

Relationship of Psychological Characteristics with Entrepreneurial Intentions among Secondary School Students

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Abstract

The research was intended to explore the reason of difference between Chitrali and Pathan communities in Pakistan in terms of entrepreneurial mindset. The relationship of psychological traits with entrepreneurial intentions among secondary students has been studied in both communities. The motivation behind choosing these two ethnicities was to see whether teenage students from both communities show similar psychological characteristics and if their relationship to entrepreneurial intentions is same or different. Due to time constraint a very small sample size of 234 secondary students, including 111 Pathans and 123 Chitralies ranging from 10 to 20 years old were chosen. A personally administered questionnaire was used for data collection, and descriptive, co-relational, regression analyses were conducted on the data. The study has found moderate to weak but positive relationship between the psychological characteristics (chosen factors in this research) and entrepreneurial intentions. The findings encourage further research with increased sample size by adding more geographical strata's and including more schools as it will help in more reliable generalization of the results. Behavioral characteristics can also be added in the future research in order to see if they have any relationship with the psychological traits. The study results reveal both the communities with entrepreneurial intentions and required psychological traits in their teenage which implies that there is a possibility of any other factor affecting Chitralis entrepreneurial intentions later on. This research creates an opportunity for future research to explore that factor(s).

Keywords – Pathan and Chitrali Communities, Entrepreneurial intention, Psychological characteristics

1. Introduction

According to International Labour Organization's Global Employment Trends Report 2013, 45 million population of Pakistan's youth are between age 15-29 years. The matter of concern is that 28% of this population are jobless. Though a very small fraction of this youth population is residing in Chitral (a north-western largest district of Khyber Pakhtunkhwa province of Pakistan) but the trend with reference to employability is more or less the same despite untapped huge entrepreneurial opportunities in the area. Particularly after the opening of lawari tunnel business opportunities have increased further. The uncultivated lands, variety of fruits, local handicrafts, variety of medicinal plants are few of the examples besides the other common business opportunities in the area. The central town of Chitral has become the hub of businesses but many of these are ran and owned by non-local people either living there on permanent basis or visiting frequently for business purpose. General perception of the local community is that their lack of entrepreneurial intentions is inviting people from other parts of the country for establishing businesses. of the neighboring communities of Chitral and they are considered more entrepreneurial as compared to the local people of Chitral. Because of their entrepreneurial mindset, they have captured many of the opportunities in the local market of Chitral. Some NGO's, mainly The Aga Khan Rural Development Network (AKRSP) piloted some projects almost a decade ago to give awareness of entrepreneurial opportunities and to develop relevant skills. Some of these projects also introduced the concept of micro-financing. These projects had some positive impact in providing income generation opportunities to the local people but changing mindset of the people takes a lot more time and efforts.

The reason behind my research interest in this area is mainly because of the lack of entrepreneurial intentions of the local people and as a result loosing the opportunities to other people from other parts of the country or world. The present study is intended to find out relationship between psychological characteristics and entrepreneurial intentions among Chitrali and Pathan people.

2. Problem Statement and Research Questions

Chitral has developed a lot during the last decade, before that it remained disconnected from other part of the country for almost 4-5 months and people used to suffer due to shortage of food, and inaccessibility to healthcare facilities. When Lawari tunnel was temporarily opened for the first time for traffic in the winter of 2009, a popular topic of discussion those days was the socio-economic and cultural impact (both positive and negative) of the Lawari tunnel on the people of Chitral. Few seminars and informal gathering were also conducted on this topic. One of the expected impacts of the Lawari tunnel discussed on those forums was the increasing number of migrants for the sake of business establishment. The untapped entrepreneurial opportunities along with low living cost and peaceful nature of the natives are the main attractions for migrants. The neighboring communities', in particular Pathans are now aware of the lack of entrepreneurial intentions in the local people, so they are exploiting the available opportunities. My main motivation behind this study was to find out the reason of difference of entrepreneurial mindset between the two communities i.e. Chitrali & Pathan. Despite living in the neighborhood of Chitral, Pathans are comparatively more entrepreneurial than Chitralis. My

curiosity was to find out if there is any difference of psychological traits between the two communities.

