THE PREDICTION OF ENTREPRENEURS' STRATEGIC GROWTH INTENTIONS BY GENERAL SELF-EFFICACY (GSE) VERSUS ENTREPRENEURIAL SELF-EFFICACY (ESE) (INTERACTIVE PAPER)

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The prediction of entrepreneurs’ strategic growth intentions by general self-efficacy (GSE) versus entrepreneurial self-efficacy (ESE)

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Principal Topic

Self-efficacy measures a person’s belief and confidence in meeting task demands. There are disagreements among researchers as to whether a general self-efficacy (GSE) or a domain-specific entrepreneurial self-efficacy (ESE) construct should be chosen to measure people’s perception of their ability to perform entrepreneurial roles and tasks (McGee et al., 2009). Some researchers advocate the use of GSE as it has captured diversified tasks implicitly associated with entrepreneurial activities (Chen et al., 2004). ESE researchers, on the other hand, argue that the domain-specific construct, as an explanatory variable to entrepreneurs’ intentions and behaviors, has a greater predictive power (Forbes, 2005; Zhao et al., 2005). In this empirical study, we examine and compare GSE and ESE as predictors of entrepreneurs’ strategic growth intentions.

Method

We survey 244 entrepreneurs in IT industry. The questionnaire that we used covers 8 items of GSE, 4 items of ESE and 11 items of strategic growth intentions. Regression analyses are employed to test whether and to what extent that GSE and ESE predict entrepreneurs’ growth intention.

Results and Implications

The result shows that GSE is not significantly related to entrepreneurs’ strategic growth intention while ESE is positively related to strategic growth intention. This study supports that the use of the domain-specific ESE is tenable and plausible. ESE measure appears particularly appropriate for examining the entrepreneurial activities (McGee et al., 2009). Therefore, the establishment of multi-dimensional ESE construct is needed and the advancement of research on ESE is promising.

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