



Predicting the university student's ability to integrate into entrepreneurship by analyzing their miniature life scenario as a personality analysis

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(Put the first and last name without a degree, Times New Roman, 10)

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Abstract:

With this study, we are trying to predict the entrepreneurial personality of a university student, by analyzing his personality style according to the miniature life scenario technique, within the framework of the exchange analysis approach.

On this basis, an electronic model divided into two categories was distributed: the first classifies the type of entrepreneurial thinking and the second classifies the type of miniature life scenario, for a wide range of students. The results resulted in:

We can say that the "faster" the life scenario appears, the sooner we will find a university student with an entrepreneurial mindset.

If we add the life scenario "be strong", he became running his own business-

Add to this, the life scenario "make me happy", he became able to plan the creation of his own project.

But if she provides the scenario of life, "make an effort" and "be perfect", this type of students will be only executive workers .

Keywords: Entrepreneurial Thought - mini life scenario-personality type – transactional analysis

JEL classification: I250.

التنبؤ بقدرة الطالب الجامعي على الاندماج في المقاولاتية من خلال تحليل سيناريو حياته المصغرة كتحليل للشخصية.

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ملخص:

بهذه الدراسة نحاول التنبؤ بالشخصية المقاولاتية لدى طالب الجامعة ، من خلال تحليل أسلوب شخصيته وفقا لتقنية سيناريو الحياة المصغرة ، في إطار مقارنة تحليل التبادلي.

على هذا الأساس ، تم توزيع نموذج إلكتروني مقسم إلى فئتين: الأول يصنف نوع التفكير المقاولاتي والثاني يصنف نوع سيناريو الحياة المصغر، لمجموعة واسعة من الطلاب. وأسفرت النتائج على أنه يمكننا القول أنه كلما ظهر سيناريو الحياة "أسرع" ، كلما كان وجدنا طالب جامعي يفكر مقاولاتي.

إذا أضفنا سيناريو الحياة "كن قويا"، أصبح يدير أعماله الخاصة- أضف إلى ذلك ، سيناريو الحياة

"إجعلني سعيدا" ، أصبح قادرا على التخطيط لإنشاء مشروع الخاص.

ولكن إذا كانت توفر سيناريو الحياة، "ابدل جهدا" و"كن مثاليا"، هذا النوع من الطلاب سوف يكونون

عمال تنفيذيون فقط .

الكلمات المفتاحية: : الفكر المقاولاتي -سيناريو الحياة المصغرة - تصنيف الشخصية-تحليل التبادلات .

تصنيف (JEL): I250

1-Problematic introduction

after the Black decade, Algeria pursued a clear policy aimed to getting out of crises by building a productive society, on this basis, the reforms varied between many sectors; such as education reform like the first generation and then the second generation, and the L M D at the university system by applied the : The pedagogical, the professional, and the Life project of the student, were its economically supported by a set of bold measures in that period, to provide and encourage young people, especially graduates of universities and institutes, to create their own project in multiple and very flexible formats, to contribute in the economic growth and development, reducing unemployment and improve the standard of living.

What happened in a nutshell and the statistics show this, it's the failure of the institutions, set by the state to achieve their goals for many reasons, we attribute it to the lack of prior preparation of young people, and their unpreparedness then to enter the world of production and entrepreneurship.

In this context, the study of the National Center for Statistics showed that the weakest percentage of job search methods among university graduates belongs to those looking for financing for their personal projects (26.4%), compared to job search through personal relationships (73.8%), registration with recruitment agencies (55%), or dealing with companies directly (55.4%).

This is evidence that they do not trust in one way, but seek to improve their opportunities through many means, and they also rely on the certificate to get a job position, and the search ways to self-project creation remains weak (21.5%). The problem is that more than (70%) of them declare the transfer of their activity or the failure of the project after two years at most, (ENSEJ December 2019) according to officials of the National Agency for youth support and employment ENSEJ.

