RELATIONSHIP BETWEEN ENTREPRENEURIAL INTENTION AND KNOWLEDGE ACQUSITION THROUGH THE SYSTEMATIC MAPPING STUDY (SMS) METHOD

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ABSTRACT:

The purpose of this paper is to map the context of the study on entrepreneurial intention that related to the context of knowledge acquisition studies by tracing the results of existing studies so that the research focus, research subject, type of research, country of study and research trends in the last 10 years can be found. This study uses a systematic mapping studies (SMS) method. The mapping strategy was carried out by tracing 3 electronic journal databases, namely Scopus, ScienceDirect and Emerald, which produced 49 relevant paper after going through the inclusion, exclusion and screening processes. The findings on the mapping from this SMS will be able to help other researchers to plan further research, because this research has the potential to find research gaps. The results of this study found that there are still several research studies that have the potential to become novelty and make new contributions to entrepreneurial intention and knowledge acquisition research. Researches with the mix method and case study methods are still few used, besides that there are some gaps or research gaps, for example research with the type of solution proposal research using qualitative methods has not been carried out, as well as the type of evaluation research using quantitative research methods not been carried out either.

KEYWORD: SMS, systematic mapping study, entrepreneurial intention, knowledge acquisition.

INTRODUCTION:

Entrepreneurship is considered important to be expanded in developing country or in developed countries. Entrepreneurship it has long been regarded as a way to encourage innovation and technological progress, create competition, and create jobs that can lead a country to national economic growth and prosperity (Holmgren & From, 2005). In developed countries, entrepreneurship is seen as a way to stimulate economic development and take economic and social challenges seriously, with entrepreneurship, a country can encourage its people to become entrepreneurs, therefore it is very important to know more about the various factors involved. related to entrepreneurial intention as the initial stage of the emergence of an entrepreneurial spirit (Ozaralli & Rivenburgh, 2016). Research on entrepreneurial traits has a long history, in the economic and management literature found the evidence of a relationship between individual intention and the individual's decision to start a new business, however, less is known about the factors that influence entrepreneurial intention at an early stage such as: personal, environmental, social and cultural. Finally, cross-cultural studies and studies in cultural, social, and economic contexts on the topic of entrepreneurial intention there not too many (Ozaralli & Rivenburgh, 2016), Likewise, whatever becomes the factors that influence and shape an individual's intention to start a new business. The development of entrepreneurial intention research from time to time shows that in general, the level of

research on entrepreneurial intention has slightly increased, (Joensuu-Salo et al., 2020)show that entrepreneurial intention is a fairly stable construct, the temporal stability of entrepreneurial intention has not been widely studied in previous studies .

One of the interesting topics related to entrepreneurial intention is the process of knowledge acquisition (Puni et al., 2018). One of the factors that can influence entrepreneurial intention is entrepreneurial education, in which there is a dimension of knowledge acquisition. According to (Sullivan & Marvel, 2011) knowledge acquisition is the essence of entrepreneurship when it is related to a successful entrepreneurial intention. This opinion is strengthenedby (Argyres & Mostafa, 2015) who in their research show that there is a substantial role of knowledge in the formation of new creations, in an environment or organization that consistently acquires knowledge will have a tendency to become a "nest of entrepreneurs" to create a new one, successful ones. In addition to the research objects for entrepreneurial intention and their relationship with knowledge acquisition, we also wants to know what subjects are being researched on entrepreneurial intention research, this was revealed by (Odumosu, 2014) who said that research on entrepreneurial intention is also can be developed not only limited to students, but also may be developed for employees in a company or social workers. From the opinion by (Odumosu, 2014), we wants to know which subjects are being studied in the field of entrepreneurial intention and which other subjects have the possibility to be researched on the focus of the research object on entrepreneurial intention.

We interested to map research on entrepreneurship, especially entrepreneurial intention by entering the research object with the keyword "knowledge acquisition" to see the systematic relationship between the two research subjects, besides that the we also wants to map what subjects are many have been researched and which subjects can fill in the blanks and novelties of "entrepreneurial intention" research using the systematic mapping studies SMS method. This SMS method is carried out as a multi-phase study selection process (Gurbuz & Tekinerdogan, 2018) using literature that has been published in accredited journals. This method can be done by differentiating or connecting entrepreneurship literature, making generalizations, and making new directions for further research (Purnomo et al., 2020). We selected 1864 articles using search strings with boolean operators from 3 journal databases including Scopus, Science Direct and Emerald, based on the analysis of the data extraction process, this study discusses major trends and approaches and presents identified constraints. For researcher, SMS can provide a general picture through data-based testing through an empirical approach where the approach is identified systematically (Gurbuz & Tekinerdogan, 2018). SMS can provide a comprehensive picture of a subject. Objects, methods and other variations of a study, researchers from academics and practitioners can use this method as a starting point if they are going to conduct further research (Fauzi et al., 2019).

