

# The Role of Entrepreneurial Self-Efficacy and Entrepreneurial Passion in Business Performance

Nattanan Saksamrit <sup>a</sup>, Kullanut Sripongpun <sup>b</sup>

<sup>ab</sup>Kasetsart University, Sakonnakhon, Thailand

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## ABSTRACT

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Small enterprises contribute significantly to the economic growth and prosperity in countries (Birch, 1987). The field of entrepreneurship represents an increasingly dynamic productive force in the economy (Gavron et al., 1998). Various entrepreneurship researchers opposed the construct of entrepreneurial self-efficacy (ESE), defined as an individual's belief in his or her ability to achieve various entrepreneurial tasks (Miao, Qian and Ma, 2017). Many studies have found positive relationships between ESE and entrepreneurial intention. On the contrary, there are some ambiguity on relationship between ESE and entrepreneur's post- start up performance (McGee et al. 2009). One of the affective entrepreneurial dimension is passion. Many researchers have opposed passion as a key element of entrepreneurial effort (Cardon et al., 2009; Chen et al., 2009) because it is able to bring up creativity and the recognition of new information patterns critical to the encounter and exploitation of encouraging opportunities (Baron, 2008; Cardon et al. 2013). However, there is little research focusing on entrepreneurial passion (EP), leading to business performance (Cardon et al. 2013). Thus, this research clarify how entrepreneurial self-efficacy (ESE) effect to business performance, and entrepreneurial passion (EP) may vary the ESE- business performance relationship as a mediator.

**Keywords:** Entrepreneurial Self-Efficacy, Entrepreneurial Passion, Business Performance