Theory of Planned Behavior and Students' Entrepreneurial Intention of Higher Commercial Studies School

Lekmiti Meriem¹, Boucha Nesrine²

¹Performance, Management and Innovation Laboratory, Higher Commercial Studies School, Algeria; meriemlekmiti18@gmail.com

²Performance, Management and Innovation Laboratory, Higher Commercial Studies School, Algeria; nesrine.boucha@hotmail.com

Article Information

Article history

Received: 27 February 2024 Accepted: 26 March 2024 Published: 31 March 2024 Corresponding Author Lekmiti Meriem meriemlekmiti18@gmail.com

Copyright © 2024, University center of Abdelhafid Boussof, Mila. This is an open access article under the CC BY-NC-ND license.

Suggested Citation

Lekmiti, M., Boucha, N. (2024). Theory of Planned Behavior and Students' Entrepreneurial Intention of Higher Commercial Studies School, Finance and Business Economics Review, Vol. 8, No. 1, pp. 54-66.

DOI: 10.58205/fber.v8i1.1818

Abstract: This study aims to determine the impact of several factors on Entrepreneurial Intention. To reach this goal, we applied the theory of planned behavior, in addition to that we added Entrepreneurial Self-Efficacy as a complement factor for Perceived Behavioral Control factor, as they complete each other according to the literature review. We used a survey to collect data. The sample contains 306 students from the school of higher commercial studies, the data is analyzed by regression model trough SPSS software. The results show a significant influence of the elements of the theory of planned behavior and the Entrepreneurial Self-Efficacy on students' Entrepreneurial Intention

Keywords: Entrepreneurial Intention; Entrepreneurial Self-Efficacy; Theory of planned behavior,

1. Introduction

This template, created in MS Word 2010 and saved as "Document Word" for the PC, provides authors with most of the formatting specifications given in the instructions to authors and needed for preparing their papers. All standard paper components have been specified for three reasons: (a) ease of use when formatting individual papers, (b) automatic compliance to electronic requirements that facilitate the production of electronic products, and (c) conformity of style throughout a journal paper. Margins, column widths, line spacing, and type styles are built-in. However, the final version of your article will very likely vary to a greater or lesser extent from the presentation achieved in this template. Please, carefully read the guidelines before submitting the article.

Given the constraints encountered in traditional employment sectors, a paradigm shift towards entrepreneurship has become imperative owing to its significant contribution to the economy, job creation, economic growth, and wealth generation. Over the past three decades, particularly in the aftermath of the global crisis which led to soaring rates of unemployment and inflation, there has been a notable surge in scholarly interest regarding Entrepreneurial Intentions and their underlying determinants. Therefore, concerted efforts have been made by governments to direct young people, especially university students, towards entrepreneurial activities, recognizing their unique attributes that distinguish them

p-ISSN: 2543-3784 e-ISSN: 2588-2503

FBER

54

from the rest of society.

To delve deeper into the intricacies of entrepreneurial intent and its driving forces, numerous models have been developed and scrutinized. Among these, the Theory of Planned Behavior stand out as frequently utilized frameworks for elucidating Entrepreneurial Intentions. In this context, Algeria, akin to other nations, is actively striving to foster an environment conducive to the flourishing of entrepreneurial activities.

1.1. Research Problematic

Since the basis of development in general and entrepreneurship in particular is the individual, a new mission has emerged for the university in its social and economic environment, alongside higher education and scientific research. It is to provide society with human resources that have true entrepreneurial thinking, so that these resources are capable to establish private enterprises, monitor changes in the environment, seize opportunities and avoid threats. Thus, in accordance with what we have mentioned, we formulate the following major problem of this research:

What are the determinants that boost the Entrepreneurial Intention among students of Higher Commercial Studies School?

1.2. Research Aims

Through this study, we endeavor to provide answers to the aforementioned question. By doing so, we aim to achieve several objectives:

- Firstly, we seek to deepen our understanding of Entrepreneurial Intention and explore its intricacies in detail. This involves delving into the various factors and determinants that influence the phenomenon under investigation, mainly by applying the theory of planned behavior,
- Furthermore, by addressing this question, we hope to generate valuable knowledge that can be applied in practical contexts. This includes informing policy decisions, guiding educational practices, and providing actionable insights for individuals and organizations involved in entrepreneurship and related fields,
- ➤ In summary, the overarching goal of this study is to provide comprehensive answer to the research question posed earlier.

1.3. Study Importance

The importance of our study lies in understanding the key entrepreneurial determinants that should be present in university students in order to enhance their Entrepreneurial Intention, in addition to the necessity of knowing the most important external factors that should be available in the environment, which can contribute to reinforcing their entrepreneurial intent, enabling them to realize their project and succeed in their entrepreneurial endeavors.

2. Literature review

2.1. Intention, Entrepreneurial Intention and Entrepreneurship

Intention it's a complex concept because it can be devoted to social science to psychology science as it can be attributed to business science.

According to Azjen (1991) intentions are postulated to encompass the motivational determinants that impact a behavior. They serve as indicators of individuals' level of commitment and the extent of effort they intend to exert in order to engage in the behavior. In general, there is a positive correlation between the strength of one's intention to engage in an action and the likelihood of actually performing that conduct. It is important to note that a behavioral purpose can manifest itself in conduct only if the activity in question is within the individual's volitional control.

While many actions may indeed fulfill this criterion effectively, the majority of behaviors are influenced, to some extent, by non-motivational factors such as the availability of

FBER

necessary opportunities and resources. These elements include time, financial means, skills, and the collaboration of others (Azjen, 1985).

Thus, the engagement in entrepreneurial endeavors is not exclusively contingent upon the presence of opportunities, but rather, it is regarded also as an intentional behavior, what so called Entrepreneurial Intention as mentioned in several empirical studies.