LITERATURE REVIEW:
Entrepreneurial Intention:

There a lot of what is considered entrepreneurial activity is planned behavior that is done on purpose. Remarkable emphasis on a business plan in almost every academic and practical point of view for starting a new business. Even in cases where a unique catalytic event such as downsizing can spur the individual to act as an entrepreneur, there are often indications of a longstanding interest and

desire to do business for oneself (Krueger et al., 2000). According to (Ajzen, 1991), intentions "are assumed to capture the motivational factors that influence behavior; they are an indication of how hard people are willing to try, how much effort they plan to put in to perform the behavior" (p. 181). Although not all intentions translate into actual action, there is still a consensus that entrepreneurial intention is an important step in the formation of entrepreneurial behavior and as such, is considered a determinant of true entrepreneurial behavior (Ajzen, 1991; Krueger et al., 2000). Entrepreneurial Intention involves mixing mental factors (knowledge, skills, and experiences) with inspirational factors to energize and shape individual character (Puni et al., 2018). Thus, entrepreneurial intention allows people to acquire some of the skills and talents needed to develop new businesses (Neck & Greene, 2011), entrepreneurial behavior may be driven by need. Entrepreneurial Intention is an intent that a person has to start a new business or an individual's intention to launch a new business at some time in the future (Engle et al., 2010). Entrepreneurial Intention is the recognition and belief in yourself to establish a new business or business and also have the desire to establish such a business in the future (Afrianty, 2019). Entrepreneurial intention has been considered the most important factor for predicting the start of a business, therefore, exploring the factors associated with the development of entrepreneurial intention is very important in understanding or predicting how someone becomes an entrepreneur (Tsai & Luan, 2016).

Knowledge Acquisition:

Knowledge is an important input for an entrepreneur when developing his business. (Burgers et al., 2009), in their research, said that the knowledge that is owned reflects the extent to which the knowledge of the product, technology, or process that is owned by the individual is relevant as their daily activities. Knowledge is very important because it relates to the entrepreneurial ability to create innovative products that are in line with market demand, help them respond to market changes through rapid product development, and enable them to stay abreast of technical changes related to business performance (Clarysse et al., 2011). Knowledge use is defined as the integration of learning so that existing and available knowledge can be generalized to suit existing situations and situations in the future. Knowledge use occurs when knowledge is applied and utilized (Hoe & McShane, 2015). This refers to the way in which knowledge is applied by an individual to better understand what he is doing, so that he can make informed managerial decisions, and implement change (Maltz & Kohli, 1996).

Knowledge acquisition is considered an important predictor of business performance, especially for new ventures (Sullivan & Marsvel, 2011). Entrepreneurial activities related to exploration and obtaining knowledge information are considered an important part of identifying opportunities (Song et al., 2017). Gathering and acquiring knowledge helps an individual to identify opportunities. For example, gaining knowledge about innovation, ecology, and technology will increase an entrepreneur's cognitive assessment of realizing opportunities (Song et al., 2017). Basically, knowledge acquisition has an important role in developing a new business idea because it serves as an opportunity eligibility criterion (Song et al., 2017).

RESEARCH METHOD:
Research Question:

The main purpose of a systematic mapping study is to provide an overview of a research area and identify the number and

types of research and the results available in it. Often someone will want to map the frequency of publication over time to see trends. The second objective is to identify forums where research in the area has been published. On the basis of tracing several studies on SMS including research (Fauzi et al., 2019; Gurbuz & Tekinerdogan, 2018; Jafari & Rasoolzadegan, 2020; Petersen et al., 2008), we concluded several research questions related to them.

1. What is the focus of research and research subjects in the context of entrepreneurial intention studies related to knowledge acquisition?

2. What are the research methods and types of research in the context of what studies in entrepreneurial intention and knowledge acquisition research?

3. What is the research trend in the last 10 years and in which countries are the researches in the context of entrepreneurial intention studies related to knowledge acquisition?

