

# IMPACTO DE LOS FACTORES SOCIODEMOGRÁFICOS EN LA CREDIBILIDAD EMPRENDEDORA DE LOS ESTUDIANTES UNIVERSITARIOS ESPAÑOLES

---

## IMPACT OF SOCIO DEMOGRAPHIC FACTORS ON THE ENTREPRENEURIAL CREDIBILITY FROM SPANISH UNIVERSITY STUDENTS

**Marc Mussons-Torras**

Gerente de la Universidad de Vic – Universidad Central de Cataluña,

Barcelona, España.

E-mail: [marc.mussons@uvic.cat](mailto:marc.mussons@uvic.cat)

**Elisenda Tarrats-Pons**

Decana de la facultad de empresa y comunicación de la Universidad de Vic – Universidad

Central de Cataluña,

Barcelona, España.

E-mail: [elisenda.tarrats@uvic.cat](mailto:elisenda.tarrats@uvic.cat)

## RESUMEN

La investigación se fundamenta en el modelo de la triple hélice d'Etzkowitz donde la universidad realiza un papel esencial en su interacción con la empresa y el sector público para impulsar una sociedad basada en la innovación y el conocimiento. El Consejo Europeo en su estrategia 2020 pone a las universidades en el centro del emprendimiento para la creación futura de nuevas empresas innovadoras. En este sentido, la investigación analiza el impacto que tienen determinados factores sociodemográficos que inciden en la credibilidad emprendedora de los estudiantes universitarios. La credibilidad emprendedora es la percepción de deseabilidad y viabilidad que tiene el estudiante para emprender en un futuro próximo (modelo Krueger y Brazeal de 1994). La investigación se basa en una muestra de 529 estudiantes españoles de la Universidad de Vic – Universidad Central de Cataluña. En la fase de constructo se establecen los ítems de la variable dependiente según la orientación de la actitud emprendedora de Robinson (1991) y el estudio de Singh y DeNoble (2003). La elaboración del cuestionario definitivo cumple con los requisitos de validez y consistencia tanto para la variable dependiente (credibilidad emprendedora), como para las variables dicotómicas independientes (factores sociodemográficos). Las conclusiones de la investigación establecen que el condicionante de carga social y familiar incide directamente en el género femenino disminuyendo su credibilidad emprendedora. Y en cambio, aumenta la credibilidad emprendedora cuando el estudiante tiene antecedentes familiares empresarios, experiencia laboral previa, y ha cursado formación en creación de empresas.

## ABSTRACT

*The research is based on the triple helix d'Etzkowitz model where the university does an essential role in its interaction with the company and the public sector to promote a society based on innovation and knowledge. The European Council in its 2020 strategy puts universities at the center of entrepreneurship for the future creation of new innovative companies. In this framework, the research focalizes on the sociodemographic factors that affect the entrepreneurial credibility of university students. The entrepreneurial credibility is the perception of desirability and feasibility that the student must undertake in the near future (Krueger and Brazeal model 1994). The research is based on a sample of 529 Spanish students from the University of Vic – Central University of Catalonia. In the construct phase the items of the dependent variable were being made according to the orientation of the entrepreneurial attitude of Robinson (1991) and to the study of Singh and DeNoble (2003). The definitive questionnaire gets the validity and consistency requirements for the dependent variable (entrepreneurial credibility), and for the independent dichotomous variables*

(*socio-demographic factors*). The conclusions of the research establish that the condition of social and family burden directly affects the female gender, reducing their entrepreneurial credibility. And instead, it increases entrepreneurial credibility when the student has a family business history, previous working experience, and has done formation in business creation courses.

## PALABRAS CLAVE

Triple hélice, Emprendimiento, Credibilidad emprendedora, Género, Antecedentes familiares, Experiencia laboral previa, Cursos de creación de empresas.

## KEYWORDS

*Triple helix, Entrepreneurship, Entrepreneurial credibility, Gender, Family background, Previous working experience, Business creation courses.*

## REFERENCIAS BIBLIOGRÁFICAS

- Albert, P., y Marion, S.** (1997). Ouvrir l'enseignement à l'esprit d'entreprendre, L'art d'Entreprendre. *Les Echos*, 19.
- Athayde, R.** (2009). Measuring Enterprise Potential in Young People. *Entrepreneurship Theory and Practice*, 481–500. doi: <https://doi.org/10.1111/j.1540-6520.2009.00300.x>
- Carayannis, E. G., Evans, D., y Hanson, M.** (2003). A cross-cultural learning strategy for entrepreneurship education: outline of key concepts and lessons learned from a comparative study of entrepreneurship students in France and the US. *Technovation*, 23(9). doi: [https://doi.org/10.1016/S0166-4972\(02\)00030-5](https://doi.org/10.1016/S0166-4972(02)00030-5)
- Chen, C. C., Greene, P. G., y Crick, A.** (1998). Does entrepreneurial self-efficacy distinguish entrepreneurs from managers? *Journal of Business Venturing*, 13, 295–316. Recuperado de: [https://www.academia.edu/7467592/Does\\_entrepreneurial\\_self-efficacy\\_distinguish\\_entrepreneurs\\_from\\_managers](https://www.academia.edu/7467592/Does_entrepreneurial_self-efficacy_distinguish_entrepreneurs_from_managers)
- Grant, J. M.** (1996). The proactive personality scale as a predictor of entrepreneurial intentions. *Journal of Small Business Management*, 34 (3), 42–49. Recuperado de: [https://www.researchgate.net/publication/247954830\\_The\\_Proactive\\_Personality\\_Scale\\_as\\_a\\_Predictor\\_of\\_Entrepreneurial\\_Intention](https://www.researchgate.net/publication/247954830_The_Proactive_Personality_Scale_as_a_Predictor_of_Entrepreneurial_Intention)