3. Scope of the Study

The purpose of this study was to find out the relationship between psychological characteristics and entrepreneurial intentions in two different cultures i.e. Pathan's and Chitralies. The comparative study will find out if the psychological characteristics among the two cultures are similar and if the relationship is same or not. This research is focused on secondary level students and conducted with two communities, i.e. Pathans and Chitralies so the results cannot be generalized to other communities or tertiary level students in the same communities. The model is just focused on psychological characteristics, however for future research behavioral characteristics can also be studied. Including behavioral characteristics can help to understand that if trait and behavioral theories have positive relationship or oppose each other.

Due to shortage of time and other constraints it was not possible to cover all the geographical strata in the Chitrali and Pathan populated areas. However, an effort was made to collect samples from at least 3-4 different places. In Chitral data was collected from Booni, Mestuj and Kuragh while in Pathan populated areas Peshawar, Swat and Batkhela were covered.

4. Gap Analysis

Entrepreneurship has been now widely researched in different parts of the world but in countries like Pakistan entrepreneurship research is still in its initial stages. So a geographical gap has been analyzed. Particularly in Chitral so far no such study has been conducted. A comparative study of two communities also makes this study unique.

5. Literature Review

To develop a complete understanding of entrepreneurship, it has been studied vastly within the field of psychology. Initial studies in this area were conducted by Feather, McClelland and Atkinson in twentieth century. According to these studies societies greatly impact entrepreneurial intentions of the individuals. Individuals from those societies which encourage entrepreneurial activities are more inclined towards entrepreneurship. Hence, possibility of success is directly related with the rate of entrepreneurial propensity. However, it has also been observed that despite cultural commonalities individual differences also have important effect.

The relationship between education and entrepreneurship has been proved positive through many research studies (Gorman et al., 1997; Henry et al., 2003; Peterman and Kennedy, 2003; Fayolle et al., 2006; Ferreira et al., 2007; Raposo et al., 2008, Oosterbeek et al., 2010; von Graevenitz et al., 2010). Some studies support the idea that the attitudes of students can be affected through formal education of entrepreneurship at primary and secondary level. Entrepreneurship education in early ages can positively affect the tendency towards entrepreneurship at later stage when they are choosing their careers. Childhood and adolescence is considered as an ideal age to acquire basic knowledge about entrepreneurship and to build up a positive attitude towards

entrepreneurship (Peterman & Kennedy, 2003). That is the reason that in some of the countries attention towards entrepreneurship education at primary and secondary level has increased.

Entrepreneurial intentions are closely associated with psychological characteristics of an individual. The psychological desire for achievement and risk taking plays a central role in developing a positive attitude towards entrepreneurship (Nishantha, 2009). Entrepreneurial intentions are not always linked to positive psychological attitudes. According to Ronstadt (1990), Krueger et al., (2000) and Delmar and Davidsson (2000), entrepreneurial intentions are derived from psychological and contextual dissatisfactions. Fini (2009), Grimaldi (2009) Marzocchi (2009) Sobrero (2009) argue that entrepreneurial intentions have micro-foundations manifested in the form of individual skills, environmental influences and psychological characteristics. Study of Reaz uddin and Bose (2012) reveal that the intention to be entrepreneur is negatively correlated with job security. People with entrepreneurial orientation will be directed by inner force to be independent. Such people are therefore, more risk loving and rarely consider safe and secure job. However, contemporary literature also shows that individuals with entrepreneurial sense are not pure risk lovers.

Creativity and innovativeness are the crucial ingredients for entrepreneurial intentions. The findings of Okhmina suggest that innovativeness and creativity demand a certain level of tolerance for ambiguity. Tolerance for ambiguity, as defined by Bunder is a phenomenon which allow individual to perceive ambiguous situations as desirable. Yusof, Sandhu and Jain (2007) argue that entrepreneurship is hugely influenced by a psychological phenomenon called Internal Locus of control.

In a nutshell, entrepreneurship has been widely researched in different parts of the world but in countries like Pakistan entrepreneurship research is still in its initial stages. Particularly in C no such study has been conducted so far.

