

Women Entrepreneurs in the Crafts Industry: The Impact of Gender Stereotypes, Social Support, and Self-Efficacy on Entrepreneurial Intention

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Abstract. The objective of this research is to examine the influence of gender stereotype perceptions and the availability of perceived social support on the entrepreneurial intentions of women, with self-efficacy serving as mediating variable, within the context of female artisans engaged in Batu City's small and medium-sized enterprise (SME) craft sector. Utilizing a quantitative explanatory research framework, data were gathered from 98 female artisans through a non-probability random sampling technique and subsequently analyzed employing SmartPLS 3.0 software. The findings reveal that both the perception of gender stereotypes and the level of perceived social support exert a significant positive effect on women's entrepreneurial intentions, with self-efficacy functioning as a crucial mediating element.

Keywords: Gender Stereotype Perception, Perceived Social Support, Self-Efficacy, Women Entrepreneurial Intention.

Introduction

This research investigates the expanding phenomenon of the female entrepreneurship withing the dynamic craft sector of Batu City. Recent developments [1] have provided women, particularly those with familial responsibilities, the opportunity to engage in entrepreneurial pursuits. This inclination is manifested in the escalating participation of women in micro, small, and medium enterprises (MSMEs) [2], effectively dismantling conventional gender barriers withing the commercial sphere [3]. These female entrepreneurs frequently concentrate on artisanal products that encapsulate personal passions while simultaneously enhancing the local economic framework [4].

The advantageous geographical positioning of Batu City as a tourist hub cultivates a flourishing craft industry [5]. This domain, characterized by its quality and artistic offerings [6], constitutes a critical component of Batu City's economic advancement. Indigenous handicrafts, including batik and pottery, not only exemplify cultural richness but also stimulate economic progression [6].

Both married and unmarried women are increasingly engaging in MSMEs. They adeptly balance familial and entrepreneurial responsibilities while navigating societal norms that prioritize interpersonal skills over analytical reasoning [7]. Empirical studies indicate that these women possess robust instincts, demonstrate proficiency in time management, and excel at harmonizing work with family obligations [8]. Entrepreneurial endeavors empower women, enhance their psychological well-being, and encourage a mindset oriented towards growth. It becomes imperative to comprehend the determinants that shape women's entrepreneurial inclinations, as such understanding can anticipate future entrepreneurial actions [9].

The paper explores the relationship between two essential factors: the interpretation of gender stereotypes and the extent of perceived social support on women's business ambitions, with self-efficacy functioning as mediator. The perception of gender roles can incite women to embark on entrepreneurial ventures, often motivated by a desire to validate their capabilities rather than by the pursuit of opportunity [4]. Berkery & Ryan [10] asserts that affirmative gender stereotypes can exert a motivating influence on women's entrepreneurial aspirations.

The perception of receiving support from family and social networks significantly influences entrepreneurial behaviors [11]. Studies conducted by Emami et al. [12] and Lubis & Pangaribuan [13], propose a positive and substantial correlation between perceived social support and women's entrepreneurial intentions.

The assurance in one's potential to succeed, termed self-efficacy, is utmost importance for women in the entrepreneurial landscape [2]. Miraless-Cardona et al. [14], point out the complex and personalized dynamics that exist between gender stereotypes and initiatives to mitigate their adverse effects can positively affect self-efficacy. Perceived social support, by offering reassurance and motivation, can also fortify self-efficacy [11]. Studies carry out by Shinnar et at. [15] and Putra et al. [11] have found a notable and meaningful link between self-efficacy and the entrepreneurial ambitions of women.

While certain studies highlight a favorable impact of gender stereotypes on self-efficacy [16], others present a difference perspective [17]. Moreover, social support may be influenced by prevailing gender stereotypes. If

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I. Zutiasari et al. (eds.), Proceedings of the 4th Business Innovation Sustainability and Technology International Conference (BISTIC 2024), Advances in Economics, Business and Management Research 307, https://doi.org/10.2991/978-94-6463-576-8_21 society sees women as inferior in entrepreneurial skills, this might anguish their belief in themselves [16]. Contrariwise, affirmative social support from family and social can enhance confidence in women's entrepreneurial capabilities [2].

These inconsistencies emphasize the importance of further research into this intricate relationship. This analysis to assess the influence of Gender Stereotype Perceptions (GSP) and Perceived Social Support (PSS) on the women's Entrepreneurial Intention (WEI) involved in Batu City's craft industry, emphasizing self-efficacy (SE) as a mediating factor. By focusing on female entrepreneurs linked to PLUT-KUMKM Batu City, this analysis seeks deepen the understanding of the variables that support women's entrepreneurial progress in this particular environment.