Entrepreneurial Intention has many approach definitions, (Krueger, 1993) attributed the following definition "the commitment to starting a new business", while (Thompson, 2009) in his study came to the conclusion that the best and most practical way to define the Entrepreneurial Intention is as ¬ "a conscious awareness and conviction by an individual that they intend to set up a new business venture and plan to do so in the future", further according to (Obschonka et al., 2010) it is the conscious state of mind that orients personal interests, acquired Experiences and individuals behaviors toward planned entrepreneurial behavior. This ensures the implication of motivational and non-motivational factors in leading potential entrepreneur to step up an entrepreneurial activity (Azjen, 1991)

Numerous academics have underscored the fact that the majority of entrepreneurial organizations typically originate from the Entrepreneurial Intention to embark on an individual endeavor by seeking to materialize innovative concepts in the shape of a project (Davidsson & Honig, 2003), this reality makes the intentions in the fields of entrepreneurship as the initial stage in the entrepreneurship process, which serves as the primary determinant for the subsequent manifestation of entrepreneurial behavior (Pribadi, 2005)

FBER

56

Indeed, a robust correlation exists between Entrepreneurial Intention and subsequent conduct, as the establishment of a business is widely regarded as a tangible outcome of individuals' intentions (Bird, 1992). According to (Emin, 2003), although purpose alone may not facilitate the successful development of a business initiative, Entrepreneurial Intention can serve as a reliable indicator of entrepreneurial potential.

2.2. Theory of Planned Behavior (TPB)

Intention-based models have been widely employed by social psychologists and marketing researchers, yielding significant achievements in both practical applications and fundamental research. Theory of Planned Behavior, proposed by Azjen in 1991, is among the intention based models and it was a result of the development of his earlier study conducted with Fishbein in 1975, 1980 based on the theory of reasoned action. It has been widely recognized and empirically confirmed in the field of social psychology.

The main hypothesis of the theory of planned behavior shows that intentions serve as a robust predictor of behaviors, knowing that according to this theory the intentions assessment encompasses three different elements: attitude towards the behavior, subjective norm and perceived behavioral control (Azjen, 1991).

2.2.1. Personal Attitudes (PA)

Psychological parameter which indicates individual's propensity towards certain behaviors, which are strongly impacted by their personal experiences (Azjen, 1991). It refers also to individual's evaluation or assessment of a particular behavior, as defined by Fishbein and Azjen (1975).

The concept being referred to is the extent to which an individual evaluates a behavior as favorable or unpleasant, and this appraisal is heavily influenced by the anticipated effects of the behavior in question (Azjen, 1991).

2.2.2. Subjective Norms (SN)

The second concept derived from the Theory of Planned Behavior involves the

assessment of individuals' perceptions regarding the opinions of significant individuals in their lives regarding the engagement in a specific behavior. The individual's family may have certain expectations on the perceived desirability of pursuing a career in law, medicine, or entrepreneurship. The normative beliefs are influenced by the degree of motivation to adhere to them. In order to assess the construct validity, it is imperative that the subjective Subjective Norms be contingent upon the anticipated support from individuals who hold major roles in one's life (Azjen, 1991). It is noteworthy that individuals with a strong internal locus of control or a pronounced inclination towards a behavior exhibit less predictability of intentions based on Subjective Norms (Azjen, 1987; Bagozzi et al., 1989)

In fact, the concepts of attitude and subjective norms correspond to the concept of desirability as proposed by Shapero and Sokol (1982) in their model.

2.2.3. Perceived Behavioral Control (PBC)

The third antecedent of intention refers to the level of perceived behavioral control. This concept encompasses the perceived ease or difficulty associated with carrying out a particular behavior. It is believed to be influenced by both past experiences and predicted barriers and challenges (Azjen, 1991).

This idea exhibits notable similarities to Bandura's (1997) theory of self-efficacy and Shapero and Sokol's (1982) concept of perceived feasibility.

2.2.4. Entrepreneurial Self-Efficacy

The concept of self-efficacy is rooted on Bandura's social cognitive theory (1997). According to Bandura (2012) human behavior is explicated as a result of the dynamic interaction between intrapersonal influences, the actions individuals do, and the external forces that impact them. The interplay of these factors influences an individual's perceptions regarding their capacity to effectively execute a certain behavior in a given context, as well as their expectations regarding the outcomes of this behavior (Bandura, 1999). Self-efficacy beliefs exert a significant influence on an individual's decision-making process when faced with multiple options, as well as the level of effort they invest in carrying out a chosen course of action. Moreover, these beliefs play a crucial role in determining an individual's ability to persist in the face of obstacles and challenges, ultimately impacting their overall success in executing the intended action (Bandura, 1997; Dwyer & Cummings, 2001). According to Bandura (2000), self-efficacy plays a dual role as both a precursor and a result of action selection, influencing individuals' performance in their present tasks and guiding their future task achievements. According to Bandura (2012), self-efficacy is a highly influential factor that significantly impacts behavior. This influence is observed through both direct and indirect pathways, as self-efficacy affects various processes and factors such as goal setting, outcome expectations, and perceptions of environmental facilitators and impediments. The concept of self-efficacy has had a profound influence on human behavior, prompting scientists to explore its use in other domains, including entrepreneurship.

While some studies, such as Liñán and Chen (Liñán & Chen, 2009), suggest that ESE (Entrepreneurial Self-Efficacy) and PBC (Perceived Behavioral Control) are related constructs due to their shared characteristics, this particular study considers ESE and PBC to be separate constructs based on the distinction between internal and external control elements. The reasoning and differentiation between ESE (external self-efficacy) and PBC (perceived behavioral control) have been defined by Terry and O'Leary (1995), and White et al. (1994). These scholars believe that PBC pertains to the external limitations on behavior, whereas self-efficacy is associated with internal determinants of control. The assertion was additionally corroborated by the research conducted by Armitage & Conner (2001) as well as Tsai et al (2016). These scholars provided definitions of Entrepreneurial Self-Efficacy (ESE) as the level of confidence individuals possess in their ability to participate in entrepreneurial endeavors, and perceived behavioral control (PBC) as an individual's perception of the ease or difficulty associated with doing a specific behavior. Self-efficacy refers to an individual's own conviction in their own capabilities and competencies to successfully execute a specific

FBER

task (Bandura, 1986). Individuals with low self-efficacy tend to exhibit avoidance behavior towards tasks in which they lack confidence. In contrast, individuals who possess a strong belief in their own self-efficacy are more likely to do well in tasks. Entrepreneurial Self-Efficacy refers to an individual's level of confidence in their capacity to successfully undertake tasks and projects that need entrepreneurial abilities (Boyd & Vozikis, 1994).

