



**DETERMINING THE RELATIONSHIP BETWEEN SELF-CONTROL AND THE
ABILITY OF THE ENTREPRENEURSHIP OF MANAGEMENT STUDENTS**

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ABSTRACT

The aim of this study was to determine the relationship between self-control and the ability of entrepreneur of students of management. Research methodology is descriptive correlational and the population of the research consists of all management students (108 students) of Payame Noor University of Safashahr. The research instruments used are the Schneider questionnaire of self-control and a researcher made questionnaire in the field of entrepreneurship. Research questions were analyzed with SPSS software. The results showed that there is a significant relationship between self-control and components of entrepreneurship; this means that people with high self-control are people who are entrepreneurs. In the investigation of the effect of gender on this relationship, only the visionary component with self-control in female gender had an inverse relation with self-control. And relationship of other components of entrepreneurship was positively associated with self-control in both sexes and no differences were seen.

Keywords: self-control, self-awareness, entrepreneurship

INTRODUCTION

Emotions are a vital factor in the organizational behavior. Given the important role that emotions play in our daily lives is perhaps surprising to know that to date little attention has been given to emotions on behavior. Emotions are a kind of motivation that influences the person from the inside and stimulate and lead to action. Sometimes emotions can be very severe and influence all of a person's physical and mental activity. The way of occurrence of emotions and the intensity and weakness each emotion causes each person to express them in a way. [7] Many evidences prove that people who have emotional skills, who know their feelings well and conduct them, and also understand the feelings of others and effectively deal with them, are excellent in every area of life, whether it is an intimate emotional relationship, or in understanding unspoken rules that can lead to the development of enterprise policy. People, who their emotional skills are well-developed, are happy and efficient in their life. Those who cannot control their emotional lives are affected by internal conflict, which reduces their ability to work, focus and think clearly. [9] The power to regulate one's

emotions is an ability that relies on self-awareness. People who are poor in this ability are constantly grappling with sense of hopelessness and depression, while people who have higher skill in this area can more quickly pass hardships of life. [4] The first step in controlling emotions, is identification and designation of emotions, people who are emotionally unstable often prevent themselves from efforts to control their emotions.[3] Emotions are inherent in the structure of each person, we cannot distance ourselves from our emotions, but we must control them properly [9]. People, who can prioritize realistic goals and balance the emotions and senses when making decisions, have self-control. Controlling emotions appropriately is a skill that follows self-awareness. Efficient people in this area can better get rid of negative emotions such as frustration, anxiety, irritability. And face problems less in the ups and downs of life less. And in case of difficulties can qualify return from troublesome and distressing situation to favorable conditions, conversely, those who have less ability in this area has always been involved in helpless feelings. Self-control (self-regulation) is an individual

element of emotional intelligence and means setting personal feelings [9]. Important differences in individual and behavioral characteristics that can be measured is called self-control. And it indicated the consistency of behavioral characteristics of the individual with the available terms and conditions [8]. In today's world that is a new era of competition over resources and capitals, and large industrial countries have been the victors in this field, have placed utilization of resources and capital at the top of their work and in the light of educated people and professionals have moved the wheel of growth and development and have achieved innovations. Access to innovations that have revived the economy of developed countries is a subject to entrepreneurship. Since entrepreneurship leads the society to technical and innovative changes and causes economic growth and also because it converts new knowledge into new products and services, is of great importance. Entrepreneurship in addition to employment causes increase of the quality of life, income distribution, decrease of social anxiety and productivity of the national resources. Entrepreneurship is a new economic and technical phenomenon that in the last two decades has evolved the world