6. Theoretical Framework

Trait approach to entrepreneurship has been adopted in this study. In the trait approach personality traits/ psychological characteristics are focused. Theoretical framework has been adopted from a study on “Psychological characteristics and entrepreneurial intentions among secondary students” in Portugal in 2013 by Dinis, A et al. However, Prof. Dinis applied the framework on secondary students in Portugal, while in this research the model has been tested on the two communities, Pathans and Chitralies in Pakistan.

Because of its predictive power, the trait approach has been criticized by Gartner (1989), and he prefer to study the relationship of behavioral traits with entrepreneurial intentions. However, for many researchers (Robinson et al., 1991; Ho and Koh, 1992; Koh, 1996; Bakotic and Kruzic, 2010) personality traits/psychological characteristics are still the main attraction.

According to Bygrave’s (1989) model, psychological characteristics such as internal locus of control, tolerance for ambiguity, need for achievement and propensity to risk taking are associated with entrepreneurial intention. In addition to need for achievement and control,

Robinson et al. (1991), has proposed innovativeness and self-confidence as good predictors of entrepreneurial attitude. Now, based on literature psychological characteristics related to entrepreneurial intention or attitude are: locus of control, need for achievement, propensity to take risks, tolerance to ambiguity, innovativeness and self-confidence.

In this research we will study the relationship of Entrepreneurial intention (dependant variable) with different locus of control, need for achievement, propensity to take risks, tolerance to ambiguity, innovativeness and self-confidence which are independent variables.

The following five hypothesis will be tested in this research;

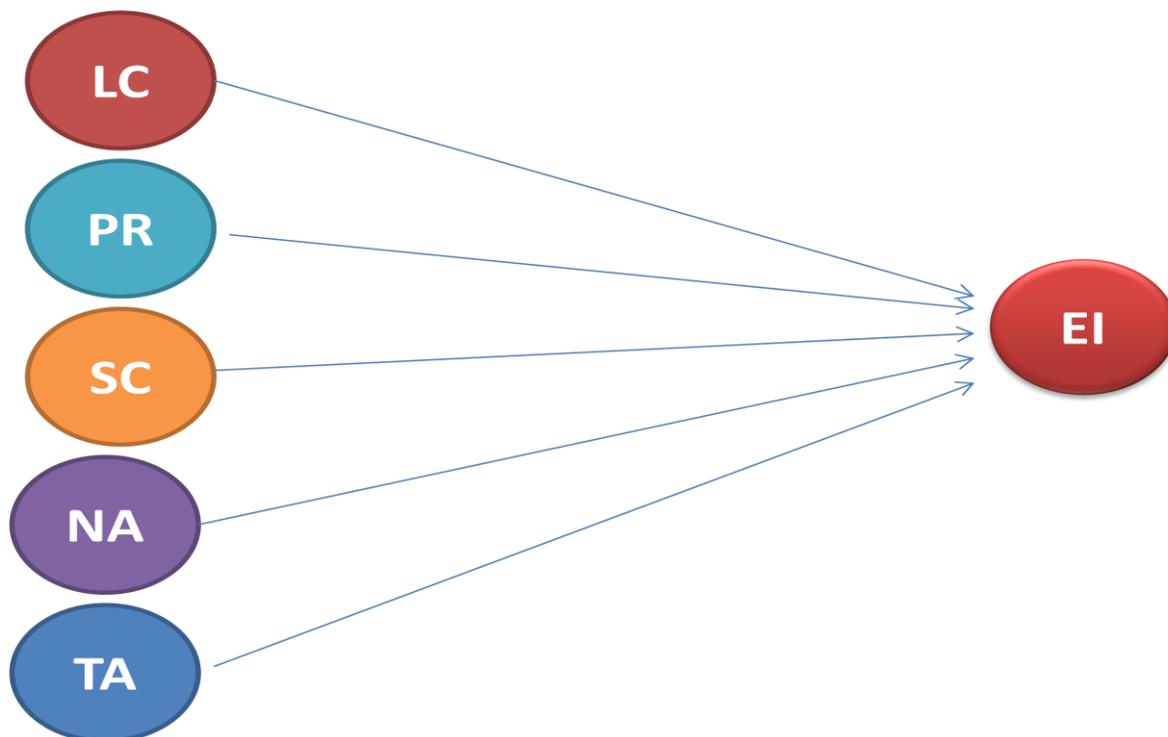
H1. Locus of control positively influences Entrepreneurial Intentions [LC → + EI].

