

ABSTRACT

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THE RELATIONSHIP OF ENTREPRENEURIAL SELF EFFICACY WITH SMALL BUSINESS PERFORMANCE AT CV MULTI FILTER INDONESIA

(xv+10 pages; 3 figures; 37 tables; 9 appendixes)

CV Multi Filter Indonesia is engaged in filter and wire supplier company. The aim of that project is to know the relationship between entrepreneurial self efficacy and business performance because the company want to increase the revenue.

The purpose of this research is to reveal and analyse the relationship between entrepreneurial self efficacy and small business performance at CV Multi Filter Indonesia. The research is done with quantitative approach. The population and sample in this research are the employees of CV Multi Filter Indonesia. The analysis methods used are descriptive analysis method, validity test, reliability test, regression analysis method, coefficient of correlation, coefficient determination, and Z test.

Based on the research's result, conclusion of this research is entrepreneurial self efficacy has an impact on business performance at CV Multi Filter Indonesia. Based on determination test, it shows that the entrepreneurial self efficacy can give impact on business performance in amount of 71.1% while the remaining in 28.9% is influenced by other factors. Based on Z test, it shows that entrepreneurial self efficacy can give significant impact on business performance. The linear regression equation is $Y = 6.442 + 0.623X$.

Keywords: Entrepreneurial Self Efficacy, Business Performance, Entrepreneurship, Family Business, Supplier, CV Multi Filter Indonesia

References: 29