2. Literature Review

22.1GSP and WEI

Gender Stereotypes represent societal constructs that delineate roles predicated upon sex [18]. Such stereotypes frequently affect the manner in which individuals perceive their own identities and competencies within entrepreneurial framework [7]. Empirical investigations reveal that entrenched gender stereotypes can obstruct WEI [3]. Various studies have established a positive relationship between the GSP and the WEI [2], [4], [7], [19], [21]. Therefore, the proposed hypothesis is as follows: H1: GSP positively influences WEI.

2.2 PSS and WEI

Perceived social support encompasses the convivtion on receiving aid and encouragement from social network [22], [23]. This support is indispensable for personal advancement and development. Research consistently evidences a positive association between PSS and WEI [11], [13], [23], [24]. Therefore, the proposed hypothesis is as follows:

H2: PSS positively influences WEI.

2.3 GSP and SE

The influence of gender stereotypes on individuals' belief about their capabilities can be profound, particurarly concerning their self-efficacy [2]. Research indicates that gender stereotype can mold self-efficacy, whereby positive stereotypes may serve to enhance it [2], [21]. Therefore, the proposed hypothesis is as follows: H3: GSP positively influences SE.

2.4 PSS and SE

PSS, which includes financial, instrumental, and emotional assistance, is vital in nurturing entrepreneurial pursuits [22]. Empirical findings consistently reveal a positive relationship between PSS and SE [2], [24]. Social support enhances individuals' confidence to surmount challenges and accomplish objectives [26]. A conducive social environment is crucial for the cultivation of robust self-beliefs and the amplification of one's potential for success. Therefore, the proposed hypothesis is as follows: H4: PSS positively influences SE.

2.5 SE and WEI

Self-efficacy, representing a person's confidence in their capacity to achieve success, is linked to substantial cognitive competencies, strategic thought process, and effective environmental management [15]. It represents a critical element of entrepreneurial planning, necessitating a nuanced understanding of its competencies to realize entrepreneurial objectives [23]. Research indicates a positive correlation between SE and WEI [7], [27]. Elevated levels of SE correspond with intensified entrepreneurial intentions [11], [13], [16]. Therefore, the proposed hypothesis is as follows:

H5: SE positively influences WEI.

2.6 SE mediating GSP and WEI relationship

Research suggests that GSP indirectly influence WEI through their impact on SE [2], [16]. SE, a cornerstone of entrepreneurial success, is influenced by societal perceptions and can significantly impact a woman's decision to pursue entrepreneurial endeavors [15]. Therefore, the proposed hypothesis is as follows: H6: GSP indirectly positively influences WEI through SE.

2.7 SE mediating PSS and WEI relationship

PSS significantly enhances individuals' confidence to pursue entrepreneurial careers, especially for women [2]. Support from family and social is critical in boosting SE, a key factor in developing entrepreneurial intentions [24]. A strong combination of PSS and SE increases the likelihood of forming WEI. Research consistently supports the indirect positive influence of PSS on WEI through its impact on SE [2], [24]. Therefore, the proposed hypothesis is as follows:

H7: PSS indirectly positively influences WEI through SE.

3. Methodology

This study employs a quantitative, explanatory research design. Data was collected through a Likert scale questionnaire distributed digitally via Google Forms and WhatsApp groups. The target population comprised female entrepreneurs in the Batu City craft industry SME sector. A non-probability random sample of 98 respondents was selected. Inclusion criteria for the sample were female entrepreneurs engaged in the craft industry within Batu City.

Variable	Indicator		Scale	Items
Gender Stereotype Perceptionis a label given by society to differentiate the roles of women and men [18].	Cognitive Physical Personality		Intervals 1-5	 Women's motivation is stronger than men in terms of innovation and skills Woman tends to be more think about many factors when starting entrepreneurship I think women value job security more Women prefer flexibleness in working hours Women have a deeper understanding than men when it comes to budgeting Society has accepted itgender equality of women's leadership in entrepreneursip
Perceived Social Supportis support or assistance that comes from people who have close social relationships with the individual receiving assistance [22].	Emotional Support Appreciative Support Instrumental Support Informational Support		Intervals 1-5	 I got enough attention from other people (family, lecturers, and friends) to share my story Having a close relationship with other people (family, lecturers, and friends) makes me feel valuable I get motivation for entrepreneurship from other people (family, lecturers, and friends). I get positive opinions from other people about my business (family, lecturers, and friends) I get complete facilities to support the entrepreneurial process I get advice from other people (family, lecturers, and friends) in running a business I get advice from other people (family, lecturers, and friends) I get advice from other people (family, lecturers, and friends) in running a business I get advice from other people (family, lecturers, and friends) in running a business I get information thatrelated with solving problems in the entrepreneurial process
<i>Self-Efficacy</i> is A person's confidence in his or her capacity to carry out a specific job. [28].	Level Generality Strength	of	Intervals 1-5	 I have a strong belief in starting a business and managing a business I have confidence in managing a business I own soul leadership in entrepreneurship