Search Strategy for Systematic Mapping Studies (SMS):

The purpose of SMS is to find as many main focuses as possible related to research questions using a good systematic search strategy (Gurbuz & Tekinerdogan, 2018). The boolean operator model is used to extract information that results in queries in the form of expressions using boolean terms. That is, the terms of the study context are combined with the AND, OR, and NOT operators. Using boolean operators can provide document information that is more relevant and in less amount than free text queries (Aliyu, 2017). The string for searching paper uses the Boolean operator which functions to synthesize into one search string (Fauzi et al., 2019). By using the Boolean operator in three electronic journal databases including Scopus, Sciencedirect and Emerald, we managed to find as many as 1864 articles by applying the search string above to search

all paper sections, such as titles, abstracts, keywords. This search process started in September 2020. Search result data and after searching, detailed search results are obtained which can be seen in Table 1.

Table 1 Tracing data through the Scopus database, Science Direct and Emerald Insight

Database Source	Search String	Detected
Scopus	Search string "entrepreneurial intention" Search within "knowledge acquisition" Relevant paper	1762
		33
		24
Science Direct	Search string "entrepreneurial intention" AND "knowledge acquisition" Research paper Relevant paper	21
		19
		10
Emerald Insight	Search string "entrepreneurial intention" AND "knowledge acquisition" Relevant paper Paper yang relevan	81
		30
		15
	Total	49

source: processed data (2020)

Furthermore, papers with exclusion and inclusion criteria were determined by separating papers that were relevant or not with the research theme (Petersen et al., 2015). This criteria is formulated so we can easily see the map systematically from the research carried out.

Table 2 Inclusion and Exclusion Criteria

Inklusi		Ekslusi	
1.	Research that focuses on "entrepreneurial intention" and "knowledge acquisition"	1.	Research that does not discuss "entrepreneurial intention" and "knowledge acquisition
2.	Research using English	2.	Research in languages other than English
3.	Only papers, and scholarly journals	3.	Dissertation, thesis, book section, product description, presentation, work report, trade literature, editorial notes, obscure literature
4.	Final research that has passed peer review	4.	Research that is not final or has not passed peer review

Source: (Banaeianjahromi & Smolander, 2016)

Classification Scheme:

This study adopts the search process from the research results of (Petersen et al., 2008)and (Banaeianjahromi & Smolander, 2016). In this process, each step has a result and a systematic map (systematic mapping)

which is the end result of the mapping process. SMS provides a structure for the types of research reports and published results by categorizing them and often provides visual summaries, maps, of their results (Petersen et al., 2008).
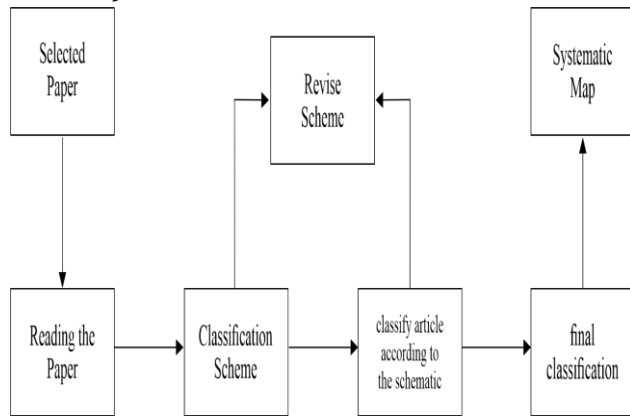

Figure 1 Process of Systematic Mapping Studies
Source: (Banaeianjahromi & Smolander, 2016)

We formulate research classifications on three aspects in the first category we classify research based on the type of research, in the second category we classify research based on research methods, and in the third category classify research based on research subjects (Musianto, 2002). According to (Petersen et al., 2008) research that reflects the research approach which used in a study will be general and independent from certain focus areas. (Petersen et al., 2008) chose the research approach classification type, namely the type of research and research methods (Wieringa et al., 2006).

