

ABSTRACT

Nowadays, the development of the entrepreneurship growing rapidly and has always been a favored topic, both in developed countries and in countries that are still developing. In Indonesia alone also seems increasingly rapid development of entrepreneurship also it is evidenced by the many education and training on entrepreneurship at several universities throughout Indonesia such as the Student Entrepreneurial Program. Therefore, educational institutions, especially Telkom University has an important role in the formation of entrepreneurial spirit. The aim of this study was to analyze the attributes of achievement (achievement) and control (control) at Telkom University student entrepreneur.

The variables in this study using the theory of James V. Green (2013) for the variable achievement (achievement) and variable control (control).

This study included in the quantitative research, based on the goal of this study belong to the descriptive method, as well as the time dimension Judging from this study using cross sectional study. The sampling technique in this study using census techniques. Respondents consisted of 162 people who are members of the Indonesian Young Entrepreneurs Association (Hipmi) Telkom University. The questionnaire was distributed to all members of the Indonesian Young Entrepreneurs Association (Hipmi) Telkom University, but the number of questionnaires were returned to the researchers of 100 people because there are barriers that students are undergoing off course activities so that the samples used were 100 people. This has a 24-item questionnaire statement. Data were analyzed using descriptive data analysis.

The survey results revealed variable achievement (achievement) on student entrepreneur Telkom University as a whole included in both categories with an average total score of 81.48%. While the variable control (control) to the student entrepreneur Telkom University as a whole, including in the medium category with an average total score of 67.5%.

Keywords : entrepreneurship, entrepreneur, achievement, control