3. Conceptual frame work

3.1. Algerian Context

Algeria has been an active participant in the Global Entrepreneurship Monitor (GEM) since 2011 and was also involved in the GEM-MENA3 initiative in 2009. However, it is important to note that there is a limited availability of data. These existing data indicate that when compared to other countries in the MENA region, Algeria exhibits one of the lowest levels of entrepreneurial engagement among adults. Notably, among those individuals aspiring to pursue entrepreneurship in Algeria, their motivation is predominantly rooted in perceiving opportunities, rather than being driven by necessity. It is worth mentioning, though, that there is currently a dearth of information regarding the status of youth entrepreneurship in Algeria. Within the realm of research on Entrepreneurial Intention in Algeria, several studies have examined the Entrepreneurial Intention in a general way (Bouarar et al., 2022; Mohamed & Benaicha, 2022; Mohammed et al., 2017; Setti, 2017; St-Jean et al., 2014) and in some specific ways as gender Entrepreneurial Intention (Merabet et al., 2022; Messikh, 2021), the sustainable Entrepreneurial Intention (L'hocine Walid, 2022) and the green Entrepreneurial Intention (Benhabib et al., 2014).

FBER

58

The investigators of Entrepreneurial Intentions employed various aspects and approaches to conduct investigations on this topic. Their aim was to identify influential factors, including individual aspects, environmental considerations, and gender perspectives. The following table summarizes some of the interesting research studies that have been conducted in Algeria and their main results:

Table 1. Main literature review summary

Authors	Sample	Methodo	DV	IV	Findings
		logy			
(St-Jean	1810 Students from 13	Regressio	Entre	The attitude toward	EI was higher among Algerian
et al.,	university in Canada,	n	pren	action, The	students. TPB factors were not
2014)	Belgium, France and		euria	perceived behavioral	an explicative factor for
	Algeria		1	control, The	Algerians rather it has a
			Inten	measure of	significant positive impact on
			tion	subjective norms	Europeans and Canadians. In
					Algeria, university students' EI
					may be mainly shaped by
					external factors, not considered
					in the Theory of Planned
					Behavior (TPB), due to the
					country's economic conditions
					and government initiatives for
					business startups.
(Grari &	165	Structural	EI	(Shapero and Sokol	The findings allowed the
Benache	Master students at the	Equation		1982 theory;	authors to validate that
nhou,	University of Tlemcen	s		perceived	desirability and feasibility exert a
2019)		Modeling		desirability (PDR),	favorable influence on the
				Perceived	Entrepreneurial Intentions of the
				Feasibility (PFB) of	students
				entrepreneurship.	
	Sample of 2,578	Structural	EI	(Attitude based on	In this research they found that
(Merabet	individuals from 14	Equation		TPB	the attitude for both genders male
et al.,	Algerian cities (Bejaia,	S			& female could be impacted by