RESULT:
Research Focus and Research Subjects:

Based on the results of the SMS carried out 49 paper from the discussion using the search string entrepreneurial intention related to or in which the search string knowledge acquisition is carried out from three electronic journal databases, namely: Scopus, ScienceDirect and Emerald, it will be explained as follows :
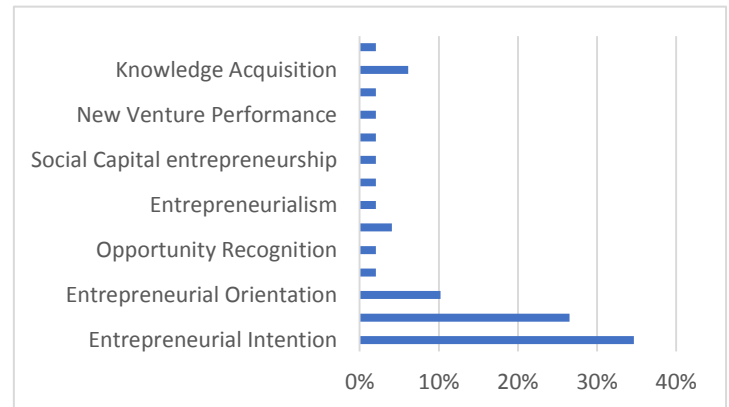

Figure 2 Research Focus
source: processed data (2020)

From the classification results on the research focus of 49 paper on search strings on entrepreneurial intention and knowledge acquisition, from Figure 2 it can be seen that the most discussed research focus is the same focus as keywords, namely the discussion of entrepreneurial intention with a percentage of 35%, while the research focus The next most discussed in a row are entrepreneurial education (27%), entrepreneurial orientation (10%), knowledge acquisition (6%), entrepreneurial alertness (4%), and other topics, namely social entrepreneurial intention, opportunity recognition, entrepreneurial. self-efficacy, entrepreneurialism, innovation entrepreneurship, social capital entrepreneurship, corporate entrepreneurship, new venture performance, entrepreneurial expertise by 2%.
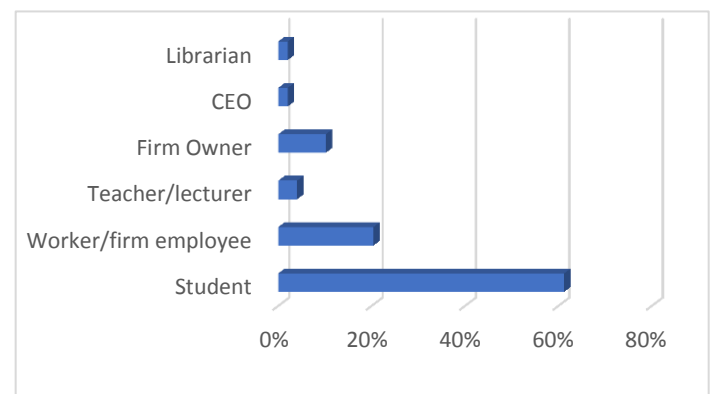

Figure 2 Research Subject
source: processed data (2020)

Research Types and Research Methods:

Based on the grouping of research types (Wieringa et al., 2006), which classifies the types of research into 5 categories, namely: validation research, evaluation research, solution proposals, philosophical papers, experience papers. From the 49 paper, we mapped the articles into these 5 categories, we found that the type of research that was most often carried out was validation research, namely 23 types of research, 10 types of philosophical papers, 9 types of research, evaluation research, 9 types of research, solution proposals and 4 types of research. the least research is experience paper, namely 3 studies. Meanwhile, the grouping of research methods from (Musianto, 2002) which classifies research methods into 4 research methods, namely quantitative methods, qualitative methods, mix methods and case studies, it is found that research mapping with qualitative research methods is the most widely used research method, namely 37 studies, Quantitative research methods consist of 10 studies and mix method and case study respectively only 1 study.
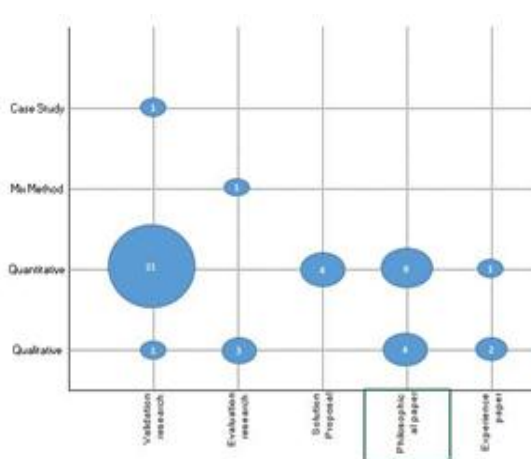

Figure 4 Two-Category Systematic Map
Visualization
source: processed data (2020)

We used analytical methods that focus on presenting the frequency of publication for each category. This makes it possible to see which categories have been emphasized in previous research and thus to identify gaps and possibilities for future research (Petersen et al., 2008). The object-oriented design map is illustrated using summary statistics in table form that shows the frequency of publication in each category, in this case the type of research and research methods (Petersen et al., 2008). Furthermore, based on the pattern of (Petersen et al., 2008) the researcher divides the distribution of two points of research types and research methods in the form of bubbles to determine the point of intersection between the two categories. According to (Petersen et al., 2015) this technique will more strongly provide a brief overview of an area and present a systematic map visualization. The visualization of (Petersen et al., 2008) which is the result of an analysis of two categories of research types and research methods can be seen in Figure 4.