We are witnessing by this the predominance of long-term unemployment. As shown by the relative shares of the unemployed in accepting positions, despite the fact that the job requirements are lower than their professional skills by (65.3%), and (63.6%) accept a job that does not match their potential, Also

(57.9%) accept poorly paid work, (64.3%) are satisfied with working away from their residence places and (48.9%) of them even in another state, finally the largest percentage of them (74.8%) are satisfied with working in any sector.

(National Center for Statistics September 2019)

This is what made the state institutions retreat from the formulas and procedures to support the operation and establishment of institutions, by providing other models based on trying to save what can be saved first from the institutions that started and found difficulties, and then a good preparation of the human resource to be eligible to create a small or emerging institution that will develop in the future.

When researching the topic of good preparation of human resources, we find that the Algerian university has prepared a set of measures that will raise the level of students' dependence on entrepreneurial thinking, including integrating the teaching of entrepreneurship in all divisions and specialties, creating a set of structures, such as the entrepreneurship House, business incubators, and expanding partnership with economic bodies and youth support institutions.

The problem here, according to what we have observed in university institutions, and according to what we have concluded from the total meetings and dialogues organized by universities in this area, is not in the efforts made, the problem here, according to our opinion, is in the main party on which entrepreneurship is based, which is the student.

We believe that it is inappropriate to repeat the old mistake by trying to make all students think in an entrepreneurial way, but we should focus only on those who have the necessary capabilities and abilities, and then the University seeks with its structures and

capabilities to strengthen and guide all those capabilities in order to achieve effectiveness in achieving the goals .

On this basis, we find it necessary to adopt a new method to predict the university student's ability to integrate into entrepreneurial thought through the analysis of his personality, and to reach the identification of personalities capable of adopting Entrepreneurial Thought and implementing entrepreneurship,

In this context, there are many ways and means of testing personality, and it was necessary to find a simple, easy-to-apply and effective way . It should be comprehensive in the individual's relationship analysis with his surroundings (which is the relationship of a successful entrepreneur with his surroundings), and the method should also ensure the identification of the individual's subjective abilities and their internal interaction (internal interactions) . Our interest was aroused by the approach of transactional analysis as a modern approach based on the individual's exchanges with himself and with others as a way for analyze his personality, we focused on the life scenario analyzing methods because we have seen in inclusivity, it is accurate in determining an individual's internal and external abilities, it is also good for determining his skills and relationships with others, and we think that we can rely on it as a forecasting technique in classifying personality types compared to forecasting entrepreneurial thinking.

Through this paper, we are trying to help by predicting personality that s capable of venturing into entrepreneurial thought, by linking it to the classifications of the miniature life scenario as a method of personality analysis.

We want to define, and have a clear criterion by which we predict the student's success in entrepreneurship, we believe that entrepreneurial thinking is closely related to the student's thinking pattern, our main goal through this work is to predict the student entrepreneur based on the analysis of his life scenario .

How can a miniature life scenario classify the personality of a university student ? Does the entrepreneurial thinking of a university student differ depending on his personality type according to the classification of the miniature life scenario?

Can we, by knowing the student's personality pattern related to his life's mini-scenario, predict his entrepreneurial thinking ?

What are the personality characteristics of a university student who owns his own business?

What are the personality characteristics of a university student who seeks to embody his own project?

What are the personality characteristics of a university student who is just looking for a job in the future?

1.1- The entrepreneurial background of the topic :

Definition of entrepreneurship: The first to introduce this concept into economic activities at the turn of the eighteenth century was RICHARD CANTILLON Who described the merchant who buys goods at a specific price to sell them in the future at a price he does not know in advance as a contractor, no matter what, the spirit of risk and adventure remained inherent in the concept of contracting. (*Breeze Barham* , 2014, p 07)

This concept is related to another set of concepts, which we summarize as follows :

Definition of contracting House :She "It is a university-based body, whose tasks are to form and motivate students and researchers and ensure their initial accompaniment in order to establish a mini-institution within the framework of the National Agency for Youth Employment Support (ANSEJ) It was created for the first time in Algeria, it was created for the first time in 2007 Menter University of Constantine" (Mohamed Gogel and Mohamed Hafez Pogba ,2011, Y.11)