Sidi Belabbes, Oran, Bordj-Bou-Arreridj, El- Taref, Tipaza and Naâma) Sample of 248 university be et al., 2014) Sample of 248 university be et al., 2014) Students, Perceived analysis Stidents, Perceived behavioral control (PBC), and environmental awareness Perceived positively impact the intention to create green start-ups Perceived form parents and the government, while factors such as self-efficacy, entrepreneurial entrepreneurial role in shaping their intentions. Perceived entrepreneurial climate entrepreneurial self-efficacy Perceived entrepreneurial climate has a significant negative effects on El. Entrepreneurial significant effect and the entrepreneurship education dos not reinforce the reation of this entrepreneurship education Perceived entrepreneurship education dos not reinforce the reation of this entrepreneurship education Perceived entrepreneurship	S 022)	Tlemcen, Tizi Ouzou,	Modeling			individual and environmental
Sidi Belabbes, Oran, Bordj-Bout-Arreridj, El-Taref, Tipaza and Naâma Sample of 248 university Multiple tegressio n analysis El work, Social environmental awareness SKIKDA University El test El work, Social environment, University, Self-Efficacy, Government support Subjective from parents and the government but still acceptable role in shaping their intentions. Perceived entrepreneurial climate as squares method Self-Efficacy variable : entrepreneurship education Self-Efficacy variable : entrepreneurship education Structural El Attitudes, Subjective morms, perceived behavioral control (PBC), and environmental awareness usbjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental awareness Subjective norms, perceived behavioral control (PBC), and environmental environmental intentions of the subjective norms, positively impact the intentions of the environmental environmental environmental environmental awareness Subjective norms, positively impact the intentions of the environmental	~	Alger, Djelfa, Jijel, Skikda,				factors but with a different way.
Taref, Tipaza and Naâma)		Sidi Belabbes, Oran,				As well in the results they found
Coune's, 2022) Coune's, 2022) Coune's students from 13 Linear (Toune's, 2022) Coune's, 2022) Coune's squares (Toune's, 2022) Coune's (Toune's, 202		Bordj-Bou-Arreridj, El-				Whether man or woman,
b et al., 2014) B et al., 2015 B et al., 2014) B et al., 2015 B et al., 2015 B et al., 2015 B et al., 2015 B et al., 2016		Taref, Tipaza and Naâma)				attitudes lead to intentions
2014) n analysis	(Benhabi	Sample of 248 university	Multiple	EI	Attitudes, Subjective	The results show that attitudes,
Analysis Compositively impact the intention to create green start-ups	b et al.,	students,	regressio		norms, Perceived	subjective norms, perceived
Counes, 2022 County Cou	2014)		n		behavioral control	behavioral control (PBC), and
Auxareness Create green start-ups			analysis		(PBC), and	environmental awareness
Auxiliary Auxi					environmental	positively impact the intention to
(Messikh , 2021) SKIKDA University Sample t- test EI Work, Social entrepreneurial work, Social entrepreneurial environment, University, Self- Efficacy, Government support Self-efficacy, Government support (Tounès, 2022) Solution from 13 Linear regressio n using the ordinary least ordinary least squares method A sample of 175 students structural Attitude towards entrepreneurial female students are significantly influenced by the support they receive from parents and the government, while factors such as self-efficacy, entrepreneurial education, and attitude towards entrepreneuriship play a less prominent but still acceptable role in shaping their intentions. Perceived from parents and the government, while factors such as self-efficacy, entrepreneurial entrepreneuriship education, and attitude towards entrepreneuriship education dos not reinforce the reation of this latter with the EI as a moderating variable Attitudes towards female students are significantly influenced by the support they receive from parents and the environment, University, Self- Efficacy, entrepreneurial education, and attitude towards entrepreneurial climate entrepreneurial limfluenced by the support they government, while factors such as self-efficacy, entrepreneurial entrepreneurial climate entrepreneurial self- the subjective entrepreneurial self- the subjective entrepreneurial self- the entrepreneurial self- the subjective entrepreneurial self- the entrepreneurial self- the entrepreneurial self- the entrepreneurial entrepreneurial self- the entrepreneurial entrepreneurial self- the entrepreneurial entrepreneurial entrepreneurial self- the entrepreneurial entrepreneuri					awareness	create green start-ups
(Tounès, 2022) Tounès, 2022, 2022 Tounès, 2022, 20	0	254 female students from	One	Fem	Attitude towards	Entrepreneurial Intentions in
environment, University, Self- Efficacy, Government support 302 students from 13 (Tounès, 2022) 303 students from 14 (Tounès, 2022) 304 students from 15 (Tounès, 2022) 305 students from 16 (Tounès, 2024) 306 students from 17 (Tounès, 2025) 307 students from 18 (Tounès, 2026) 308 students from 19 (Tounès, 2026) 309 students from 19 (Tounès, 2027) 309 students from 19 (Tounès, 2028) 300 students from 19 (Tounès, 2029) 300 students from 19 (Tounès, 2029) 4 suniversity 4 significant effect and the 2020 significant effect and the 302 students from 15 (Tounès, 2021) 4 suniversity 5 self-efficacy, entrepreneurial 2021 entrepreneurial perceived 2022 entrepreneurial perceived 2023 entrepreneurial perceived 2024 entrepreneurial perceived 2025 entrepreneurial perceived 2026 entrepreneurial perceived 2027 entrepreneurial perceived 2028 entrepreneurial perceived 2029 entrepreneurial perceived 2029 entrepreneurial perceived 2029 entrepreneurial perceived 2020 entrepreneurial perceived 2021 entrepreneurial perceived 2022 entrepreneurial perceived 2022 entrepreneurial perceived 2023 entrepreneurial perceived 2024 entrepreneurial perceived 2025 entrepreneurial perceived 2026 entrepreneurial perceived 2026 entrepreneurial perceived 2027 entrepreneurial perceived 2028 entrepreneurial perceived 2028 entrepreneurial perceived 2029 entrepreneurial perceived 2029 entrepreneurial perceived 2029 entrepreneurial perceived 2029 entrepreneurial perceived 2020 entrepreneurial perceived 2021 entrepreneurial perceived 2022 entrepreneurial p	(Messikh	SKIKDA University	sample t-	ale	entrepreneurial	female students are significantly
University, Self-Efficacy, Government support Government support	, 2021)	-	test	EI	work, Social	influenced by the support they
Efficacy, Government support as self-efficacy, entrepreneurial education, and attitude towards entrepreneurship play a less prominent but still acceptable role in shaping their intentions.					environment,	receive from parents and the
Government support education, and attitude towards entrepreneurship play a less prominent but still acceptable role in shaping their intentions. [Tounès, 2022] 302 students from 13 Linear regressio n using the university Ferceived entrepreneurial climate entrepreneurial climate, on EI. Entrepreneurial Selftent entrepreneurial Efficacy has a positive ordinary least portion of the squares wariable: not reinforce the reation of this method entrepreneurship education wariable a sample of 175 students Structural EI Attitudes, Subjective The study's results indicate that					University, Self-	government, while factors such
Government support education, and attitude towards entrepreneurship play a less prominent but still acceptable role in shaping their intentions. Tounès, 2022 302 students from 13 Linear regressio n using the university 105					Efficacy,	as self-efficacy, entrepreneurial
(Tounès, 2022) 302 students from 13 Linear regressio n using the university Todinary least squares method squares method a sample of 175 students structural EI prominent but still acceptable role in shaping their intentions. Perceived entrepreneurial climate entrepreneurial climate, on EI. Entrepreneurial Self-Efficacy has a positive significant effect and the entrepreneurial self-Efficacy significant effect and the entrepreneurial self-Efficacy significant effect and the entrepreneurial entrepreneurial entrepreneurial self-Efficacy significant effect and the entrepreneurial entrepreneurial entrepreneurial entrepreneurial entrepreneurial entrepreneurial entrepreneurial entrepreneurial self-Efficacy significant effect and the entrepreneurial entrepreneurial entrepreneurial entrepreneurial entrepreneurial self-Efficacy significant effect and the entrepreneurial en						education, and attitude towards
(Tounès, 2022) 302 students from 13 Linear EI Perceived entrepreneurial climate entrepreneurial climate, climate, climate, entrepreneurial Efficacy has a positive ordinary least squares method entrepreneurship education wariable a sample of 175 students structural EI Attitudes, Subjective Tegressio entrepreneurial entrepreneurial climate, on EI. Entrepreneurial Self-Entrepreneurial Efficacy has a positive significant effect and the entrepreneurship education dos not reinforce the reation of this entrepreneurship education Tole in shaping their intentions. Perceived entrepreneurial climate has a significant negative effects on EI. Entrepreneurial Self-Entrepreneurial Self-Entrepreneurial EI Attitudes, Subjective The study's results indicate that						entrepreneurship play a less
(Tounès, 2022) 302 students from 13 Linear EI Perceived entrepreneurial climate entrepreneurial climate, climate, climate, entrepreneurial Efficacy has a positive ordinary least squares method entrepreneurship education wariable a sample of 175 students structural EI Attitudes, Subjective Tegressio entrepreneurial entrepreneurial climate, on EI. Entrepreneurial Self-Entrepreneurial Efficacy has a positive significant effect and the entrepreneurship education dos not reinforce the reation of this entrepreneurship education Tole in shaping their intentions. Perceived entrepreneurial climate has a significant negative effects on EI. Entrepreneurial Self-Entrepreneurial Self-Entrepreneurial EI Attitudes, Subjective The study's results indicate that						prominent but still acceptable
(Tounès, 2022) In using the condinary least squares method squares method a sample of 175 students Tregressio n using the climate, climate, climate, entrepreneurial self-the climate, squares method squares a sample of 175 students In using the climate, climate, climate, entrepreneurial self-the stignificant effect and the squares not reinforce the reation of this latter with the EI as a moderating education In using the climate, climate, climate, entrepreneurial self-the stignificant effect and the significant effect and the significant effect and the entrepreneurship education dos not reinforce the reation of this latter with the EI as a moderating education In using the climate, self-the stignificant negative effects on EI. Entrepreneurial self-the significant effect and the squares of the significant effect and the squares of the significant effect and the squares of the squares of the significant effect and the squares of th						
n using the ordinary least squares method squares method a sample of 175 students structural EI Attitudes, Subjective on EI. Entrepreneurial Self-Efficacy has a positive significant effect and the squares not reinforce the reation of this latter with the EI as a moderating variable. Attitudes, Subjective The study's results indicate that		302 students from 13	Linear	EI	Perceived	Perceived entrepreneurial climate
n using the ordinary least squares method squares method a sample of 175 students structural EI Attitudes, Subjective on EI. Entrepreneurial Self-Efficacy has a positive significant effect and the squares not reinforce the reation of this latter with the EI as a moderating variable. Attitudes, Subjective The study's results indicate that	(Tounès,	university	regressio		entrepreneurial	has a significant negative effects
ordinary least Moderating entrepreneurship education dos squares method entrepreneurship education entrepreneurship education wariable: a sample of 175 students structural EI Attitudes, Subjective The study's results indicate that	2022)	•	n using		_	on EI. Entrepreneurial Self-
least squares squares method sample of 175 students structural EI Attitudes, Subjective The study's results indicate that			the		Entrepreneurial	Efficacy has a positive
squares method variable: not reinforce the reation of this latter with the EI as a moderating education variable a sample of 175 students structural EI Attitudes, Subjective The study's results indicate that			ordinary		Self-Efficacy	significant effect and the
method entrepreneurship education variable a sample of 175 students structural EI Attitudes, Subjective The study's results indicate that			least		Moderating	entrepreneurship education dos
education variable a sample of 175 students structural EI Attitudes, Subjective The study's results indicate that			squares		variable :	not reinforce the reation of this
a sample of 175 students structural EI Attitudes, Subjective The study's results indicate that			method		entrepreneurship	latter with the EI as a moderating
					education	variable
(Moham from the University of counties norms Descriped et dest stitude		a sample of 175 students	structural	EI	Attitudes, Subjective	The study's results indicate that
(Monain From the Oniversity of equation From Perceived students attitudes towards	(Moham	from the University of	equation		norms, Perceived	students' attitudes towards
med et Tlemcen modeling behavioural control entrepreneurship and subjective	med et	Tlemcen	modeling		behavioural control	entrepreneurship and subjective
	al.,				(PBC	norms strongly influence their
2017) intentions to engage in	2017)					intentions to engage in
entrepreneurship. However,						entrepreneurship. However,
does not exhibit a significant						does not exhibit a significant
impact on these intentions						_