Research Trends and Research Locations:

From the mapping conducted by researchers regarding the context of entrepreneurial intention studies related to knowledge acquisition in the last 10 years, it turns out that there has been an increase from 2011 to 2020 with an upward curve as shown in Figure 6, where in 2011 there was only 1 study that showed The relationship between the context of the study of entrepreneurial intention and knowledge acquisition and continues to increase, reaching 12 studies in 2019 and in 2020 reaching 15 studies.

From the mapping, wherever the countries conducting research in the context of entrepreneurial intention studies that have a relationship with knowledge acquisition are mapped in Figure 7, there are a total of 22 countries that conducted the research, where

the most countries are Spain with 8 studies, England and America respectively. 6 studies, 5 studies in China, 3 studies in Germany, Nigeria; Malaysia; Finland; and Pakistan for 2 studies and Venezuela; Australia; India; Jordan; Austria; Iran; Taiwan; South Africa; Ghana; Italy; United Arab Emirates; Tunisia and finally in Indonesia there is 1 study.
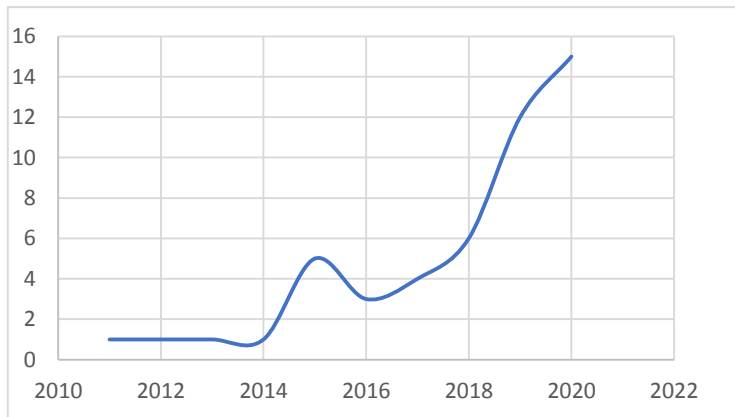

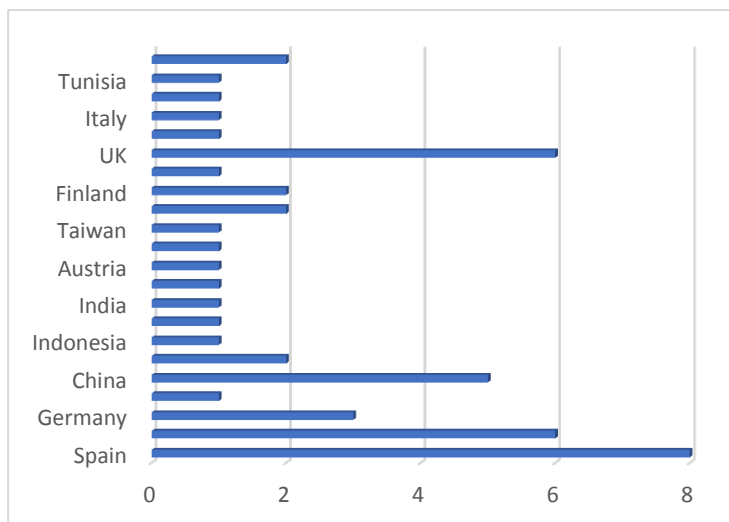Figure 5 EI - KA Research Trends in the Last 10 Years
source: processed data (2020)

Figure 6 Research Locations

DISCUSSION:

By using the SMS method, the researcher has a comprehensive picture of the context of the study of entrepreneurial intention and its relationship to the context of knowledge acquisition studies. Researchers

and academics can use this research as a basis and reference for further research, especially in this study regarding the fields of entrepreneurial intention and knowledge acquisition. Based on 3 international journal databases, namely Scopus, Sciencedirect and Emerald. By referring to table 1 where the articles have been mapped, we found 49 articles which were considered to be mapped and screened as relevant to the context of the study. After that we mapped with Microsoft Excel software, from the 49 papers with the category of author, paper title, country, year of research, research focus, research subject and research method.

