

ABSTRAK

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PENGARUH *ENTREPRENEURIAL TIES*, *ABSORPTIVE CAPACITY*, DAN *ENVIRONMENTAL COMPLEXITY* TERHADAP *ENTREPRENEURIAL PERFORMANCE* PADA *STARTUP* DI INDONESIA

(xv + 126 halaman; 3 gambar; 30 tabel; 4 lampiran)

Selama terjadinya pandemi COVID-19, terdapat banyak perusahaan *startup* yang terpaksa bangkrut karena tidak dapat bersaing dan ditambah efek pandemi COVID-19 yang membuat kegiatan ekonomi semakin sulit. Oleh sebab itu pengusaha *startup* melakukan berbagai upaya agar dapat bertahan dalam kondisi pasar yang sedang sulit. Penelitian ini membahas bagaimana pengaruh dari *entrepreneurial ties*, *absorptive capacity*, dan *environmental complexity* terhadap *entrepreneurial performance* pada *startup* di Indonesia. Data dikumpulkan dengan menyebarkan kuesioner *Google form*. Jumlah sampel sejumlah 260 responden yang merupakan pengusaha *startup* yang berdomisili di Indonesia. Data yang didapatkan diolah dengan program *SmartPLS 3.0*. Agar dapat bertahan dalam kondisi market yang sedang sulit, diperlukan *entrepreneurial performance* yang stabil dan terus berkembang. diperlukan *entrepreneurial ties* agar dapat mengetahui informasi serta pengetahuan yang luas dari eksternal maupun internal, dan *absorptive capacity* yang baik agar dapat mengolah pengetahuan atau informasi yang telah diterima. Kemudian mengenal *environmental complexity* agar dapat membuat keputusan yang sesuai dengan kondisi lingkungan yang sedang dihadapi. Hasil dari penelitian ini diharapkan dapat membantu para pengusaha *startup* di Indonesia dalam bersaing dipasar dan meningkatkan performanya.

Kata kunci: *Entrepreneurial Ties*, *Absorptive Capacity*, *Environmental Capacity*, *Entrepreneurial Performance*

Referensi: 164 (2000 – 2021)

ABSTRACT

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INFLUENCE OF ENTREPRENEURIAL TIES, ABSORPTIVE CAPACITY, AND ENVIRONMENTAL COMPLEXITY TO ENTREPRENEURIAL PERFORMANCE AT STARTUP IN INDONESIA

(xv + 126 pages; 3 pictures; 30 tables; 4 attachments)

During the COVID-19 pandemic, there were many startup companies that were forced to go bankrupt because they could not compete and the effects of the COVID-19, pandemic made economic activities even more difficult. Therefore, startup entrepreneurs make various efforts to survive in difficult market conditions. This study discusses the influence of entrepreneurial ties, absorptive capacity, and environmental complexity on entrepreneurial performance in startups in Indonesia. Data was collected by distributing a Google form questionnaire. The number of samples is 260 respondents who are startup entrepreneurs who are domiciled in Indonesia. The data obtained is processed with the SmartPLS 3.0 program. In order to survive in difficult market conditions, a stable and growing entrepreneurial performance is required. So that entrepreneurial ties are needed in order to be able to find out extensive information and knowledge from external and internal, and absorptive capacity in order to process the knowledge and information that has been received. Then recognize environmental complexity in order to be able to make decisions that are in accordance with the environmental conditions being faced. The results of this research are expected to help startup entrepreneurs in Indonesia to compete in the market and improve their performance.

Keywords: Entrepreneurial Ties, Absorptive Capacity, Environmental Capacity, Entrepreneurial Performance

Reference: 164 (2000 – 2021)