusan Pemasaran di SMK Negeri 1, 3, 11 Kota Bandung)**”. Dibawah bimbingan Dr. H. Hari Mulyadi, M.Si. dan Drs. H. Rd. Dian H Utama, M. Si

Proses penciptaan usaha baru terungkap dari waktu ke waktu, dan tahap pertama adalah mempunyai niat kewirausahaan. Niat kewirausahaan seseorang mencerminkan tingkat ketertarikan mereka di awal bisnis. Niat berwirausaha juga bisa tergantung pada faktor eksternal seperti faktor ekonomi yang kurang baik dan sulitnya mencari pekerjaan. Niat berwirausaha penting karena meningkatkan keyakinan pengusaha bahwa pekerjaan mereka adalah bermakna, mengarah ke tingkat yang lebih besar dari ketekunan dalam usaha kegiatan, meningkatkan kreativitas dalam pemecahan masalah, dan meningkatkan kepemilikan pengalaman berkaitan dengan keberhasilan usaha dan kegagalan. Salah satu upaya untuk meningkatkan jumlah wirausaha adalah melalui jalur pendidikan yaitu pembelajaran kewirausahaan, selain itu motivasi berwirausaha menjadi salah satu faktor dalam mendukung meningkatnya niat berwirausaha. Penelitian ini bertujuan untuk memperoleh (1) gambaran pembelajaran kewirausahaan (2) gambaran motivasi berwirausaha (3) tingkat niat berwirausaha (4) besarnya pengaruh pembelajaran kewirausahaan terhadap niat berwirausaha (5) besarnya pengaruh motivasi berwirausaha terhadap niat berwirausaha (6) besarnya pengaruh pembelajaran kewirausahaan dan motivasi berwirausaha terhadap niat berwirausaha. Jenis penelitian yang digunakan adalah deskriptif dan verifikatif. Metode yang digunakan adalah *explanatory survey* dengan ukuran sampel sebanyak 107 responden. Teknik analisis data yang digunakan adalah regresi linier berganda dengan alat bantu *software* komputer *Statistical Product for Service Solutions (SPSS) 24.0 for windows*. Hasil temuan penelitian ini menunjukkan bahwa gambaran pembelajaran kewirausahaan berada pada kategori cukup efektif, gambaran motivasi berwirausaha berada pada kategori sedang dan gambaran niat berwirausaha berada pada kategori sedang. Pembelajaran kewirausahaan dan motivasi berwirausaha memiliki pengaruh signifikan terhadap niat berwirausaha.

Kata Kunci: Pembelajaran Kewirausahaan, Motivasi Berwirausaha, Niat Berwirausaha

ABSTRACT

Khansa Hafizhah (1401514), "The Influence of Entrepreneurship Learning and Entrepreneurial Motivation on Entrepreneurial Intention (Class XI Students of Marketing Department at Vocational High Schools 1, 3, 11 Bandung City)". Under the guidance of Dr. H. Hari Mulyadi, M.Si. and Drs. H. Rd. Dian H Utama, M. Si

The process of creating a new business is revealed from time to time, and the first stage is to have entrepreneurial intentions. A person's entrepreneurial intentions reflect their level of interest at the beginning of a business. The intention of entrepreneurship can also depend on external factors such as unfavorable economic factors and the difficulty of finding a job. The intention of entrepreneurship is important because it increases the confidence of employers that their work is meaningful, leads to a greater level of perseverance in business activities, increases creativity in problem solving, and increases ownership of experience related to business success and failure. One effort to increase the number of entrepreneurs is through education, namely entrepreneurship learning, besides that the motivation for entrepreneurship is one factor in supporting the increased intention of entrepreneurship. This study aims to obtain (1) an overview of entrepreneurial learning (2) an overview of entrepreneurial motivation (3) the level of entrepreneurial intention (4) the magnitude of the influence of entrepreneurial learning on entrepreneurial intentions (5) the magnitude of the influence of entrepreneurial motivation on entrepreneurial intentions (6) the magnitude of entrepreneurial learning and motivation for entrepreneurship towards the intention of entrepreneurship. The type of research used is descriptive and verification. The method used is explanatory survey with a sample size of 107 respondents. The data analysis technique used is multiple linear regression with Statistical Product for Service Solutions (SPSS) 24.0 for Windows software. The findings of this study indicate that the picture of entrepreneurship learning is in the category of being quite effective, the description of entrepreneurial motivation is in the moderate category and the description of entrepreneurial intentions is in the medium category. Entrepreneurship learning and entrepreneurial motivation have a significant influence on entrepreneurial intentions.

Keywords: *Entrepreneurial Intention, Entrepreneurial Motivation, Entrepreneurship Learning*

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