

A study of emotional intelligence components as predictors of entrepreneurship in students of Shahid Chamran University.

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ABSTRACT: This Study is examined components of emotional intelligence as predictors of entrepreneurship. The study sample included 380 undergraduate students (190 boys and 190 girls) who were studying in Shahid Chamran University. An overview of methods for selecting the sample was randomly selected. The Bar – on questionnaire for emotional intelligence data collection and the MET questionnaire (measure your entrepreneurial traits) for entrepreneurship data collection was used. In this study, Discriminant analysis was used to analyze research data and The Pearson correlation was used to validate the sectors. The results of the Discriminant function equation, confirmed the research hypothesis. In other words, the entrepreneur and the entrepreneur's lack can be predicted by variables of emotional intelligence.

Keywords: Emotional intelligence, Entrepreneurship, Entrepreneur.

INTRODUCTION

In the importance of emotional intelligence Research shows, who have high emotional intelligence are higher will have be the following characteristics : Are Motivated and Interested in learning better, have fewer behavioral problems, they feel good about themselves, the power of empathy are more and they are solved problems easily. They have more hope for life and joy. Self-awareness, Self-regulatory, building motivation, empathy and social skills are the sense that Announcement issues on emotional intelligence. (Coleman, 1998). Entrepreneurship as a research field among economists and scientists for a long time has enjoyed considerable respect and the respect that comes from a variety of factors, two of the most important factors to be considered: First, entrepreneurship in developing countries is vital to revitalize and facing with stagnant economy problems and unemployment problems .And addition, Entrepreneurship acts as a "catalyst" for development and technologic advancement, production and innovation . And second, playing a vital role for developing countries to economic prosperity .No doubt that entrepreneurship as an engine of economic development, wealth creation and social justice in this century and it is Undeniable factor for the growth of small and medium enterprises. That ultimately led to economic prosperity, social and cultural growth in these countries (Gruel and Atsan, 2006). In one research by Ahmad Poor Daryani, (2000): between entrepreneurs and no entrepreneurs in some characteristics like : needed to succeed, requires the independence, creativity, risk taking, determination, role models, education and social base for the failure have significant difference. Excellent performance and success in personal and professional lives, people requires specific skills are excitement. Question in the minds of scholars and researchers have worked to psychology (over the years), is: Identifying these skills and the relationship and influences that some of the traits and characteristics have on the behavior. Therefore, this study seeks to answer this question with a practical view; whether the entrepreneurial qualities are expected by the emotional intelligence components?

MATERIALS AND METHODS

Methodology

Research hypothesis

h1: Linear combination of the components of emotional intelligence: relationships within the individual scale (self-esteem, assertiveness, independence Self-actualization), the scale of interpersonal relationships (empathy, responsibility and interpersonal relationships), the scale compatibility (reality testing, flexibility and problem solving), The scale of stress management (stress tolerance and impulse control) and the overall mood scale (optimism and happiness), predicts entrepreneurship in the people.

Tools

In this study, Bar - On questionnaire used to measure emotional intelligence . Construct validity of this questionnaire confirmed by samooai and colleagues (2001), for this aim; confirmatory factor analysis was used, And to determine its reliability , Cronbach's alpha and splitting variables methods was used and, respectively; 0/85 and 0/ 74, obtained for them and for assessment of entrepreneurship, MET Questionnaire (your entrepreneurial traits Assessment Questionnaire), was used. This Questionnaire is designed by Allen, R., Qin, Yun, (1999), broomanb nasab, (2001) used concurrent validity to determine the construct validity of this questionnaire in This method calculating coefficient for female subjects 0/64 and for male subjects 0/62 and for all subjects 0/59 was obtained. Reliability coefficient by using the Cronbach's alpha technique for female subjects 0/ 97 and for male subjects 0/98 and for all subjects 0/97 was reported.

RESULTS AND DISCUSSION

Research Results

Table 1. Summary findings of the canonical discriminant function Enter analysis (15 variables predictive) and stepwise analysis (5 variables predictive)

Important information	discriminate analysis	discriminate analysis by
about The discriminate function	by Enter method	Stepwise method Total
function	1	1
Eagan value	0/534	0/488
variance Percent	100	100
compression Percentage	100	100
Canonical correlation	0/590	0/573
Eta squared	0/348	0/328
Lambda vilkz	0/652	0/672
Chi-square	115/760	109/443
Degrees of freedom	15	5
Significant of Discriminate function	0/0001	0/0001
Data Centeroaid for Entrepreneurs group	0/727	0/696
Data Centeroaid for No Entrepreneurs	-0/727	-0/696
Predicted group membership	% 79/6	% 79/6

As is shown in Table 1; according to small value for vilkz Lambda and High value for Chi-square and level of significance: $p < 0/0001$, the discriminant function has a good diagnostic power for prediction independent variable variance.