economy and the industry itself with astonishing consequences. In recent years, due to the importance of economic development for counties, much attention has been paid to the new venture activities. Creating bold new activities not only helps economic development, but also offers new opportunities for future entrepreneurs by providing information and knowledge to provide future jobs [2]. In the highly competitive and changing global conditions, entrepreneurship and entrepreneurs play a significant role in economic and social development [6]. The purpose of entrepreneurship is process of identifying and exploiting opportunities of resource mobilization with the various potential risks in order to create social and economic value in various areas [9]. Maybe one of the most important strategies for the development of entrepreneurship in the society is development and promotion of entrepreneurial behavior of people through promotion, training, support and recognition of the potential of entrepreneurship. Entrepreneurial talent is a process associated to knowledge, human experience, social and family circumstances and personal characteristics of the individual. Understanding the potential opportunities for entrepreneurship and

strong entrepreneurial presence in these opportunities is something that does not occur in people with low entrepreneurial behavior. Of course, entrepreneurial behavior in each individual is upgradeable and this promotion develops to such an extent that the person becomes ready for entrepreneurial activities [6]. At this point of time we are in a situation where the gap between imagination and reality is not possible to destroy. The future belongs to those who are thinking about it today. Now it is our turn to find our real place and our real role. According to the interpretations of self-control and People with high self-control and personality characteristics of entrepreneurs that we express, certainly, such people can be better entrepreneurs.

Review of the literature and theoretical framework:

Important differences in personal and behavioral characteristics that can be measured is called self-control. Self-control indicates the consistency of behavioral characteristics of the individual with the available terms and conditions [10] Also it is the reflection of individual differences in tendencies which, are specifically formed in the management of emotions [15]. The concept of self-control, which was expanded in 1974 by Schneider, means how

flexible or stable person is in his position [7]. Schneider said:

People in the general classification can be divided into two categories, those with high self-control (self-monitoring) and those with low self-control (self-monitoring) each of which have specific characteristics [8]. Some people are sensitive to social status and adjust their appearance to suit the current situation; these people are called people with high self-control. In contrast, there are people with low self-control, they tend to express their thoughts and feelings, rather than organize them according to the situation [14]. Several studies have investigated the effect of self-control in the workplace and have concluded that people with high self-control had higher social skills, so they choose jobs like selling and Management [1]. Most researchers (Schneider, 1987; Stor, 1995; Nesler and Tedeschi 1992) found that men have higher self-control than women, although some researchers like (Playgr, 1992) did not show any difference. Schneider (1987) says: " High or low self-control in the individuals depends on difference in attitude, behavior and perceptions and beliefs " [11]. The purpose of entrepreneurship is process of identifying and exploiting opportunities of resource

mobilization with the various potential risks in order to create social and economic value in various areas [9]. Maybe one of the most important strategies for the development of entrepreneurship in the society is development and promotion of entrepreneurial behavior of people through promotion, training, support and recognition of the potential of entrepreneurship. Entrepreneurial talent is a process associated to knowledge, human experience, social and family circumstances and personal characteristics of the individual. Understanding the potential opportunities for entrepreneurship and strong entrepreneurial presence in these opportunities is something that does not occur in people with low entrepreneurial behavior. Of course, entrepreneurial behavior in each individual is upgradeable and this promotion develops to such an extent that the person becomes ready for entrepreneurial activities [6].

Chrisman and Clerman (2006) state that entrepreneurs are individuals or groups who act independently or on behalf of an organization, create new organizations or attempt innovation and revive an organization that already exist [16].

- Individual characteristics of entrepreneurs:

Researches show that there are noteworthy common features between entrepreneurship between entrepreneurs. But these features are not unique and each potential or actual entrepreneur does not enjoy the same amount of these features and abilities, but retelling these characteristics, is important because the person hearing these characteristics attempts to create them in himself [2].

Entrepreneurs are those who at the shortage of resource not only do not reduce their activities, but also get more motivated to get their activities done [3].

Here, we confine to describe the features that are discussed in this article and then some personal qualities of entrepreneurs.

1 achievement (need to success): entrepreneurs using their motivation and stimulus force attempt to compete and challenge.

2. The internal locus of control: the belief of the individual about that his performance is controlled by external events and factors is called the locus of control [5].