H2. The propensity to take risk influences Entrepreneurial Intentions [PR → EI].

H3. Self-confidence positively influences Entrepreneurial Intentions [SC → + EI].

H4. Need for Achievement positively influences Entrepreneurial Intentions [NA → +EI].

H5. Tolerance to Ambiguity positively influences Entrepreneurial Intentions [TA → + EI].



7. Research Methodology

The sample size of this research was 234 secondary level students between age of 10 to 20 of these 111 students were Pathan's while the remaining 123 were Chitralies. The percentage of male respondents was a little higher than females, 54 % were males and 45 % were female students. Samples were collected from three different places in Chitral and three places in the Pathan populated areas. In Chitral data was collected from Booni, Mestuj and Kuragh while in Pathan populated areas Peshawar, Swat and Batkhela were covered.

Research Design: The research was conducted through a questionnaire which was personally administered, so help was provided wherever needed. The questionnaire used in a study conducted in Portugal in 2013 to determine the relationship between psychological traits and entrepreneurial intentions in Portuguese was used with slight changes. Five independent variables were studied in this research. In each group there were 3-7 questions. All these questions were in sentence form and the answers were required on a Likert scale with 1 strongly agree and 5 strongly disagree.

Target Population: The focus group of this study were Pathan and Chitrali population. In lower Chitral many people are Pathans, those who have migrated from the lower side of KP. Therefore, during data collection it was made sure that only original Chitralies from Chitral are surveyed. Similarly in Pathan populated areas data were only collected from Pathans.

Sample Design: The unit of analysis was individuals and total 234 respondents were surveyed, these included 111 Pathans and 123 Chitralies. Though ideally the population should have been divided into geographic strata's and samples should have been collected from these strata's but due to the shortage of time and accessibility issue it was difficult to collect samples from each of these strata's. Thus samples were collected from three different areas in both populations.

Data Collection: The questionnaire used in a research study in Portugal on secondary students, was slightly amended by adding parents occupation and education for this study. The purpose of adding parents' occupation and education was to see its relationship with their entrepreneurial intentions and psychological traits. The questionnaire also included some demographic characteristics such as age and gender. Under each of the variable 3-7 questions were included.

Because most of the respondents belonged to rural areas and in such areas secondary level students are not very familiar with the concept of entrepreneurship, therefore, most of the questionnaires were personally administered. In few of the cases the questionnaire was administered to a whole class to save time. That is the reason that hardly 3 questionnaires were incomplete.

8. Result & Data Analysis

IBM SPSS 20 statistical software was used to analyze the data. The analyses done in this research include demographic analysis, descriptive analysis where mean and standard deviation of the variables have been studied, co-relational and regression analysis.

Demographic Analysis: Total number of respondents was 234. Out of which, 111 were Pathan's while the remaining 123 were Chitralies. Among these, 45 percent of the respondents were between age of 10 to 15 while 55 percent were between 16 to 20 years. More than half of the respondents were male while 45 percent were females. So there was a reasonable gender balance.

FREQUENCY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pathans	111	47.4	47.4	47.4
	Chitral	123	52.6	52.6	100.0
	Total	234	100.0	100.0	

AGE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	10-15 YEARS	105	44.9	44.9	44.9
	16-20 YEARS	129	55.1	55.1	100.0
	Total	234	100.0	100.0	

GENDER

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	MALE	128	54.7	54.7	54.7
	FEMALE	106	45.3	45.3	100.0
	Total	234	100.0	100.0	

Parents' education and occupation were also included in the questionnaire to analyze the relationship of their education and occupation with their psychological characteristics and entrepreneurial intentions. Almost 45% of mothers were illiterate, among the remaining 55%, majority (22%) were matriculate. Only 8 percent were postgraduate.