Table 1. Operational Variables

			 I am confident that I can survive in running the business I am confident in my entrepreneurial abilities. I have the qualities to be an entrepreneur I believe in having creative thinking in entrepreneurship
<i>Women's Entrepreneurial</i> <i>Intention</i> is a female	Feeling happy Feeling	Intervals 1-5	 Becoming an entrepreneur can create jobs for other people
entrepreneur refers to women who have participated in	interested Courage to take risks Making		 Becoming an entrepreneur can make money I want to become an entrepreneur I am serious about starting entrepreneurship
entrepreneurial activities by taking risks [29].	activity choices		 I determined to build and create a business My goal is just to start a business and run a business
			 Become an entrepreneur give balance working life

This research employed quantitative descriptive and SEM-PLS analyses using SmartPLS 3.0. The study aimed to assess the influence of GSP and PSS on WEI mediated by SE.

Outer model evaluation assessed convergent validity through outer loadings (all > 0.7) and discriminant validity through average variance extracted (AVE > 0.5) and composite reliability (CR > 0.7). Cronbach's Alpha (α > 0.7) confirmed reliability.

Inner model evaluation assessed the model's predictive power using R-squared values (strong: 0.75, moderate: 0.50, weak: 0.25) and F-squared values (low: 0.02, moderate: 0.15, high: 0.35). Hypothesis testing through bootstrapping was conducted, with p-values < 0.05 indicating significant relationships between variables.

4. Results

4.1 Descriptive Respondent

Research data was obtained from 98 respondents based on a questionnaire distributed via Google Form and the characteristics summarized in Table 2.

Characteristics		Frequency	Percentage
Gender	Woman	98	100%
	Man	0	0%
Origin	Junrejo	25	25.5%
	Batu	56	57.1%
	Bumiaji	17	17.3%
Length of Business	<1 Year	5	5.1%
	1-5 Years	49	50%
	5-10 Years	28	28.6%
	>10 Years	16	16.3%
Number of employees	1-5 Workers	67	66.4%
	6-10 Workers	18	18.4%
	11-15Worker	10	10.2%
	>15 Workers	3	3.1%
Age	<20 Years	0	0%
	20-30Year	50	51%
	30-40Year	33	33.7%
	>40 Years	15	15.3%
Education	SD	26	26.5%
	SMP	25	25.5%
	SMK/SMA	41	41.6%

Table 2. Respondent Data

S1/S2/S3	6	6.1%

Table 2 reveals that the sample population consisted entirely of women residing in Batu City. The majority of respondents (57.1%) were from Batu District. Regarding business experience, half of the respondents had operated their businesses for 1-5 years, while the shortest duration was less than a year (5.1%). Most respondents employed 1-5 people (66.4%), with a minimal number having more than 15 employees (3.1%). The largest age group was 20-30 years old (51%), and no respondents were under 20. Educational attainment primarily comprised vocational or high school levels (41.6%), while those with bachelor's degrees or higher represented the smallest group (6.1%).

4.2 Analysis Measurement Model Test

4.2.1 Descriptive Analysis

Table 3. Frequency Distribution		
Standard Deviation	Grand Mean	
3,233	4.27	
4,769	4.15	
1,043	4.16	
4,394	4.06	
	Standard Deviation 3,233 4,769 1,043	

The average scores for GSP, PSS, SE, and WEI were 4.27, 4.15, 4.16, and 4.06, respectively. Based on the established rating scale (1.00-1.79: very low, 1.80-2.59: low, 2.60-3.39: fair, 3.40-4.19: high, 4.20-5.00: very high), GSP was categorized as very high, while PSS, SE, and WEI were categorized as high.

4.2.2 Validity and Reliability Test

The results of the outer model test used for validity and reliability testing are presented in Table 4.