To answer the first research question regarding the focus of research and research subjects in the context of the study of entrepreneurial intention which is related to knowledge acquisition, it can be seen in Figure 2 and Figure 3. In Figure 2 it can be concluded that in research with the context of entrepreneurial intention the focus that is most discussed is the focus of entrepreneurial intention research which is the main keyword with 17 studies or 35% of the 49 mapped studies. In addition, it can also be seen that research with a research focus on entrepreneurial education, which includes the discussion of entrepreneurial intention and knowledge acquisition, is also widely studied with 13 studies or 27% of all mapped studies. In Figure 3 it can be seen that the research subjects in the context of entrepreneurial intention and knowledge acquisition studies show that the research subjects who are widely studied are dominated by subjects with students, namely 30 studies with a percentage of 60% of the mapped research.

To answer the second research question about how the types and methods of research result from mapping in the context of entrepreneurial intention studies related to knowledge acquisition, the results showed that

the type of research on SMS entrepreneurial intention and knowledge acquisition the highest is a validation research with a total of 23 studies. While for research methods, the research method that is widely used is dominated by quantitative methods with a total of 37 studies or 76% of all mapped studies. In Figure 4 we distributes systematically using a model from (Petersen et al., 2008) to find which research has not been conducted in a combination of research types and research methods. From the systematic map visualization in Figure 4, it can be seen that there are gaps that can be used as further research on the discussion of entrepreneurial intention and knowledge acquisition.

To answer the third research question about research trends in the last 10 years and in which countries research was held in the context of entrepreneurial intention studies related to knowledge acquisition, it can be seen in Figure 6 and Figure 7. Research trends in the context of entrepreneurial intention and knowledge acquisition in 10 the last year continues to increase. In 2011, there was only 1 study, which increased to 5 studies in 2015, although it decreased in 2016 and 2017, but significantly increased in 2019 and 2020 to reach 13-15 studies in one year. The country of origin for the study was dominated by Spain with 8 studies followed by the United States and England with 6 studies and Germany with 3 studies.

CONCLUSION:

This study can provide an overview of the latest information from a discussion of the context of the study of entrepreneurial intention, which is related to the context of knowledge acquisition studies. Based on a discussion of the research focus, the discussion of the context of knowledge acquisition studies is part of the focus of entrepreneurial education research, the focus of this research is

in line with research conducted by (Sullivan & Marvel, 2011) where one of the dimensions of entrepreneurial education is knowledge acquisition where this dimension can have an effect, significant towards entrepreneurial intention. Entrepreneurial intention will not be separated from the factor of entrepreneurial education, in which there is a process of acquiring knowledge or a process of knowledge acquisition. On the other hand, the researcher is too focused examined research subjects with student subjects received criticism from (Odumosu, 2014), who said that research on other subjects regarding entrepreneurial intention also needed to be researched. Indeed, there are quite a lot of worker/firm performance research subjects, but other subjects are also important to study to expand the research area and make new contributions to research, especially research on entrepreneurial intention.

There are still few studies that use mix methods and case studies as methods in their research in the field of entrepreneurial intention related to knowledge acquisition, using these kind of research methods can add variety and novelty to knowledge. In addition, there are several research gaps that can be filled by researchers who research in the field of entrepreneurial intention and knowledge acquisition, for example, research with the type of solution proposal research using qualitative research methods has not yet been conducted, as well as the type of evaluation research with quantitative research methods as well. no researchers have researched it. This can be a novelty contribution to research, especially research in the field of entrepreneurial intention. Research on the context of entrepreneurial intention studies, which is related to the context of knowledge acquisition studies, is still widely carried out in European countries where Spain and the UK dominate. in Southeast Asia only Indonesia and Malaysia

have conducted research on this subject. Both of these topics are quite interesting discussions for researchers because in the last 10 years the increase in academics researching this topic has been quite significant.

In this study, there are still many shortcomings and limitations, especially the database which is a limited reference only from 3 electronic journal databases, namely Scopus, ScienceDirect and Emerald. We are sure that SMS studies on entrepreneurial intention and knowledge acquisition can use a wider and more database so that the results the mapping is more varied and more accurate. The research about the context of entrepreneurial intention studies that is directly related to knowledge acquisition, there are not many studies that have thoroughly examined it, with this research it is hoped that there is a link or subjects that can be a connection for the two study contexts.

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