Mothers Education

		Frequency	Percent	Valid Percent	Cumulative Percent
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Valid	Illiterate	106	45.3	45.3	45.3
	Primary	19	8.1	8.1	53.4
	Matric	53	22.6	22.6	76.1
	Intermediate	20	8.5	8.5	84.6
	Graduation	16	6.8	6.8	91.5
	Postgraduation	19	8.1	8.1	99.6
	PhD	1	0.4	0.4	100.0
	Total	234	100.0	100.0	

The percentage of educated fathers was higher than the mothers. Almost 27 percent were illiterate. Among the remaining 73%, almost half were graduates and postgraduate while the other half were between primary and higher secondary level of education.

Fathers Education

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Illiterate	64	27.4	27.4	27.4
	Primary	9	3.8	3.8	31.2
	Matric	43	18.4	18.4	49.6
	Intermediate	34	14.5	14.5	64.1
	Graduation	32	13.7	13.7	77.8
	Postgraduation	51	21.8	21.8	99.6
	PhD	1	.4	.4	100.0
	Total	234	100.0	100.0	

Occupations data was collected under 5 categories, home makers, salaried, self employed, farmers and retired. A great majority, almost 80% of the mothers of the respondents were housewives. 16 percent were salaried and only 2 were self employed. Majority (58%) of fathers of the respondents were salaried. Among the remaining 42 percent, 23 percent were self employed, almost 11 percent were farmers, 5.6% were retired and only 2.6 percent were home makers.

Mothers Occupation

		Valid			
		Frequency	Percent	Percent	Cumulative
					Percent
Valid	Home Maker	186	79.5	79.5	79.5
	Salaried	38	16.2	16.2	95.7
	Self Employed	2	.9	.9	96.6
	Farming	6	2.6	2.6	99.1
	Retired	2	.9	.9	100.0
	Total	234	100.0	100.0	

Fathers Occupation

		Valid			
		Frequency	Percent	Percent	Cumulative
					Percent
Valid	Home Maker	6	2.6	2.6	2.6
	Salaried	136	58.1	58.1	60.7
	Self Employed	54	23.1	23.1	83.8
	Farmer	25	10.7	10.7	94.4
	Re tired	0	5.6	5.6	100.0
	Total	234	100.0	100.0	

Descriptive Analysis: The descriptive analysis was done to check the mean and standard deviation of the data. The mean for entrepreneurial intentions is 3.7567 and its standard deviation is 0.73160. For locus of control mean is 3.8426 and standard deviation is 0.69887. So the variation is lesser than entrepreneurial intentions. The mean for Propensity to Take Risk is 3.6427 and its standard deviation is 0.92140 which is reflecting a greater variation in the group, highest among the variables studied. For Self Confidence mean is 3.7984 while the standard deviation is 0.84112. The standard deviation and mean for Need for Achievement is more or less the same as for Self Confidence, the mean is 3.7840 and the standard deviation is 0.85765. Mean for Tolerance to Ambiguity is also close to that of Need for Achievement, it is exactly 3.7979 and the standard deviation is 0.78060. So the data for Propensity to Take Risk is showing greatest variation while Locus of Control is least deviating as compare to the other variables.

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Entrepreneurial Intentions	234	1.00	5.00	3.7567	.73160
Locus_of_Control	234	1.00	5.00	3.8426	.69887
Propensity_to_Take_Risk	234	1.00	5.00	3.6427	.92140
Self_Confidence	234	1.00	5.00	3.7984	.84112
Need_for_Achievement	234	1.00	5.00	3.7840	.85765
Tolerance_to_Ambiguity	234	1.00	5.00	3.7979	.78060
Valid N (listwise)	234				

Reliability Test: For reliability analysis Cronbach alpha of all the variables were calculated and it was seen that the value of alpha was above 0.600, therefore, all the items of different variables were found reliable (Nunnley, 1978).

