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Thesis Title : The Process of Becoming Small-scale Entrepreneurs:
A Case Study of Graduate in Industrial Education
Program.

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Abstract

This research is qualitative one which aims to study the process of becoming a small-scale entrepreneur through career development and conditions behind such process from the beginning of the career until the successful stage. The method of so-called "The Life Course" was used to analyze the selected subjects and their situation.

It was found that the process of becoming small-scale entrepreneurs could be explained in terms of "The Career Path". Data were collected from three entrepreneurs and people who have influence on their lives.

There are four steps involved in the process : 1) beginning of career; 2) learning and adapting to be entrepreneurs; 3) business establishment and management; and 4) business expansion. Conditions behind each steps are: for step 1) traits or characteristics for being a leader, independence, better life and high expectations from family; for step 2) self-dependency, down-to-earth, hard working, and creative my by using similar situations as a role model; for step 3) the completeness of all facilities that in fluencing, the establishment of a business, such as personal qualifications, factors for producation, business opportunity, honesty, trustworthiness, concern for quality, perceptiveness, and reliability influence on the other people; for step 4) development of networks strive for new business, social esteem, transfer of the management, activeness and dynamism, vision and ability to determine positive results.