Source: Lekmiti. M., Boucha. N, 2024, 06

In fact, this research focuses on studying a specific group of students, namely those from the Higher School of Business Studies. It is expected that Entrepreneurial Intention will be high among them although (St-Jean et al., 2014) found that the elements of TPB doesn't explain the high level of Algerians students Entrepreneurial Intention, as entrepreneurship and innovation are the motto of this school, knowing that some other authors approved that there is a strong positive impact of the TPB elements on Algerian students' entrepreneurship (Alt Abbas & Salaouatchi, 2020; Ammam, 2021; Benhabib et al., 2014).

3.2. Hypotheses development

In accordance with the TPB theory, we pose the following hypotheses:

Hypothesis A:

- ➤ Null hypothesis: Personal Attitude doesn't have a positive impact on Students' Entrepreneurial Intention of Higher Commercial Studies School
- ➤ Alternative hypothesis: Personal Attitude has a strong positive impact on Students' Entrepreneurial Intention of Higher Commercial Studies School

Hypothesis B:

➤ **Null hypothesis:** Subjective norms doesn't have a positive impact on Students' Entrepreneurial Intention of Higher Commercial Studies School

➤ Alternative hypothesis: Subjective norms has a positive impact on Students' Entrepreneurial Intention of Higher Commercial Studies School

To introduce the last two hypotheses, it is necessary first to differentiate between the following concepts Perceived Behavioral Control and Entrepreneurial Self-Efficacy. Therefore, we must refer back to the aforementioned references, Terry (1993), Terry and O'Leary (1995), and White et al. (1994). These academics established a clear distinction, they argue that perceived behavioral control (PBC) relates to external constraints affecting behavior, while self-efficacy is connected to internal factors influencing control and regarding Entrepreneurial Self-Efficacy in the Algerian context several studies confirms that is has a positive impact on Entrepreneurial Intention such (Alili & Mahi, 2019; LAHOUARI, 2023; Messikh, 2021; Tounès, 2022)Indeed, these facts helps us to write down the two following hypotheses:

Hypothesis c:

- ➤ **Null hypothesis:** perceived behavioral control does not impact Students' Entrepreneurial Intention of Higher Commercial Studies School
- ➤ Alternative hypothesis: perceived behavioral control impacts strongly Students' Entrepreneurial Intention of Higher Commercial Studies School

Hypothesis D:

- ➤ **Null hypothesis:** Entrepreneurial Self-Efficacy does not impact Students' Entrepreneurial Intention of Higher Commercial Studies School
- ➤ Alternative hypothesis: Entrepreneurial Self-Efficacy impacts strongly Students' Entrepreneurial Intention of Higher Commercial Studies School

FBER

3.3. Sample and Methodology

60 3.3.1. Sample and data collection

This research was conducted through a survey of students from one of the most known Algerian business schools located in the Koléa University Center school of high commercial

We adopt this school, because it adopts several policies to encourage its students to pursue entrepreneurship as a career. Thanks to these policies, most of them participate in innovation and start-up programs. Additionally, one of the significant steps taken by the institution is enabling the possibility of discussing their graduation thesis in accordance with Decision 1275 of the provisions of Circular No. 001 dated May 8, 2023, with the aim of establishing a startup or obtaining a patent.

The sample of the student was randomly chosen from both 1st cycle (preparatory classes) and the 2nd cycle (master classes). we questioned 306 students so the. The studied population globe males and females but mostly the respondents are males with a high percentage of 72.5%,

The data collection was inside the institution and it was conducted in January of the current year 2024

3.3.2. Instrument and Measurement

In this research A Survey questionnaire has been applied. It was inspired from several studies (Liñán & Chen, 2009; Maheshwari & Kha, 2022). The students of Higher Commercial Studies School are asked to rate the items on seven points likert scale 1= extremely disagree, to 7= extremely agree.

The demographic variables constitute the first part. It is about gender and age. Entrepreneurial Intention constitutes the second part, this variable is the only dependent variable and the rest reflects the independent variables, it consists of 6 items. The elements of the theory of Planned behavior constitute the third part of the survey. The variables of this

part are ranked as Personal Attitude consists of 5 items, Perceived Behavioral Control consists of 6 items, Subjective Norms consist of 3 items. The fourth part of the questionnaire was dedicated Entrepreneurial Self-Efficacy, it is measured by 4 items and as it is presented in table (2), the reliability results demonstrate an excellent average for PA, PBC, SN, ESE and EI.

Table 2. Stability of the study tool (Reliability)

Variables	Alpha Cronbach coefficient	number of items
Theory of Planned Behavior que measure the Entrepreneurial Int		preneurial Self-Efficacy in order to
Entrepreneurial Intention	0.720	6
Personal Attitude	0.688	5
Perceived Behavioral Control	0.754	6
Social Norm	0.709	3
Entrepreneurial Self-Efficacy	0.744	4

Source: Source: Lekmiti. M., Boucha. N, 2024, 08

FBER

4. Results and discussion

4.1. Testing hypotheses and results

61

Hypothesis A:

- Hypothesis A:
 - ➤ **Null hypothesis:** Personal Attitude doesn't have a positive impact on School of Higher Commercial Studies students
 - ➤ Alternative hypothesis: Personal Attitude has a strong positive impact on School of Higher Commercial Studies Students.

Table 3. Regression between Personal Attitude and Entrepreneurial Intention

Coefficients ^a								
Standardized								
Unstandardized Coefficients Coefficients								
Model	Model B Std. Error Beta T Sig.							
1	(Constant)	2.747	0.315		8.711	0.000		
	PA	0.429	0.063	0.365	6.846	0.000		
a. Depe	a. Dependent Variable: EI							

Source: Lekmiti. M., Boucha. N, 2024, 08

Comment: The t value reached 6.846 at a significance level of 0.000. which is less than 0.05 Therefore, we reject the null hypothesis and accept the alternative hypothesis. Thus we conclude that there is a strong positive influence of Personal Attitude on students Entrepreneurial Intention

Hypothesis B:

• Hypothesis B:

- ➤ Null hypothesis: Subjective norms don't have a positive impact on School of higher Commercial Studies Students' Entrepreneurial Intention
- ➤ Alternative hypothesis: Subjective norms have a positive impact on School of higher Commercial Studies Students' Entrepreneurial Intention

Table 4. Regression between Subjective norms and Entrepreneurial Intention

	Coefficients ^a								
	Standardized								
		Unstandardize	d Coefficients	Coefficients					
Model		В	Std. Error	Beta	t	Sig.			
1	(Constant)	4.453	0.231		19.303	0.000			
	SN	0.089	0.047	0.108	1.900	0.058			
a. Depe	a. Dependent Variable: EI								

C I I W D 1 N

Source: Lekmiti. M., Boucha. N, 2024, 09

Comment: the value of t (1.900) at the significance level of 0.058 which is less than 0.1 demonstrate to us the acceptance of the alternative hypothesis and the rejection of the null hypothesis. Therefore, there is a strong positive influence of Subjective norms on the Entrepreneurial Intention among students of Higher Commercial Studies School

Hypothesis c:

FBER

62

Hypothesis c:

- > Null hypothesis: perceived behavioral control does not impact the Higher Commercial Studies School Students' Entrepreneurial Intention
- ➤ Alternative hypothesis: perceived behavioral control impacts strongly the Higher Commercial Studies School Students' Entrepreneurial Intention

Table 5. Regression between perceived behavioral control and Entrepreneurial Intention

	Coefficients ^a								
				Standardized					
		Unstandardize	d Coefficients	Coefficients					
Model	Model B Std. Error Beta t Sig.								
1	(Constant)	4.741	0.279		16.986	0.000			
	PBC	0.030	0.058	0.029	0.512	0.609			
a. Depe	ndent Variab	le: EI							

Source: Lekmiti. M., Boucha. N, 2024, 09

Comment: The table 5 shows that the results of the regression between PBC and EI are significant (the value of t reached 0.512 at a significance level of 0.609 which is greater than (0.1). as a consequence, we accept the alternative hypothesis and reject the null hypothesis; there is a strong positive influence of perceived behavioral control on the Students' Entrepreneurial Intention

