2013 International Forum
On Contemporary Management Issues
Proceedings(2)

2013國際當代管理論壇論文集(下冊)

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DEVELOPMENT ENTREPRENEUR SYSTEM INCUBATION PROCESS IN UNIVERSITY, INDONESIA

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ABSTRACT

Incubation process in university play an important role in motivating young graduates to become technology entrepreneur. The increasing number of graduate entrepreneurs will reduce the unemployment rate and even will increase the number of field work. However, it is seem that there are very limited theory and model on technology entrepreneur development, especially in universities in Indonesia. Thus, this paper focuses on discussing the key influencing factors on development entrepreneur system (DES) through incubation process (IP), and to construct new framework that contribute to the knowledge on DES in universities in Indonesia. The results contribute to the new framework for DES through incubation process in universities in Indonesia. The developed framework consist of four key factors i.e., the person, the internal environment i.e. universities, the external environment i.e. government and industry; and the development process. The framework developed will hopefully benefit the student, Indonesian policy makers and universities to enhance the DES in the country.

Keywords – Technology, Entrepreneurs, University

1. INTRODUCTION

Nowadays, Indonesian government put high attention in developing technology entrepreneurs (TE) among young graduates from all universities in Indonesia. Therefore, every university in Indonesia were encouraged to have their own incubator that could provide entrepreneurial activities and to facilitate the development of invention and innovation among potential student to become real TE. Furthermore, it is a hope that incubation process could develop the entrepreneurial spirit among the student and encourage them to use technology as a medium in implementing their business.

2. Theory and model used in the research

In this section, the researcher explores the existing theories and models that are relevant to the research subject, as well as those theories and models that form the body of knowledge of the research. The theories and models which will be explored and used through out the study are discussed in the following sub section.

(1) Model Continuous Learning

Albert Shapiro, Professor of Ohio State University, USA, said that entrepreneurs are not born but made his career through experience. Based on his statements, Entrepreneur Education Consortium (2004) has developed a business development model, called Model Continuous Learning (Lifelong Learning Model). The model is divided into two main categories of work related training/education and work experience.

The second category of work experience is broken down into two stages, namely the beginning of the work and career development. At this level, students in this category before making a business of their careers and strive to develop their career endeavor. Each prospective entrepreneurs/businessmen who are on their level of need focuses on the set at every level and at the same time trying to establish relationships with prospective entrepreneurs/businessmen in the other. Fig.1 below shows clearly the model that describes the role played by each business according to a certain extent.

(2) S-TEK Model
According to Sahadah (2010), there are four main factors and six supporting factors, could encourage a person to be and to survive as a technology entrepreneur in the market place. The four key factors are the person, business knowledge and management, technical skills and tools support, and commercialization strategy. Sahadah also has noted that these four key factors are also need to be supported by another six factors i.e. government policies and support, financial support, business experiences, economic factors, market opportunities and family support. Sahadah’s model on TE key success factors, which also known as S-TEK Model is shown in Fig.1

![S-TEK Model](image)

**Fig.1** S-TEK Model (Adopted from Sahadah, 2010)

### 3. Research Methodology

(1) Research Approach and Data Collection Method

According to Yin (1994) research strategy should be chosen as a function of the research situation. Yin pointed out that each strategy has its own specific approach to collect and analyze empirical data. Therefore each strategy has its own advantage and disadvantage.

For this research, the study employed qualitative methods research design. The sample was chosen based judgment sampling technique. Qualitative data were obtained through face-to-face in-depth interviews with the key informants from selected universities in Indonesia and Malaysia, industries, and Indonesian government. On top of that, the authors were also employed document review to strengthen and support the research finding.

(2) The Proposed The Framework

Through the theoretical and empirical study, the authors have come out with the proposed a model framework for TED through incubation process in universities in Indonesia. The framework is consist of four key elements that are interconnected in three phases as shown in Fig. 4. These four elements are:

- a. The entrepreneur/person/Student/program participant as describe in Sahadah, 2010; Timmons and Spinelli, 2007; Wickham, 2004; Hisrich, Peters, and Shepherd, 2005; Bhide, 2000; Baum and Locke, 2004; Samuelsson, 2001; and Robert, 1991;
- b. The development process as discussed by Sahadah, 2010; Bruyat and Julien, 2001; Timmons and Spinelli, 2007; Gartner, 1985;
- c. The internal environmental element inclusive institution environment and training environment factors as described by Sahadah, 2010; West and Bamford, 2005; Cruz et al., 2002; Antonic and Hisrich, 2003; Hynes, 1996; and Solomon, 2007;
- d. The external environmental element i.e university-industry linkage and government support
factors as discussed by Sahadah, 2010; Gayawali and Fogel 1994; West and Bamford, 2005.

Fig 2: Proposed The framework for DES

The after collections the questionnaire to the participants of entrepreneurship and Mentor in project, the got a resume, that the capability is supported with outside parties, both government and universities and industry will get a students who qualified in made to entrepreneurship technology and result fig 2.

Overall, this framework proposed systematic activities for developing technology entrepreneurs through incubation process in universities in Indonesia. The main activities are starting from searching and selecting potential business idea and business plan. To get to this level, all universities student are encourage to propose their business idea and business plan. Selected student with good business plan will be opened for incubator facilities and support for the development and commercialization of their business i.e. business facilities and training; business network, industrial attachment and also financial support from the government.

4. SUMMARIES

This research is focusing on proposing a model framework for DES through incubation process in universities in Indonesia. Both theoretical and empirical studies have been employed through out of this research. Through this research approach, the authors have brought together the knowledge from latest theories and model on DES and also in-depth interview with the key informant. This qualitative study provide the researchers with thorough information which is very useful in developing the proposed model framework. With four key main factors i.e. the person, the internal environment, external environment, and the development process, this model framework is hoped to benefit the student, policy makers and universities to enhance the development of TE in Indonesia.

REFERENCES