Variable Name	Cronbach's Alpha	Number of Items
Entrepreneurial Intentions	0.789	6
Locus of Control	0.810	7
Propensity to Take Risk	0.705	6
Self Confidence	0.701	6
Need for Achievement	0.940	6
Tolerance to Ambiguity	0.725	3

Co-relational analysis: The below table shows the correlation matrix. All variables are showing positive relationship with entrepreneurial intentions (EI). It depicts that increase in one variable causes increase in the other variable or conversely decreases in one variable causes decrease in the other variable. However, the correlation of all independent variables is not very strong with the entrepreneurial intentions. The correlation between EI and Locus of Control is ($r = .430$, $p = .000$), which means that there is a moderate and positive relation between the variables. Between EI and Propensity to Take Risk the correlation is ($r = .350$, $p = .000$), which shows a weak but positive relation between the variables. The correlation between EI and Self Confidence is ($r = .295$, $p = .000$) is also showing a weak relation. The correlation between EI and Need for Achievement is ($r = .326$, $p = .000$), which means that the relation between the variables is below moderate. The correlation between EI and Tolerance to Ambiguity is ($r = .430$, $p = .000$), showing a moderate and positive relation between the variables. Overall, the relation of independent variables with dependent variable (entrepreneurial intention) is not strong.

Correlation

		Locus_ of_Con trol	Propensity_ to_Take_Ri sk	Self_C onfide nce	Need_for_ Achievem ent	Tolerance_ to_Ambigu ity	Entrepreneu rial_Intentio ns
Locus _of_C ontrol	Pearson Correlati on Sig. (2- tailed) N	1 234					
Propen sity_to _Take _Risk	Pearson Correlati on Sig. (2- tailed) N	.582** 234	1 234				
Self_C onfide nce	Pearson Correlati on Sig. (2- tailed) N	.569** 234	.525** 234	1 234			
Need_ for_Ac hieve ment	Pearson Correlati on Sig. (2- tailed) N	.307** 234	0.109 234	.311** 234	1 234		
Tolera nce_to _Ambi guity	Pearson Correlati on Sig. (2- tailed) N	.197** 234	0.094 234	0.104 234	.158* 234	1 234	
Entrep reneuri al_Inte ntions	Pearson Correlati on Sig. (2- tailed) N	.430** 234	.353** 234	.295** 234	.326** 234	.267** 234	1 234

** . Correlation is significant at the 0.01 level (2-tailed).

* . Correlation is significant at the 0.05 level (2-tailed).

Regression analysis: The R Square or coefficient of determination for this model is 29%, which depicts that 29% respondents are close to the fitted regression line. Generally, when the higher the R-squared the better the model fits the data, however, in some conditions it can be just fine. For example in this case when we are studying psychological characteristics the R-squared is mostly lower than 50% because human behavior is difficult to predict.

Model Summary

Odel	R	Adjusted	Std. Error of the
R	Square	R Square	Estimate
1	.539^a	.291	.272
			.62433

a. Predictors: (Constant), Chitral, Self_Confidence, Tolerance_to_Ambiguity, Need_for_Achievement, Propensity_to_Take_Risk, Locus_of_Control

The value for F is showing fitness of the Model. The model is fit for regression.

		ANOVA ^a				
Model		Sum of	Mean			
		Squares	Square	F		Sig.
1	Regression	36.229	6.038	15.491	6	.000^b
	Residual	88.483	.390		227	
	Total	124.712			233	

a. Dependent Variable: Entrepreneurial_Intentions

b. Predictors: (Constant), Chitral, Self_Confidence, Tolerance_to_Ambiguity, Need_for_Achievement, Propensity_to_Take_Risk, Locus_of_Control

The results of the hypothesis 1 ($t = 2.998$, $p = .003$) shows that we accept the hypothesis. The beta ($b = .241$) indicated that with 1 unit change in LOC .241 unit will increase in EI. The results of the hypothesis 2 ($t = 2.535$, $p = .012$) are showing that we accept the hypothesis. The beta ($b = .146$) indicated that with 1 unit change in PR .146 unit will increase in EI. The results of the hypothesis 3 ($t = -.262$, $p = .793$) are showing that we accept the hypothesis. The results of the hypothesis 4 ($t = 3.452$, $p = .001$) are showing that we accept the hypothesis. The beta ($b = .179$) indicated that with 1 unit change in NA .179 unit will increase in EI. The results of the hypothesis 5 ($t = 2.764$, $p = .006$) are showing that we accept the hypothesis. The beta ($b = .149$) indicated that with 1 unit change in TA .149 unit will increase in EI.