With regarding to the accuracy of group membership predictive line in Table 1; revealed that in Obtained discriminant function with simultaneous (enter) method (15 predictive variables) Overall % 79/6 of people correctly classified and with stepwise method (5 predictive variables) %/679 of people are correctly classified.

Table 2. coefficients of the standard, non-standard, and the structural coefficients and coefficients of the classification audit function and the method step by step

Predictors		Simultaneous method (enter)		Step wise		method
Code	Variable	Standard	Non Standard	Structural	Standard	Non
Standard	Structural	Discriminant	Discriminant	coefficients	Discriminant	Discriminant
efficients		function coefficients	function coefficients		function coefficients	unction
X1	Self-awareness	0.038	0.012	0.297	-	-
X2	Self-esteem	-0.042	0.013	0.492	-	-
X3	Assertiveness	0.158	0.044	0.149	-	-
X4	Independence	0.383	0.099	0.346	0.400	0.104
X5	Self-actualization	-0.091	-0.026	0.311	0.362	-
X6	Empathy	0.323	0.104	0.504	0.395	0.128
X7	Social responsibility	0.062	0.019	0.395	-	-
X8	Interpersonal relations	0.154	0.046	0.396	-	-
X9	reality testing	0.527	-0.154	0.028	-0.520	-0.152
X10	Flexibility	0.101	0.030	0.197	-	-
X11	Problem solving	0.486	0.189	0.604	0.452	0.176
X12	Stress tolerance	0.010	0.003	0.251	-	-
X13	Impulse control	-0.221	-0.047	0.010	-	-
X14	Optimism	0.497	0.173	0.689	0.521	0.181
X15	Happiness	-0.031	0.008	0.259	-	-
onstant coefficient			-11.193			-10.445

With inserting score of each variable in the function, Individual scores will obtaine. Noticing to centeroid data of The group of entrepreneurs and No entrepreneurs in Table 2, reveals that when the score obtained is positive predict that the individual is entrepreneur and when it is negative predict that the individual belongs to No entrepreneurs group.

Regarding to the given constant value and non-standard coefficients; discriminant function the following predictive equation was obtained:

$$D = y' = - 11/193 + 0/012(X1) + 0/013 (X2) + 0/044 (X3) + 0/099 (X4) - 0/026(X5) + 0/104 (X6) +0/019 (X7) + 0/046 (X8) - 0/154 (X9) + 0/030 (X10) + 0/189 (X11) +0/003 (X12) - 0/047 (X13) + 0/173 (X14) - 0/008 (X15).$$

regarding to the given constant value and non-standard coefficients; discriminant function in stepwise method the following predictive equation was obtained:

$$D = y' = -10/445 + 0/104 (X4) + 0/128 (X6) - 0/152 (X9) + 0/176 (X11) + 0/181 (X14).$$

CONCLUSION

regarding to structural coefficients values in Table 2 ; we can arrange Predictive variables on basis of their power in group membership separation (Entrepreneur Group and No entrepreneurs) as follows : Optimism (0/689), problem solving (0/604), empathy (0/504), self esteem (0/492), interpersonal relations, (0/396), social responsibility (0/395) , independence (0/346) Self-actualization (0/311), consciousness (0/297), happiness (0/259) , stress tolerance (0/251) , flexibility (0/197), assertiveness (0/149),reality testing (0/028) , impulse control (0/010) . In general can be said that the entrepreneurs and No entrepreneurs can be predict with emotional intelligence variables.

Findings in this study are consistent with results of following researches : Bar - On (2002), Goleman (1995), Mayer, Salovey, Caruso(2004) Boyatzis., Goleman & Hay (2004), Hisrich et al (2008), Petrides & colleagues (2004), Kimberly (2003), Parker & colleagues (2004), Austin (2004), Ferrari (1999), Rice (1999), Zhao & Seiber (2005), Ahmadpour Dariani (2003).

Regarding to the results, overall investment in all aspects and areas of emotional intelligence as a Trainable factor seems necessary. Therefore, it is necessary that the various organizations and institutions, have been had programs and actions in this field.

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