

Nuchchamon Sawaengsuk 2007: The Relationship Between Perceived Self-Efficacy, Personality, Managerial Behavior and Career Success of Industrial Entrepreneurs in Entrepreneurship Development Programme. Master of Science (Industrial Psychology), Major Field: Industrial Psychology, Department of Psychology. Thesis Advisor: Mr. Tassana Jaichumchuen, M.S. 163 pages.

The objectives of this research were to study the levels of perceived self-efficacy, personality, managerial behavior and career success of industrial entrepreneurs, and to study the relationship between personal factors, perceived self-efficacy, personality, managerial behavior and career success of industrial entrepreneurs. The samples were 228 entrepreneurs in Entrepreneurship Development Programme. Data were collected by personality test and questionnaires. The statistical test used for analysis were percentage, mean, standard deviation, t-test, F-test and Pearson's product moment correlation coefficient.

The results are the followings. 1) The industrial entrepreneurs had high levels of perceived self-efficacy, managerial behavior, and career success. 2) The industrial entrepreneurs had personality tend to be outgoing (A+) less intelligent (B-) emotional (C-) humble (E-) venturesome (H) Practical (M-) self-sufficiency (Q2) and controlled (Q3+). 3) The industrial entrepreneurs in different marital status and types of business ownership showed significant difference in managerial behavior at a statistical level of .05, while age and periods of present time as an entrepreneur were significantly related to managerial behavior at a statistical level of .05. 4) The industrial entrepreneurs in different types of business ownership showed significant difference in career success at a statistical level of .05. 5) Personality factors A, B, C, H, Q2 and Q3 were significantly related to managerial behavior at a statistical level of .05. 6) Personality factors A, C, H, Q2 and Q3 were significantly related to career success at a statistical level of .05. 7) Perceived self-efficacy was significantly related to managerial behavior at a statistical level of .05. 8) Perceived self-efficacy and managerial behavior were significantly related to career success at a statistical level of .05.

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