Entrepreneurial Thought: Entrepreneurial Thought is the product of crises, ideas, ideological references and several knowledge accumulations since the Twenties of the last century, but the real breakthrough is with the beginning of the new millennium, given the results achieved and the unprecedented development of this thought at the international level .
(*Virtue, B.X, p 03*)

1.2- The intellectual background of the study of entrepreneurial personality through the approach of transactional analysis and the miniature life scenario in particular:

The approach of transactional analysis is a simple approach to understanding the interactions of individuals with themselves and with others, and analyzing their behavior in order to reach autonomy, the approach depends on a different construction of personality based on three basic elements are the father, the adult , and the child , and in their interactions, exchanges and impact with the individual himself and his surroundings .

In this work we will focus on the miniature life scenario as a simple mechanism for analyzing the personality characteristics of a university student-entrepreneur.

What is the mini-scenario?

Is an observable mental behavioral sequence, of short duration where it lasts for about 7 Seconds, it has a link to the set of elements of the scenario that makes it continue , and it can be summarized in the following figure (The small circle that drives the course of the big circle . (*A Clotilde & A Ziegler: 2010/4 N° 136 p: 64-66*)

According **Kahler** There are five (5) The basic messages of the short script are the following guidelines:

1.Be perfect ·2. Be strong· 3. Make me happy· 4. Make an effort· 5. Faster. These messages are stored in the state of the father Ego, which is activated by the life situation " Disagree " They appear through observable and characteristic behaviors.

1. **Be perfect :** Out of style (You can work more)(Not bad, but I'm waiting for the best from you) , The face looks serious and strict , taut and restless, the head is high ,arrogant glances, straight stature, his dress is classic , this individual tends to talk a lot on various topics, without the use of stop signs, this behavior makes him imagine that he employs the adult he has, as he believes that he protects the child he has , and this is shown by Mistakes that appear to others (*Nisbett, R. E., & Wilson, T. D. 1977p: 231. from web*).

2. **Make me happy :** Out of style don't be selfish, feel me at peace, be polite..., Greeting initiative, body posture bent , eyebrows raised, highly attentive, seductive behaviors, oblique face (Bent down) With eyes that notice sideways or upwards, the hands are most likely clasped , or he rubs them . When communicating, this person tends to start and end sentences with a question, and this is in search of him to get along with the interlocutor and suddenly he asks moving questions, or directs, looking for compliments, listens by pointing "Yes" Through the head during each speech, his vital expressions are short in order to avoid or to avoid saying "No" From the interlocutor . At the end of a dialogue or speech, his voice appears raised to ask for attention, as well as to prove that he has "Succeeded"(*Alain Cardon: 2013from web p:182-183*).

3. **Make an effort :** The origin of this script is directed to the parents ' aspiration that their children achieve the successes that they did not achieve, one of his qualities is listening attentively, his figure is always bent forward, he sits with his elbows on his knees, he likes to breathe , his fist is closed and the thumb is inward , the face is turned to the interlocutor , his gaze is meditative and focused, he has a fear of This individual asks many questions at the end of the conversation without listening to the answer, or asks a question that has already been answered .

His common expressions: I'll try, I gave my best, it's not easy, this is difficult, this is a problem, I don't know, I can't His voice is identical to the general position and is often sad (Nicole Pierre .2007p: 64).

4. **Faster** : Excitable, overly adaptable, shows excitement and agitation behaviors, his steps are long, he moves quickly and does not stay in one place, he moves and then stops (It's like lighting a cigarette and then putting it out), The eyebrows are gathered, the eyes are active, following every movement, this style of individuals is characterized by impatience, cuts off other people's sentences to complete it, thinks that he understood before the other finished his words, explains briefly and hastily.

His expressions of form: Faster faster, you should finish, if...We're done?' So ... We'll start OK OK, we must hurry upHis way of speaking is fast (*Les concepts de base, les besoins de base from web*).

5. **Be strong** : It shows signs of closure , the arms are crossed or around the knees , the legs are crossed, the body and hands are often rigid ,or the hands are holding a chair or something else . As for his lively expressions, they are rare , he has a rigid face without movement (Sadness, anger, fear, joy are rarely expressed) (Claude Steiner.1992 p:78) .