3. The willingness to risk taking (risk appetite): the risk taking whether the financial aspects, or psychological, or social is a part of the entrepreneurial process.

4. Clearness of thought: the ability to develop new ideas and explore new ways to

look at problems and opportunities, so that one has many ideas and solutions for a problem. [2].

5. Tolerance of ambiguity: the ability to act at the lack of adequate information from the environment and social events. In other words, it is accepting uncertainty as a part of life, and the ability to survive with inadequate knowledge and willingness to start direct action without knowing whether you will be successful or not [13].

6. Dreaming:, entrepreneurs enjoy spending their time on new ideas, even if these ideas do not have practical benefits. They talk about their ideas with others and often rely on their imagination about what has not been done by anyone. They have new ideas in the stages of doing anything, and perhaps this is why most people consider their ideas unusual and unattainable. Entrepreneurs understand market opportunities as the future reality, and portray them with their actions [17].

They use this dreaming through their value infrastructure. The research that was conducted in 23 countries, confirmed the relationship between economic growth, job creation and intrinsic religiosity. In other words, it was found that entrepreneurs cause economic growth by their intrinsic religiosity.

7. Challenging: while determining goals they prefer the hard goals. They offer constructive solutions to problems and show interest in solving complex and obscure problems. To perform a complex task they normally find several ways. Their challenging does not become less due to the lack of resources, but even becomes more. [3] Knowledge of opportunities and risk appetite of entrepreneurs was not absolute and complete in entrepreneurs from the beginning. But it permanently grows and evolves after the establishment of their organizations. This challenging is what makes them more motivated to achieve their goals each day more than the day before [12].

8. Pragmatism: instead of looking and describing and analyzing; he starts, acts and achieves [2].

However, few studies have been done on entrepreneurial orientation of university students as a potential entrepreneurial source. Entrepreneurial attitudes and knowledge of students might form their desire to set up their businesses in the future. This type of study helps universities and other institutions to develop sustainable educational programs to promote entrepreneurship [5].

Research objectives and questions

The aim of this study was to determine the relationship between self-control and each of the eight characteristics of entrepreneurship of students of Payame Noor University.

Thus, according to the model, secondary objectives include:

Is there a significant relationship between self-control of the students and their risk appetite?

Is there a significant relationship between self-control of the students and their locus of control?

Is there a significant relationship between self-control of the students and their need to succeed?

Is there a significant relationship between self-control of the students and their Clearness of thought?

Is there a significant relationship between self-control of the students and their Pragmatism?

Is there a significant relationship between self-control of the students and their daydreaming?

Is there a significant relationship between self-control of the students and their challenging?

RESEARCH METHODOLOGY

The present study is "Practical". But given the nature of the object and purpose of the

research the "descriptive" method is used. Population of the study consists of all female and male undergraduate students, of public administration and business major of Payam Noor University Safashahr. To estimate the population variance and the sample size, 30 students were selected randomly and variance was calculated through a questionnaire that was distributed among. Based on the variance and the formula for sample size, the sample size was estimated to be 108 and the questionnaires were distributed among them, which 84 questionnaires were returned.

To assess the validity, the questionnaires were handed over to the experts and they have confirmed the validity of the questionnaire. For evaluate the reliability of measurement tools, such as questionnaires, several methods have been proposed by experts and the most common method is of Cronbach's alpha. Based on this analysis, entrepreneurship questionnaire reliability was 84% and the reliability of self-control questionnaire was also 84 percent, reliability is acceptable.

Analysis of the research questions:

According to Table 1, correlation coefficient between self-control and the risk appetite factors at the level of $r \leq 0.5$ was

significant, and indicates that there is a relationship between two variables.