Variables/	Outer	AVE	ble 4. Outer Mod Cronbach'	Composite	Info
Indicators	Loadin	AVE	sAlpha	Reliability	mation
Indicators	g		SAIpha	Kenability	mation
Gender		0.668	0.900	0.923	Reliable
Stereotypes					
Perception					
GSP1.1	0.832				Vali
GSP1.2	0.867				Vali
GSP2.1	0.853				Vali
GSP2.2	0.816				Vali
GSP3.1	0.748				Vali
GSP3.2	0.783				Vali
Perceived		0.624	0.878	0.908	Reliable
Social					
Support					
PSS1.1	0.856				Vali
PSS1.2	0.757				Vali
PSS2.1	0.828				Vali
PSS2.2	0.822				Vali
PSS3.2	0.733				Vali
PSS4.2	0.734				Vali
Self-Efficacy		0.684	0.922	0.938	Reliable
SE1.1	0.769				Valie
SE1.2	0.858				Vali
SE2.1	0.869				Valie
SE2.2	0.893				Valie
SE2.3	0.802				Valie

SE3.1	0.760				Valid
SE3.2	0.827				Valid
Women					
Entrepreneurial		0.689	0.924	0.939	Reliable
Intention					
WEI1.1	0.757				Valid
WEI1.2	0.883				Valid
WEI2.1	0.866				Valid
WEI3.1	0.845				Valid
WEI3.2	0.853				Valid
WEI3.3	0.795				Valid
WEI 4.1	0.803				Valid

The outer model assessment indicates that all variables exhibit acceptable convergent validity, with outer loadings exceeding 0.7 and average variance extracted (AVE) values greater than 0.50. Reliability analysis confirmed the internal consistency of the constructs, as demonstrated by Cronbach's alpha and composite reliability values exceeding the recommended threshold of 0.7 for all variables (GSP: 0.900/0.923; PSS: 0.878/0.908; SE: 0.922/0.938; WEI:0.924/0.939).

	Table 5.	R-Square	
Variable	R Square	R Square Adjuste	
S.E	0.795	0.791	
WEI	0.767	0.759	

The R-squared value for Self-Efficacy is 0.795, indicating that 79.5% of its variance is explained by GSP, PSS, and WEI,categorized as a very strong effect. For WEI, the R-squared value is 0.767, meaning 76.7% of its variance is explained by the predictor variables, also classified as a very strong effect. The remaining variance in both models is attributed to other unmeasured factors.

		Table 6. F-S	quare	
Variable	GSP	P.S.S	S.E	WEI
GSP			0.422	0.063
P.S.S			0.442	0.023
S.E				0.264
WEI				

The F-square values indicate the following effect sizes: GSP has a large influence on SE (0.422), PSS also has a large influence on SE (0.442), GSP has a small influence on WEI (0.063), PSS has a very small influence on WEI (0.023), and SE has a medium influence on WEI (0.264).

	Table 7. Path Coefficient					
	Original Samples	Samples Mean	Standard Deviation	T Statistics	P Values	
GSP -> WEI	0.230	0.240	0.081	2,856	0.003	
PSS -> WEI	0.141	0.120	0.121	1,160	0.124	
GSP -> SE	0.468	0.492	0.077	6,040	0,000	
PSS -> SE	0.478	0.452	0.078	6,099	0,000	
SE -> WEI	0.549	0.556	0.127	4,331	0,000	
GSP -> SE -> WEI	0.257	0.273	0.071	3,632	0,000	
PSS -> SE -> WEI	0.262	0.253	0.080	3,291	0.001	

As depicted in Table 7, the model reveals that GSP directly impacts both WEI and SE. PSS influences SE, which in turn affects WEI, indicating an indirect relationship between PSS and WEI. There is no direct path from PSS to WEI.

Table 8. Summary of Hypothesis Testing

Hypothesis	Results	Information
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H1	<i>Gender Stereotype Perception</i> positive influence and significant to Women Entrepreneurial Intention.	Beta Coef=0.230 T- Statistics=2.856 P-value= 0.003	Accepted
H2	Perceived Social Support influential positively and significantly towards Women's Entrepreneurial Intention.	There is no significant effect	Rejected
Н3	Gender Stereotype Perception positive influence and significant to Self-Efficacy.	Beta Coef=0.468 T- Statistics=6.040 P-value= 0.000	Accepted
H4	Perceived Social Support influential positively and significantly towards Self-Efficacy.	Beta Coef=0.478 T- Statistics=6.099 P-value= 0.000	Accepted
Н5	Self-Efficacy influential positive and significant towards Women's Entrepreneurial Intention.	Beta Coef=0.549 T- Statistics=4.331 P-value= 0.000	Accepted
H6	Gender Stereotype Perceptionin a way indirectly has a positive and significant effect on Women Entrepreneurial Intention via Self-Efficacy.	Beta Coef=0.257 T- Statistics=3.632 P-value= 0.000	Accepted
H7	Perceived Social Supportin no way directly has a positive and significant effect on womenEntrepreneurial Intentionvia Self-Efficacy.	Beta Coef=0.262 T- Statistics=3.291 P-value= 0.001	Accepted