His expressions of form : I have no comments, don't let them affect you , I felt ...He likes criticism ...Etc .His voice is monotonous , his tone is harsh and devoid of emotion (*Sylvaine Pascual , les Messages Contaminants on web*).

Each of these five messages carries a positive aspect, which we summarize in the following table :

Schedule No.: (1): The positive aspects of the five messages of **Kahler**

Taxonomy	Be perfect	Make me happy	Make an effort	Faster	Be strong
Character	Very organized	Adapted /Fixed	Continuing	Effective	Durable / Stubborn
Features	<ul style="list-style-type: none"> • Not satisfied • Requirement 	<ul style="list-style-type: none"> • Fear of disappointing • Fear of other people intruding into his life. • Seeking the approval and acceptance of others. 	<ul style="list-style-type: none"> • He thinks that every success goes through hard work. • Tends to complicate things. • Not leaning inclined to criticize. 	<ul style="list-style-type: none"> • Edgy • Put in stressful situations in order to give the best. 	<ul style="list-style-type: none"> • They suppress feelings. • They want to overcome difficulties without help.

(Claude Steiner.1974 p: 57)

Miniature life scenario scale For primary school teachers:

The scenario The Mini is a set of decisions built by the individual at a young age, the events experienced in the first years of the individual's life have fixed and strengthened them, to give a set of alternatives that the individual uses to get out of similar situations, what is the life plan, stored and shown in the form of qualities and principles that are five basic life scenarios.

The scale aims to identify the most commonly used mini - life scenario for teachers when they are facing stressful situations in their professional lives. The scale consists of:

- **Scale instruction:** The Examiner is asked to put a mark (x) In front of the qualities that he sees that he has.

- **Scale material and application:**

The scale is as follows A set of randomly distributed items, divided into groups expressing five basic life scenarios, each scenario includes:

- Positive qualities that an individual sees as existing in him
- Negative qualities that an individual sees as existing in him.
- What an individual says to himself.
- What others say to him.

Practically, we see that this classification is very suitable for analyzing the personality of a university student for himself based on placing himself in this simple classification .

Previous studies :

2- Method and Tools:

To reach the objectives of the previously defined study, which is part of a series of studies concerned with entrepreneurial thinking and the development of the Algerian university student, we relied at this stage on the following steps .

Exploratory study "survey ":

The exploratory study aimed to :

1. Identify the different types of students ' thinking related to their professional life .
2. Research on the optimal method or tool to distinguish the various thinking patterns found in students
3. Determining the best tools for extracting personality characteristics for each style of thinking

The method of exploratory study:

We distributed an electronic form to the students and stressed that the answer should only be after achieving real moral readiness for it, the form included the following topics:

The first axis: It included a set of items related to the thinking pattern associated with the idea of ensuring a professional future, and in general we wanted to limit the students ' answers to two main thinking patterns: :

Contracting: Who believes in entrepreneurial thinking as a guarantee mechanism for his professional future.

Career: Who relies on a job as a guarantee mechanism for his professional future.

The second axis: (Personality characteristics): A variety of items symbolize various characteristics of the personality in general.

Survey results:

1. The results showed that there is a great interest in this topic, which is explained by the collection of 600 models in record time from their distribution on websites by snowball technique .

2. As the form showed after analyzing the results for the first axis : The pattern of thinking associated with the mechanism of ensuring the professional future: there is a great preference to rely on the job 60 % From him about the belief Entrepreneurial thinking as a guarantee mechanism for his professional future.

3. The results in the part of the belief in entrepreneurial thinking as a mechanism to ensure his professional future were also distinguished between two categories :

One group believes and believes that they have the elements of entrepreneurial thinking , and another group has actually embodied entrepreneurship by managing their own small projects .

Accordingly, the final study procedures were as follows :

Basic study:

method And tool : Since the main objective of the study is to try to determine the characteristics of the personality of the Algerian student entrepreneur, the study methodology is descriptive and analytical, especially since we used the form as a data collection tool and relied on the actual responses of students, for its ability to reach the largest possible number of students and the diversity of its content .