According to Table 2, correlation coefficient between self-control and the internal locus of control factors at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 3 correlation coefficient between self-control and the need for success factors at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 4 correlation coefficient between self-control and the mental clearness

factors at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 5 correlation coefficient between self-control and the pragmatism factors at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 6 correlation coefficient between self-control and the tolerance of ambiguity at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 7 correlation coefficient between self-control and the daydreaming at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

According to Table 8 correlation coefficient between self-control and the challenging at the level of $p \leq 0.5$ was significant, and indicates that there is a relationship between two variables.

The effect of gender on the relationship between self-control and entrepreneurs:

According to the table (9) in examination of the relationship between the components of entrepreneurship and self-control, it can be observed that this relationship exists in both men and women. But according to the observations we see that in woman there is an inverse relationship between self-control and daydreaming.

Table 1: Correlation coefficient between self-control and risk appetite

Correlation coefficient	risk appetite		
	r	ρ	n
self-control	0/422	0/000	84

Table 2: the correlation coefficient between self-control and internal locus of control

Correlation coefficient	internal locus of control		
	r	ρ	n

self-control	0/72	0.005	84
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Table 3: The correlation between self-control and the need for success

Correlation coefficient	internal locus of control		
	r	p	n
self-control	0/244	0/005	84

Table 4: The correlation between self-control and mental clearness

Correlation coefficient	Mental clearness		
	r	ρ	n
self-control	0/151	0/001	84

Table5: The correlation between self-control and pragmatism

Correlation coefficient	pragmatism		
	r	ρ	n
self-control	0/319	0.004	84

Table 6: correlation between self-control and tolerance of ambiguity

Correlation coefficient	tolerance of ambiguity		
	r	ρ	n
self-control	0/249	0/001	84

Table7: Correlation between self-control and daydreaming

Correlation coefficient	daydreaming		
	r	ρ	n
self-control	0/413	0/005	84

Table 8: The correlation between self-control and challenging

Correlation coefficient	challenging		
	r	ρ	n
self-control	0/204	0/005	84

Table 9: Effect of gender on the relationship between self-control and the components of entrepreneurship

self-control	risk appetite		Internal locus of control		The need for success		mental clearness		Pragmatism		Tolerance of ambiguity		Daydreaming		Challenging	
	r	ρ	r	ρ	r	ρ	r	ρ	r	ρ	r	ρ	r	ρ	r	ρ
	Women	/4470	0040	050/	000/	140/	000/	220/	0000/	290/	/0050	/1150	/0050	/290-0	/0050	/1870

M	/2180	000/	140/	000/	090/	000/	090/	00	200/	/0020	/1330	/0040	/1770	/0040	/1610	/0050
en		5	9	4	8	5	6	0/5	7							

CONCLUSIONS

Today, entrepreneurship is one of the necessities of each community; also having an entrepreneurial force is considered a feature. Therefore, communities should attempt to guide and support young people from the beginning of their entry to universities so that they can discover their potential talents during the years in which they are studying at the university, and develop and use their mental and physical creative force. And by recognizing their talents turn to do what is in their ability, this is possible with self-control and self-knowledge in addition to education. The results of this study and the results of [13] have a direct relationship, because Segal found a positive relationship between self-reliant of entrepreneurs with their risk appetite and self-regulation. In the investigation of the effect of gender on the relationship between self-control and the components of the entrepreneur, only daydreaming in women had an inverse relationship with self-control. And for other components in both men and women, there was a direct relationship. According to the results, we see that self-control has a direct relationship with all

aspects of entrepreneurship.

So we can conclude that the people who have high self-control are entrepreneurs, in other words, when people can keep their personality, self-esteem, and in a way they can control themselves in different situations, they are certainly entrepreneurs. Entrepreneurs and those who have high self-control do not want to be managed by others, but they want to be responsible for management, given the characteristics of self-control for the people mentioned above, these are people with internal locus of control. The people have the most social skills and can easily plan for unknown situations that they face. Entrepreneurs are people with internal locus of control, daydreamer, challenge-seeking, pragmatic-minded dynamic. And these characteristics can be commonly found in them.

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