Coefficients^a					
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	1.023	0.303		3.379	0.001
Locus_of_Control	0.241	0.08	0.23	2.998	0.003
Propensity_to_Take_Risk	0.146	0.058	0.184	2.535	0.012
Self_Confidence	-0.017	0.063	-0.019	-0.262	0.793
Need_for_Achievement	0.179	0.052	0.209	3.452	0.001
Tolerance_to_Ambiguity	0.149	0.054	0.159	2.764	0.006
Chitral (Dummy)	0.178	0.082	0.122	2.161	0.032

a. Dependent Variable: Entrepreneurial Intentions

Beta of 0.178 for Chitral is showing 17.8% more entrepreneurial intentions in Chitralies than Pathan's, which was unexpected result.

9. Conclusion & Recommendations

The purpose of this research was to study the entrepreneurial characteristics among teenage students and whether these characteristics relate to entrepreneurial intentions. Our results indicate that teenagers from both the communities possess entrepreneurial characteristics and their relationship with the entrepreneurial intentions is positive. Hence, the results of the research study support all five hypotheses. However, the co-relation is not strong; it is from moderate to weak. Standard deviation is highest in the case of propensity to take risk and lowest in the case of locus of control. However, it is more than 0.5 for all the variables.

- H1: [LC → + EI] – supported; co-relation is moderate
- H2: [PR → EI] – supported; co-relation is below moderate
- H3: [SC → + EI] – supported; co-relation is weak
- H4: [NA → + EI] – supported; co-relation is below moderate
- H5: [TA → + EI] – supported; co-relation is weak

Concerning the relationship our results indicate that a positive relationship exists between the psychological characteristics and entrepreneurial intentions but it is moderate to weak and hence not strong.

a. Recommendations

In order to increase the level of entrepreneurial intentions, efforts have to focus on two different directions:

- 1). To make entrepreneurship career interesting to young students. There are different ways of doing it, such as presenting role models from the business world, developing a favourable culture that supports entrepreneurship, and highlighting the benefits of entrepreneurship.
- 2). Developing self confidence and entrepreneurial capabilities. Concerning the former aspect, it is very important to build their self confidence because when student get older it is not easy to build their self confidence because their self-esteem diminishes at later stages (Scott et al. 1996), Self confidence has close relationship with the self esteem.

b. Limitations

This research study was a part of Executive MBA program based on trimester system. Thus there were hardly 13-14 weeks for conducting the research. Considering the short time, the relationship between psychological characteristics and behaviors was not studied; though it was highlighted in Prof. Anabela Dinis's study on the similar topic. According to some researchers a relationship not only exist between behaviors and entrepreneurship but also between psychological characteristics and behaviors. William B. Gartner (1989) considers behavioral characteristics more important because he says that traits are more persistent and difficult to change as compare to behaviours. He has beautifully illustrated it with baseball player's example and says "a baseball player is not something one is, it is something one does".

Some other limitations were realized while conducting this research study. First one is very low sample size which was again because of time constraint. Secondly, covering only six geographical strata's in the two populations. Thirdly, the sample from 2-3 geographical strata's included students from one school rather having diversity.

Thus the findings of this research study cannot be generalized to a larger population or even to the students of different levels in the same communities because the relationship may vary at different levels.

c. Direction for Further Research

Considering the above limitations, some possible directions for future research can be provided. There is a good scope of another research covering all the geographical strata's in both Pathan & Chitralli areas and so including more schools and more students in order to ensure a more reliable generalization of the results.

Regarding the content aspects, the model should include other variables as well, these could be both behavioural characteristics and addition of few more psychological traits. Because in this study only five psychological characteristics are studied. The relationship of psychological traits with entrepreneurial intentions can also be studied at higher level such as under graduation or post graduation. Conducting the study on under-grad or post-grad students will be helpful in doing comparison of these 2-3 stages.

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