

**Predicting Entrepreneurial Motivation among University Students:
The Role of Entrepreneurship Education**



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M. Phil Technology Education

**A thesis submitted in partial fulfillment of the requirements for the
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CERTIFICATE OF APPROVAL

Accepted by the Faculty of the Department of Education, School of Social Sciences & Humanities, University of Management and Technology, Lahore in partial fulfillment of the requirements for the degree of M. Phil in Technology Education.

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DECLARATION

It is certified that this M. Phil thesis titled “Predicting Entrepreneurial Motivation among University Students: The Role of Entrepreneurship Education” comprises of original research. To the best of my knowledge and belief, this thesis does not contain any material published or written previously by another person, except where due references are made to the source in the text of the thesis. It is further certified that help received in preparing this thesis, and all resources used have been acknowledged at the appropriate places.

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This is to certify that the research work described in this M. Phil thesis. Thesis is the original work of the author that was carried out under my direct supervision. I have personally gone through all the data, results/contents reported in the manuscript and certify its correctness and authenticity.

I also certify that the thesis has been prepared under my supervision according to the prescribed format, therefore; I endorse its evaluation for the award of M. Phil degree through the prescribed procedure of the University.

Supervisor,

Dr. Muhammad ZaheerAsghar

Dedication

To my beloved **Father, Mother, Siblings, Fiancé and my teachers**

Those who guided me in every difficult times.

Epecially,

Prof. Dr. Abdul Hameed

Dr. SeemaArif

All Faculty members

&

With love and Respect

Dr. Muhammad ZaheerAsghar

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ABSTRACT

The main purpose of this research was to predict the entrepreneurial motivation of university students and the role of entrepreneurship education. Quantitative survey had conducted to get results of students who were categorized as Master of Business and Administration (MBA) and non-Master of Business and Administration (MBA) programs. The research showed that intrinsic and extrinsic factors were acting upon the students' motivation to be an entrepreneur. The role of entrepreneurship education is very important for future entrepreneur to polish themselves in their field. The objectives are following: To assess students' attitude towards jobs as a career selection; To assess the psychological factors those motivate students to start their own business; To find out the effect of demographics on student's for selecting their career (field of study, working experience, social background); To find out the role of Entrepreneurial education on career selection of the students.

Researcher used survey method for data collection. Questionnaire was consisted of 41 items with five points Likert type scale. Two government and three private university students participated in this study. Results were analyzed through SPSS. Independent t-test was used to check the difference between M.B.A program students' motivation and non M.B.A program students' motivation towards entrepreneurship. ANOVA was used to calculate the significance difference between students' motivation and their different job description. Regression was used to find the relationship between Motivation of students and factors acting upon their motivation like entrepreneurship education role, social factors, risk tolerance, locus of control, and self-efficacy and opportunity cost, independence, need of achievement. Findings of this research show that there is no significant difference between M.B.A's students and non M.B.A's student's motivation towards entrepreneurship. There is no

significant difference between motivation of private institute's students and motivation of government institute's students towards entrepreneurship. There is no significant difference between student's motivations who are full time employed and who are part time job holders, unemployed and self-employed students. There is significant relationship among factors influencing motivation of students towards entrepreneurship.

Universities should introduce entrepreneurship education in all fields of studies. Higher education should focus on the students training during their studies. Student should get opportunities for practice as a live working experience. Further, researcher should focus on the social factors that motivate a student to be an entrepreneur and illustrate their outcomes.

Key words: Entrepreneurship, entrepreneurship education role, motivation, psychological factors (risk tolerance, locus of control, and self-efficacy and opportunity cost, independence, need of achievement), social factor (job background, field of study, family background).

Chapter I

Introduction

Entrepreneurship has many definitions (Praag, 1999). Entrepreneurs are the people who can generate new ideas for successful life (Schumpeter, 1949). On other hand Gartner (1985) said that starting a new business is entrepreneurship. Kirzner (1979) stated that entrepreneurs as people are looking for new opportunities. Entrepreneurship is a function in which a person has many opportunities to show his talent in the market. Exploitation of opportunities is associated with the combination of productive inputs. Entrepreneurs are considered as risk takers who pursue opportunities and associated with innovative and creative ideas. Entrepreneur are considered as director of their work, they lead their profession. Entrepreneurs do not like to be an employ of any organization.