Hypothesis D:

- Hypothesis D:
 - ➤ Null hypothesis: Entrepreneurial Self-Efficacy does not impact the students' Entrepreneurial Intention of Higher Commercial Studies School
 - Alternative hypothesis: Entrepreneurial Self-Efficacy impacts strongly students' Entrepreneurial Intention of Higher Commercial Studies School

Table 6. Regression between Entrepreneurial Self-Efficacy and Entrepreneurial Intention

	Coefficients ^a								
Standardized									
	Unstandardized Coefficients Coefficients								
Model	Model B Std. Error Beta t Sig.								
1	(Constant)	4.824	0.247		19.493	0.000			
	ESE	0.012	0.053	0.014	0.236	0.814			
a. Depe	a. Dependent Variable: EI								

source: Lekmiti, M., Boucha, N. 2024, 10

Comment: The demonstrated results in the table; the value of t (0.236) at the significance level of 0.814 which is less than. Drives us to reject the null hypothesis and accept the alternative hypothesis. strong positive influence of Entrepreneurial Self-Efficacy on the Entrepreneurial Intention of students.

4. Discussion

The results obtained in this study are consistent with the results reached in previous studies that has been also conducted within Algeria, where we found a strong positive impact of personal attitude, Subjective Norms and Perceived Behavioral Control in Entrepreneurial Intention (Benhabib et al., 2014), while some studies could not confirm the significance impact of all the elements of the theory of planned behavior on Entrepreneurial Intention as (Mohammed et al., 2017) he found that the perceived behavior control has no impact on the Entrepreneurial Intention, in contrary to the rest elements of the theory of planned behavior .

Merabet et al. (2022) Found that the Personal Attitude differs from males to females but still conserves it impact on gender's Entrepreneurial Intention. Because the entrepreneur is the product of his society, we explain these results with the efforts of the state and institutions to implant this culture.

In contrast, in a comparison study between Africans, Americans and European students, the researchers did not find any impact of none of Personal Attitude, Subjective Norms and Perceived Behavioral Control on the students' Entrepreneurial Intention, meanwhile they have a strong Entrepreneurial Intention, this results have been explained by that the Algerian entrepreneurship career in Algeria is derived by necessity to by opportunity (St-Jean et al., 2014).

In this case we found that the Entrepreneurial Self-Efficacy has a strong positive impact on the Entrepreneurial Intention which means that the internal determinants of control play a main role in Entrepreneurial Intention, however, (Messikh, 2021) fond that Entrepreneurial Self-Efficacy has prominent impact but still it plays a role in shaping Entrepreneurial Intention.

5. Conclusion

This study leads to the following main conclusions:

- The school efforts to instill an entrepreneurial culture among its students aim to encourage these students to start their own businesses after obtaining their diplomas, thereby becoming job creators.
- > Through our research, our objective was to study the impact of Personal Attitude, Subjective Norms and Perceived Behavioral Control on students' Entrepreneurial Intention Through empirical investigation, all three hypotheses linked to Azjen's theory of planned behavior are substantiated.
- ➤ Our findings echo those articulated in Azjen's seminal work (1991), particularly

- concerning the students' inclination towards business creation.
- ➤ We ascertain that students' attitudes towards entrepreneurship, subjective norms, and perceived behavioral control exert a positive and significant influence on their Entrepreneurial Intentions.
- ➤ These results not only supplement existing research across diverse cultural settings but also affirm the foundational propositions of the Theory of Planned Behavior, underscoring its validity and practical utility in predicting entrepreneurial conduct.
- ➤ Based on theoretical variation between Perceived Behavioral Control and Entrepreneurial Self-Efficacy as mentioned in the literature part above where, they assume that Perceived Behavioral Control (PBC) is linked to external constraints that affect behavior, whereas self-efficacy is associated with internal factors that influence control. Thus, we supported our research by adding a supplement hypothesis, beside Azjen's theory. The result was positive, and from here it was concluded that Entrepreneurial Intention is a complex phenomenon, it existence among our studied sample, it is as a consequence of the combination of internal and external factors.
- ➤ Therefore, it is recommended that the government ensure that individuals grow up in appropriate conditions by raising awareness among Algerian families of entrepreneurial culture and establishing an appropriate entrepreneurial climate through universities and other establishments.

Bibliography List

FBER

64

- 1. Ait Abbas, H. F., & Salaouatchi, H. S. (2020). Determinants of Entrepreneurial Intention: The case of Business Schools in Algeria. Revue Des Réformes Economiques Et Intégration En Economie Mondiale, 14(1), 18-30.
- 2. Azjen, I. (1985). From intentions to actions: A theory of planned behavior. Action control: From cognition to behavior (pp. 11-39). Springer.
- 3. Azjen, I. (1987). Attitudes, Traits, and Actions: Dispositional Prediction of Behavior in Personality and Social Psychology. Advances in Experimental Social Psychology, 20, 1-63. 10.1016/S0065-2601(08)60411-6
- 4. Azjen, I. (1991). The theory of planned behavior. Organizational Behavior and Human Decision Processes, 50(2), 179-211. 10.1016/0749-5978(91)90020-T
- 5. Alili, A., & Mahi, k. (2019). Determinants of the Entrepreneurial Intention among university students: Field study on a

sample of SIDI BEL ABBÈS University students. مجلة إقتصاد المال والأعمال Jfbe, 3(3), 384-405.

- 6. Ammam, R. (2021). The impact of entrepreneurship education on the Entrepreneurial Intention of students Business Administration State of the students of the University of Laghouat. Dustrial Economics Review (KHAZZARTECH), 11(1), 829-848.
- 7. Armitage, C. J., & Armitage, M. (2001). Efficacy of the theory of planned behaviour: A meta-analytic review. British Journal of Social Psychology, 40(4), 471-499.
- 8. Bagozzi, R. P., Baumgartner, J., & Yi, Y. (1989). An investigation into the role of intentions as mediators of the attitude-behavior relationship. Journal of Economic Psychology, 10(1), 35-62.
- 9. Bandura, A. (1986). The explanatory and predictive scope of self-efficacy theory. Journal of Social and Clinical Psychology, 4(3), 359-373.
- 10. Bandura, A. (1997). Self-efficacy: The exercise of control. W H Freeman/Times Books/ Henry Holt & Co.