Where the electronic form consisted of the following axes:

The first axis: The purpose of the University study It included a set of half-open items related to the thinking pattern associated with the mechanism of ensuring the professional future, and in general we wanted to limit the students ' answers to three main types:

Contracting:

1. The belief that university education contributes to **Building and creating entrepreneurial thought** the university student has two open questions for enrichment, namely:

- The extent to which the student benefits from the entrepreneurship scale taught at the University.
- The extent to which the student is familiar with the means of supporting university youth to create their own activity.

2. The belief that the University composition **Supports and develops entrepreneurial thinking** the university student, through the extent of the student's involvement with the University's activities in the field of contracting.

The extent of the student's involvement with the support institutions directed to him.

The extent to which the student benefits from these services in developing his own project 'If it exists at all)

3. Career: The belief that only university training for obtaining a degree allows to get a job as a guarantee mechanism for his professional future.

The second axis: (Personality characteristics) A variety of items symbolize various personality characteristics according to the miniature life scenario scale of researcher Aziz Islam in the framework of the transactional-analysis approach.

The scale is made as shown in the following table :

Schedule No.: (2) Distribution Items of the miniature life scenario scale on the axes					
Number of items	Be perfect	make me happy	faster	Make an effort	be strong
After calculating honesty and deleting items	26	30	14	30	25

The sample:

Since the idea of entrepreneurship is a national project embodied in all universities, which work under the strict recommendations of the ministry to pay great attention to the subject and support it in all respects, and therefore our activity has nothing to do with a specific university, but with all the students we can reach and ensure their cooperation with us, so the study sample is intentional ; must be a university student who have a real desire to cooperate on this topic

3- Results and Discussion

Table number (3): The composition of the sample according to the classification of students

Classification by professional project	Percentage
A student who does not have a project and wants to build it	23
A student who has a project and wants to promote it	15
A student who does not have a project and does not want to build one , seeks only employment through certification	62

Comment on the table:

The recorded percentages can be read through the students ' responses on the electronic form as an indicator that the University's efforts in embodying Entrepreneurial Thought are still in their beginnings, as evidenced by the presence of a double percentage of students who rely on employment through the certificate, and these percentages are largely consistent with what was previously discussed from the statistics on the And she can't be judged now .

Regarding the life scenario:

Table number (4): Average life scenario rankings by student rating

Taxonomy	Order of the prevailing scenario pattern	The percentage appearance of the script at the sample
A student who does not have a project and wants to build it	The scenario of life is faster	46
	The scenario of life made me happy	43
	Life scenario: make an effort	6
	Life scenario be strong	4
	Life scenario be perfect	1
A student who has a project and wants to promote it	The scenario of life is faster	43
	Life scenario be strong	42
	Life scenario be perfect	14
	The scenario of life made me happy	0,6
	Life scenario: make an effort	0,4
A student who does not have a project and does not want to build one , seeks only employment through certification	Life scenario: make an effort	46
	Life scenario be perfect	43,5
	The scenario of life made me happy	4
	The scenario of life is faster	5
	Life scenario be strong	1.5

Comment on the table:

With regard to the life scenario that is widely used among students who do not have a professional project and want to build one of their own, if you notice a clear tendency in favor of a faster life scenario, then the life scenario makes me happy while the percentages of the emergence of life scenarios make an effort, be strong and be perfect are almost .

With regard to the life scenario that is widely used among students who own a private professional project and seek to develop it, we record the emergence of three basic scenarios,

respectively : The life scenario is faster, the life scenario be strong , and the life scenario be perfect . We note that for these two categories of students who participate in the professional project, the life scenario is faster. It is a common scenario between them , and this is evidence of its obvious connection with the professional project . Especially since it did not appear for students who rely on employment in administrative positions depending on their university degrees, which showed both the life scenario be perfect and the life scenario make an effort , these are the two scenarios that we did not record their appearance when it came to the category of students with private entrepreneurs

Analysis:

The sum of Students who have special professional projects have been accredited in the form of Live on The scenario of life is faster The results showed that the student here Active-passive. He is placed in stressful situations in order to provide the best , overly adaptable, shows excitement and agitation behaviors, his steps are long, he moves quickly and does not stay in one place, he moves and then stops, the eyebrows are gathered and the eyes are active following every movement, this style of individuals is characterized by impatience, he cuts off other people's sentences to complete it he thinks he, He explains briefly and hastily. His expressions of form: Faster faster, you should finish, if... We're done?' So ... We'll start OK OK, we must hurry upHis way of speaking is fast .