- Drost, E.** (2010). Entrepreneurial intentions of business students in Finland: implication for education. *Advances in Management*, 3(7), 28–35. Recuperado de: [https://econpapers.repec.org/article/mgnjournl/v\\_3a3\\_3ay\\_3a2010\\_3ai\\_3a7\\_3aa\\_3a4.htm](https://econpapers.repec.org/article/mgnjournl/v_3a3_3ay_3a2010_3ai_3a7_3aa_3a4.htm)
- Dyer, W. G. J.** (1994). Toward a theory of entrepreneurial careers. *Entrepreneurship Theory and Practice*, 19(19), 7–21. doi: <https://doi.org/10.1177/104225879501900202>
- Eldelman, L., Manolova, T., y Brush, C.** (2008). Entrepreneurship Education: Correspondence between Practices of Nascent entrepreneurs and textbook prescriptions for success. *Academy of Management Learning and Education*, 7(1), 56–70. Recuperado de: [https://www.jstor.org/stable/40214497?seq=1#page\\_scan\\_tab\\_contents](https://www.jstor.org/stable/40214497?seq=1#page_scan_tab_contents)
- Espí, M. T., Arana, G., Heras, I., y Diaz, A.** (2007). Perfil emprendedor del alumnado universitario del campus de Gipuzkoa de la Upv/Ehu. *Revista de Dirección y Administración de Empresas*, 14, 83–110. Recuperado de: <https://addi.ehu.es/handle/10810/9907>
- Gibb, A.** (2005). Creating the entrepreneurial University Worldwide. Do we need a wholly different model of Entrepreneurship? *4o Congreso de Investigación En Entrepreneurship En Latinoamérica*.
- Henry, C., Hill, F., y Leitch, C.** (2005). Entrepreneurship education and training: can entrepreneurship be taught? Part I. *Education+Training*, 47(2), 98–111. doi: <https://doi.org/10.1108/00400910510586524>
- Hisrich, R., y Peters, M.** (2002). *Entrepreneurship* (Vol. 5). Nueva York: Mc Graw Hill.
- Honig, B.** (2004). Entrepreneurship Education: Toward a Model of Contingency-Based Business Planning. *Academy of Management Learning & Education*, 3(3), 258–273. doi: <https://doi.org/10.5465/AMLE.2004.14242112>
- Honig, B., y Davidsson, P.** (2003). The role of social and human capital among nascent entrepreneurs. *Journal of Business Venturing*, 18, 301–331. doi: [https://doi.org/10.1016/S0883-9026\(02\)00097-6](https://doi.org/10.1016/S0883-9026(02)00097-6)

- Fernández-Serrano, J., Liñan, F., y Santos, F.J.** (2009). Cognitive Aspects of Potential Entrepreneurs in Southern and Northern Europe: an Analysis Using GEM-Data. *Revista de Economía Mundial*, 23, 151–178. Recuperado de: [https://www.researchgate.net/publication/41206223\\_Cognitive\\_Aspects\\_of\\_Potential\\_Entrepreneurs\\_in\\_Southern\\_and\\_Northern\\_Europe\\_an\\_Analysis\\_Using\\_GEM-Data](https://www.researchgate.net/publication/41206223_Cognitive_Aspects_of_Potential_Entrepreneurs_in_Southern_and_Northern_Europe_an_Analysis_Using_GEM-Data)
- Fuller, A.W., y Thursby, M.** (2009). An integrated approach to educating professionals for careers in innovation. *Academy of Management Learning & Education*, 8(3), 389–405. doi: <https://doi.org/10.5465/AMLE.2009.44287938>
- Kolvereid, L.** (1996). Prediction of employment status choice intentions. *Entrepreneurship Theory and Practice*, 21(1), 47–57. Recuperado de: [https://www.scirp.org/\(S\(lz5mqp453edsnp55rrgjct55\)\)/reference/ReferencesPapers.aspx?ReferenceID=2101137](https://www.scirp.org/(S(lz5mqp453edsnp55rrgjct55))/reference/ReferencesPapers.aspx?ReferenceID=2101137)
- Krauss, C.** (2011). Actitudes emprendedoras de los estudiantes universitarios: El caso de la Universidad Católica del Uruguay. *Dimens.Empres.*, 9(1), 28–40. Recuperado de: <https://dialnet.unirioja.es/servlet/articulo?codigo=3797740>
- Krueger Jr, N. F., y Brazeal, D. V.** (1994). Entrepreneurial Potential and Potential Entrepreneurs. *Entrepreneurship Theory and Practice*, 18(3), 91–104. Recuperado de: [https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1505244](https://papers.ssrn.com/sol3/papers.cfm?abstract_id=1505244)
- Lepoutre, J., Berghe, W. Van den, Tilleuil, O., y Crijns, H.** (2010). A new approach to testing the effects of entrepreneurship education among secondary school pupils. *Vlerick Leuven Gent Management School Working Paper Series*.
- Liñán, F., Santos, F.J., y Fernández, J.** (2011). The influence of perceptions on potential entrepreneurs. *International Entrepreneurship and Management Journal*, 7(3), 373–390. doi: <https://doi.org/10.1007/s11365-011-0199-7>
- Neck, H.M., y Greene, P.G.** (2011). Entrepreneurship Education: Know Worlds and New Frontiers. *Journal of Small Business Management*, 49(1), 55–70. Recuperado de: [https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1733780](https://papers.ssrn.com/sol3/papers.cfm?abstract_id=1733780)
- North, D.** (1990). Institutions, Institutional Change and Economic Performance. Cambridge University Press. Cambridge University Press.