The results indicate a significant positive relationship between GSP and WEI ($\beta = 0.230$, t = 2.856, p < 0.05). However, no significant relationship was found between PSS and WEI. GSP and PSS both significantly and positively influenced SE ($\beta = 0.468$ and 0.478, respectively, t > 1.96, p < 0.05). SE also significantly and positively influenced WEI ($\beta = 0.549$, t = 4.331, p < 0.05). Furthermore, both GSP and PSS indirectly influenced WEI through SE ($\beta = 0.257$ and 0.262, respectively, t > 1.96, p < 0.05).

5. Discussion

The Influence of GSP on WEI

Results indicate a significant positive relationship between GSP and WEI, supporting Hypothesis 1. This finding aligns with previous research [2], [3], [7], [20], [21]. High GSP scores, particularly regarding women's perceived innovative abilities, and the strong entrepreneurial aspirations reflected in WEI data, corroborate these findings.

The Influence of PSS on WEI

Contrary to expectations and previous research [12], [13], [23], the study found no significant relationship between (PSS) and WEI, rejecting Hypothesis 2. Respondents reported high satisfaction with entrepreneurial support resources, potentially explaining this unexpected outcome. However, findings resonate with Putra et al. [11], who also reported a non-significant PSS-WEI relationship.

The Influence of GSP on SE

Results confirm a significant positive relationship between GSP and SE, supporting Hypothesis 3. This aligns with previous research [2], [21], [30]. High GSP scores related to budgeting skills and strong SE scores among women entrepreneurs support these findings. Overall, the study contributes to the growing body of knowledge recognizing the influence of gender stereotypes on women's entrepreneurial behaviors. While social support did not emerge as a significant predictor in this context, the positive impact of gender stereotypes on self-efficacy and entrepreneurial intentions is evident.

The Influence of PSS on SE

Results confirm a significant positive relationship between PSS and SE, supporting Hypothesis 4. This aligns with previous research by Hamdani et al. [2] and Pattinama [26]). The findings are corroborated by high PSS scores, mostly in terms of perceived motivation and financial support, and high SE scores among respondents.

The Influence of SE on WEI

Results confirm a significant positive relationship between SE and WEI, supporting Hypothesis 5. This finding is consistent with previous research [2], [7], [11], [13], [15], [16], [23], [27], [31]. Elevated SE scores, particularly in relation to entrepreneurial attributes and innovative cognition, alongside robust WEI scores, mostly concerning the equilibrium between professional and personal life, substantiate the conclusions. In summary, the findings underscore the significance of both social support mechanism and SE in influencing WEI.

The Indirect Influence of Gender Stereotype Perception and Perceived Social Support on Women's Entrepreneurial Intention

The outcomes affirm the indirect supportive role of GSP on WEI, mediated by SE, thereby confirming Hypothesis 6. This observation is consistent with earlier studies conducted by Hamdani et al. [2] and Tanaka & Setyawati [7]. Elevated GSP metrics associated with women's inclination toward flexible working hours, next to robust WEI scores reflecting an ambition for entrepreneurial achievement, corroborate these conclusions.

In a similar vein, the findings validate the indirect positive influence of PSS on WEI through SE, thereby reinforcing Hypothesis 7. This is in agreement with preceding research by Hamdani et al. [2] and Molino et al. [24]. Elevated PSS scores linked to perceived affirmative reinforcement and assistance, combined with strong WEI scores denoting earnest entrepreneurial ambitions and aspirations for leadership, support these conclusion. Collectively these results illuminate the intricate dynamics between gender stereotypes, social support, SE, and WEI.

6. Conclusion

A empirical investigation was undertaken to assess the influence of GSP and PSS on WEI, with SE serving as a mediating variable, among women entrepreneurs within the craft industry MSME's of Batu City. Analytical procedures and hypothesis validation yielded the following findings:

- The GSP exerts a positive and statically significant effect on WEI.
- The PSS does not exert a statically significant effect on WEI.
- · Both GSP and PSS exert positive and statically significant effect of SE.
- SE exert a positive and statically significant influence on WEI.
- The influences of GSP and PSS support on WEI are mediated indirectly through SE.

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