That these qualities are very distinct and can be seamlessly correlated with The recipe for suppressing feelings. The desire to overcome difficulties without help , Endurance / Stubborn It shows signs of closure , the arms are crossed or around the knees , the legs are crossed, the body and hands are often rigid ,or the hands are holding a chair or something else . As for his lively expressions, they are rare , he has a rigid face without movement (Sadness, anger, fear, joy are rarely expressed (His comments from the figure : I have no comments, don't let them affect you , I felt .So, he likes criticism ...Etc .His voice is monotonous , his tone is harsh and devoid of emotion Which are the qualities of a life scenario character Be strong The combination of this character with these qualities constitutes a distinct individual .

As for the category of students who have entrepreneurial thinking and seek to embody it, the results showed in addition to the qualities of emotionality, challenging stressful situations and challenging oneself , speed, impatience and Are the qualities of the scenario of life faster . The student here also has some qualities that help him to be keen on building his own projects, which are Personal life scenario make me happy It serves as a hope that keeps this character ambitious in order to reach her goals, and the student is here in addition to the above : Adaptable, consistent , afraid of being disappointed , and does not want others to intrude into his life and thinking .Although he is looking for the approval and acceptance of others. Out of style don't be selfish, feel me at peace, be polite... Welcoming initiative, highly attentive, seductive mannerisms, oblique face (Bent down) With eyes that notice sideways or upwards, the hands are most likely clasped , or he rubs them . When communicating, this person tends to start sentences and end them with a question, and this is in search of him to get along with the interlocutor and suddenly he asks moving questions, must be guided , looking to get compliments , listens with facial gestures , his vital expressions are short in order to avoid saying "No" From the interlocutor . At the end of the dialogue or speech, his voice appears high to ask for attention, as well as to prove that he has succeeded in the dialogue.

The category The results showed that they do not rely at all on the personal qualities of the life scenario faster , nor on the personal qualities of the life scenario be strong and not on the personality of the scenario that made me happy, but on the contrary, other qualities appeared in the majority of the sample and for the largest, the personal qualities of the life scenario That every success goes through hard work. Tends to complicate things. One of his

qualities is listening attentively, confronting in the dialogue and trying to understand the other., his gaze is meditative and focused , he has a fear of not understanding, this individual asks many questions at the end of the dialogue without listening to the answer . These are qualities that represent a pressure factor and a frustrating element for the individual, making him a hard executor of orders unable to find solutions to problems . This type of student is from the category of executors, not from the category of leaders or planners, and the evidence is that there is another type of qualities associated with the personality of the life scenario be ideal, where in this class the student is well organized , and he is dissatisfied, demanding, wants to put more effort into work and can work more, looking forward to the best, from his As well as seriousness and commitment, rigor, he has arrogant looks, straight stature ,his dress is mostly classic, the individual here tends to talk a lot on various topics, without using stop signs , this behavior makes him imagine that he employs an adult (Reason and logic) He also believes that he protects his child, and this is what gives them seriousness and determination in achieving their goals . And this personality is ideal for administrative work .

4- Conclusion

As a result: As a result, we can say that whenever the following scenarios are available : The life scenario is faster, we could say that the student has an entrepreneurial mind, if he has personal qualities with him, the life scenario be strong, we could say that he is currently running his own project , and if personal qualities support the life scenario please me, we can support him with programs to help create the professional project .

But if T provides personal characteristics of each of the life scenarios, make an effort And be perfect, don't call this kind of This type of students will succeed especially in administrative and office work as implementation frames, and not as planning frames or owning a private project. .

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