- 11. Bandura, A. (1999). Social cognitive theory of personality. Handbook of Personality, 2(1), 154-196.
- 12. Benhabib, A., Merabet, A., Benachenhou, M., Grari, Y., Boudia, F., & Merabet, H. (2014). Environmental and individual determinants of female entrepreneurship in Algeria: applying the structural equation modeling. Entrepreneurial Business and Economics Review, 2(1), 65-.
- 13. Bird, B. J. (1992). The Operation of Intentions in Time: The Emergence of the New Venture. Entrepreneurship Theory and Practice, 17(1), 11-20. 10.1177/104225879201700102
- 14. Bouarar, A. C., Mouloudj, S., Makhlouf, A., & Mouloudj, K. (2022). Predicting Students' Intentions to Create Green Start-ups: A Theory of Planned Behaviour Approach. Paper presented at the SHS Web of Conferences, , 135 01002.
- 15. Boyd, N. G., & Vozikis, G. S. (1994). The influence of self-efficacy on the development of Entrepreneurial Intentions and actions. Entrepreneurship Theory and Practice, 18(4), 63-77.
- 16. Davidsson, P., & Honig, B. (2003). The role of social and human capital among nascent entrepreneurs. Journal of Business Venturing, 18(3), 301-331.
- 17. Dwyer, A. L., & Cummings, A. L. (2001). Stress, self-efficacy, social support, and coping strategies in university students. Canadian Journal of Counselling and Psychotherapy, 35(3)
- 18. Emin, S. (2003). L'intention de créer une entreprise des chercheurs publics : le cas français 'doctoral dessertation, université Pierre Mendès.
- 19. Grari, Y., & Benachenhou, S. M. (2019). Factors Affecting Students' Entrepreneurial Intentions in Algeria: Application of Shapero and Sokol Model. American Journal of Economics, 9(6), 273-281. 10.5923/j.economics.20190906.01
- 20. Krueger, N. (1993). The impact of prior entrepreneurial exposure on perceptions of new venture feasibility and desirability. Entrepreneurship Theory and Practice, 18(1), 5-21.
- 21. LAHOUARI, S. (2023). Predicting Entrepreneurial Intentions through entrepreneurial education and the Mediating role of self-efficacy, using partial least squares structural equation model (PLS-SEM). International Journal of Economic Performance, 6(2), 217.
- 22. L'hocine Walid, H. P. (2022). Entrepreneurial Risk Perception and Sustainable Entrepreneurship Intention among SMEs in Algeria: A Multidimensional Approach. Development, 1(2), 7-15.
- 23. Liñán, F., & Chen, Y. (2009). Development and cross-cultural application of a specific instrument to measure Entrepreneurial Intentions. Entrepreneurship Theory and Practice, 33(3), 593-617.
- 24. Maheshwari, G., & Kha, K. L. (2022). Investigating the relationship between educational support and Entrepreneurial Intention in Vietnam: The mediating role of Entrepreneurial Self-Efficacy in the theory of planned behavior. The International Journal of Management Education, 20(2), 1-14. https://doi.org/10.1016/j.ijme.2021.100553
- 25. Merabet, A., Habib, A. B., & Abedou, A. (2022). Intention entrepreneuriale en Algérie: mise en évidence des différences entre hommes et femmes. Les Cahiers Du Cread, 38(2), 49-78.
- 26. Messikh, A. (2021). The Entrepreneurial Intention of Algerian Women (a Sample Study of Skikda University Female Students)., 3(4), 134-150. 10.28934/jwee21.34
 - 27. Mohamed, O. S., & Benaicha, B. (2022). The impact of variables of the unified

FBER

- model, formation and language on Entrepreneurial Intention of Algerian students: A field study in Blida, Tizi Ouzou, and Algiers. El-Bahith Review, 22(1), 209-224.
- 28. Mohammed, B. S., Fethi, A., & Djaoued, O. B. (2017). The influence of attitude, subjective norms and Perceived Behavioral Controlon Entrepreneurial Intentions: Case of Algerian students. American Journal of Economics, 7(6), 274-282.
- 29. Obschonka, M., Silbereisen, R. K., & Schmitt-Rodermund, E. (2010). Entrepreneurial Intention as developmental outcome. 3-72 Journal of Vocational Behavior, 77(1), 6.
- 30. Pribadi, H. (2005). Defining and constructing the teaching model of entrepreneur education based on Entrepreneurial Intention model. Jurnal Teknik Industri, 7(1), 76-82.
- 31. Setti, Z. (2017). Entrepreneurial Intentions among youth in MENA countries: Effects of gender, education, occupation and income. International Journal of Entrepreneurship and Small Business, 30(3), 308-324.
- 32. St-Jean, É, Nafa, A., Tremblay, M., Janssen, F., Baronet, J., & Loué, C. (2014). Entrepreneurial Intentions of university students: an international comparison between African, European and Canadian students. International Journal of Entrepreneurship and Innovation Management, 18(2-3), 95-114.
- 33. Thompson, E. R. (2009). Individual entrepreneurial intent: Construct clarification and development of an internationally reliable metric. Entrepreneurship Theory and Practice, 33(3), 669-694.

FBER

- 34. Tounès, A. (2022). The Entrepreneurial Intention of Algerian Students: Between Disillusionment of the Entrepreneurial Climate and Self-Confidence. Journal of Enterprising Culture, 30(1), 97-121. 10.1142/S0218495822500042
- 35. Tsai, K., Chang, H., & Peng, C. (2016). Extending the link between Entrepreneurial Self-Efficacy and intention: a moderated mediation model. International Entrepreneurship and Management Journal, 12, 445-463.