- Peterman, N. E., y Kennedy, J.** (2003). Enterprise Education: Influencing Students' Perceptions of Entrepreneurship. *Entrepreneurship Theory and Practice*, 28 (2), 129–144. doi: <https://doi.org/10.1046/j.1540-6520.2003.00035.x>
- Piaget, J.** (1995). The essential Piaget. (J. Voneche y H. Gruber, Eds.) (100th aniv). New York.
- Robinson, P. B., Stimpson, D. V, Huefner, J. C., y Hunt, H. K.** (1991). An attitude approach to the prediction of entrepreneurship. *Entrepreneurship Theory and Practice*, 15(4), 13–31. Recuperado de: [https://www.academia.edu/17429826/An\\_Attitude\\_Approach\\_to\\_the\\_Prediction\\_of\\_Entrepreneurship](https://www.academia.edu/17429826/An_Attitude_Approach_to_the_Prediction_of_Entrepreneurship)
- Rusell, R., Atchison, M., y Brooks, R.** (2008). Business plan competitions in tertiary institutions: encouraging entrepreneurship education. *Journal of Higher Education Policy & Management*, 30(2), 123–138. doi: <https://doi.org/10.1080/13600800801938739>
- Sarfraz, M.** (1996). The university business incubator: a strategy for developing new research/technology-based firms. *Journal of High Technology Management*, 7(2), 191–209.
- Shepherd, D. A.** (2004). Educating Entrepreneurship Students About Emotion and Learning From Failure. *Academy of Management Learning & Education*, 3(3).
- Singh, G., y DeNoble, A.** (2003). Views on self-employment and personality: an exploratory study. *Journal of Developmental Entrepreneurship*, 8(3), 265–281. Recuperado de: [https://www.researchgate.net/publication/288218612\\_VIEWS\\_on\\_self-employment\\_and\\_personality\\_An\\_exploratory\\_study](https://www.researchgate.net/publication/288218612_VIEWS_on_self-employment_and_personality_An_exploratory_study)
- Souitaris, V., Zerbinati, S., y Al-Laham, A.** (2007). Do entrepreneurship programmes raise entrepreneurial intention of science and engineering students? The effect of learning, inspiration and resources. *Journal of Business Venturing*, 22(4). doi: <https://doi.org/10.1016/j.jbusvent.2006.05.002>
- Veciana, J. M.** (1999). Creación de empresas como programa de investigación científica. *Revista Europea de Dirección y Economía de La Empresa*, 8(3), 11–36. Recuperado de: <https://dialnet.unirioja.es/servlet/articulo?codigo=497564>

**Veciana, J. M., Aponte, M., y Urbano, D.** (2005). “University students” attitudes towards entrepreneurship: A two countries comparison. *The International Entrepreneurship and Management*, 1(2), 165–182. doi: <https://doi.org/10.1007/s11365-005-1127-5>

**Wang, C. K., y Wong, P. K.** (2004). Entrepreneurial interest of university students in Singapore. *Technovation*, 24(2). doi: [https://doi.org/10.1016/S0166-4972\(02\)00016-0](https://doi.org/10.1016/S0166-4972(02)00016-0)

**Wang, W., Lu, W., y Millington, J. K.** (2011). Determinants of Entrepreneurial Intention among College Students in China and USA. *Journal of Global Entrepreneurship Research*, 1(1), 35–44. Recuperado de: <https://pdfs.semanticscholar.org/9800/5ce764bed15d419ef07edc6f589068237ad9.pdf>