

**Year: 2014**  
**Volume: 59**  
**Issue: 2**

# STUDIA

Universitatis Babeș-Bolyai

# OECONOMICA

## AN EMPIRICAL INVESTIGATION OF ENTREPRENEURIAL INTENTIONS AMONG BUSINESS STUDENTS OF PAKISTAN

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**Abstract.** Trends of small businesses and entrepreneurship are rapidly gaining popularity all over the world because these can contribute to economic uplift of any country. The aim of present study is to investigate the impact of personality traits on entrepreneurial intentions among business students of Pakistan. Different personality traits such as need for achievement, risk taking, internal locus of control, openness to experience, and extraversion have been taken as independent variables and entrepreneurial intentions have been taken as dependent variable. Sample of 350 business students has been chosen from 5 public universities of Pakistan by using cluster sampling approach. Data has been collected through structured questionnaire and analyzed by using AMOS 19 (Analysis of Moment Structures) software. Results of path analysis indicated that need for achievement, internal locus of control and openness to experience have significant impact on entrepreneurial intentions among business students of Pakistan. It has also been found that risk taking and extraversion does not have significant impact on entrepreneurial intentions among business students of Pakistan. It has been suggested that government should identify and train potential entrepreneurs to attain economic growth and reduce unemployment rate.

**JEL Classification:** M13, M19

**Keyword:** Entrepreneurial intentions, Extraversion, Internal locus of control, Need for achievement, Openness to experience

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