**ANNEXURE H**

**FOCUS GROUP INTERVIEWS WITH STUDENTS STUDYING ENTREPRENEURSHIP.**

Thetheoretical framework of this study is embedded in Ajzen’s theory of planned behaviour (TPB). TPB assumes that the precursors of entrepreneurship intentions are, attitude towards the behaviour, subjective norms and perceived behavioural control (Ajzen, 1991).

**The study aims to respond to the following questions:**

|  |  |
| --- | --- |
| TPB assumes that the precursors of entrepreneurship intentions are, attitude towards the behaviour, subjective norms and perceived behavioural control (Ajzen,1991). | |
| Attitude towards entrepreneurship | What is the range of attitudes exhibited by the respondents? |
| Subjective norms | What subjective norms play a role in… |
| Percieved behavioural control | How does perceived… |

The study further aims to respond to the following sub-questions:

* What are the attitudes of lecturers and students towards entrepreneurship education at the TVET college?
* What challenges are currently prohibiting students from participating effectively in local entrepreneurial activities?
* In what ways does the entrepreneurship education at the TVET College advance the entrepreneurial intentions of the students?

Good day and welcome to our session. Thanks for taking the time to join us to talk about entrepreneurship intentions of students. My name is Bandla Malawu, I am a lecturer for Tourism and a Masters student at CPUT. I am conducting a research to find out how the entrepreneurship programme develops your entrepreneurial intentions.

You were invited because of your ability to express your views eloquently. A feature that is needed in this kind of conversation as it is important for me as a researcher to capture your views directly from you. There are no wrong answers but rather differing points of view. Please feel free to share your point of view even if it differs from what others have said. Keep in mind that we're just as interested in negative comments as positive comments, and at times the negative comments are the most helpful.

You've probably noticed the microphone. We're tape recording the session because we don't want to miss any of your comments. People often say very helpful things in these discussions and we can't write fast enough to get them all down. We will be on a first name basis tonight, and we won't use any names in our reports. You may be assured of complete confidentiality. This interview will be used as part of the findings of the thesis that I am.

**So let’s begin, we will start from the front row.**

***1.Please tell us of the name of the course that you are studying?***

Student 1; Business Management Course, Module Entrepreneurship and Business Management N6

***2. What do you like the most about the module?***

***Focus group 1 (AB, MM, EN, VT, LM, VI)***

**AB:** What I like about it is that it broadens your knowledge about the business. Even though I don’t personally want to open a business s but want to work for one or study further. You get to know a lot of things like how you can make money. People always think you need to lot of money to start a business. It teaches us about a lot about the work and why things are expensive and teaches us about the way of life. Because one day we gona become adults and work for ourselves. Irrespective that am not gona start a business but it teaches me how to live.

**AB spoke a lot and all others nodded**

**Positive attitude =6**

**The rest of the group nodded as AB spoke**

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**CD:** I would say I like the course itself because am doing well in it and we learn about how to do business. But I would prefer to work for a business or maybe go into teaching, because I don’t have money to start a business.

**NM** The thing I like about It is that everyone doing the course can learn about how to start a business. Because at this time there is a lack of job opportunities out there.

**EF:** I like the fact that it teaches us about the outside world, how to survive outside, when it comes to work and how to …not to wait for things to be given to us that you have to go outside and create opportunities for yourself.

**AM** : It also teaches us how to stand by yourself. If you don’t get internship you can go and do business. It also teaches us attitude you must have when you are dealing with people or you are doing business

**SM**: I like that now we learn about franchising and I also learned about how to do business plan. So that makes me more interested in owning a business.

**EM:** It’s a no for me because when you are doing business you need capital and government does not assist with capital

**FG2 : PA =4 NA =2**

***Focus group 3 (MZ, PV, DR, DN,XW,TG)***

**MZ:** I like the fact that it teaches us about both entrepreneurship and intrapreneurship. So that I can decide if I want to start a business or want to work for one. So that I don’t start a business and not be sure about a salary.

**TG:** I Also like that it teaches us both entrepreneurship and intrapreneurship. Because I want to have a choice of working for a business or opening my own. In fact Ms, I think for me it’s better to work for a business because my salary will not depend on how badly or well the business is doing. I will negotiate for a standard salary (she laughs)

**PV: I** like the it is theory based and I can also learn about franchises. Maybe one day I will open my own (she smiles)

**DR:** Me and PV same whatsgroup (she laughs). No Ms I mean that I also like it because its theory-based and we learn about franchising and in N4 we did business plan. So the knowledge we gain here will help us to open own business, like a franchise business.

**DN**: I like it because **o**ur lecturers explain a lot, he teachers about examples of business we can open. The lecturer is very good and makes the subject very easy for us and makes us want to be entrepreneurs. He always give examples on everything and give us examples of businesses we can go into

**XW:** it’s okay, from N4 we have been doing well.

**FG3: PA = 4**

**IN = 1**

**NA=1**

***Focus group 4 (AJ, PM, DJ, BN, LM, SQ)***

**AJ:** (giggles) I don’t like it because it’s too much theory, Mam.

**PM:** I like it because it teaches us about business, we learn about franchising and in N4 we did business plan. So who knows, maybe one day I will have my own KFC franchise.

**DJ:** mhmmm (he scratches his head) I like it because it teaches us about business. Sir also gives examples about types of businesses we can open.

**BN:** I like that its mainly theory that we do. For me I like subjects that make me discuss. Because I don’t really like calculation so I like theory-based subjects. Also what I like with this course is that all of us get to learn about types of businesses we can start.

**LM**: I like that we learn about entrepreneurship and how to do business. Because jobs are scarce especially after covid, so we can start own business when finished

**SQ:** I like the way Sir teaches it, he is not boring and I also pass the subject very well (she smiles)

**PA =4**

**NA = 1**

***Focus group 5 (ZM, TT, TM,BA,CL,SL)***

**ZM:** I like it because it’s a nice subject and its useful because we learn about a lot of stuff, like business plan and franchising. So if you like you can open a business.

**TT:** I like it because it’s not a difficult subject.

**TM:** he laughs: hayi mna Ms, yhoo sorry (then he switches into English) I would say I like it because I am here learning and not sitting at home. You know I did not get accepted at University but I am okay, maybe with this course I will be able to open a business one day.

**BA:** To be honest Ms, I don’t know (she say flipping her hands). I took any course that I could get for this year. Because I also did not get accepted at University. So I think that I still want to go to University.

**CL**: I really like it Ms because I think if all of us are serious in learning everything about entrepreneurship we would be able to open our own businesses. You know that that who makes and sells ice cream here on Campus? He also did entrepreneurship module and now he has his own business, while still study.

**SL:** I like it Ms because it gives us basic knowledge about creating business and Sir gives us a lot of examples of businesses that we can open and I cant wait to try these in my township. I already own a hair salon,but its not something big. But I am looking forward to finish my studies so that I can concentrate in my salon business.

**PA =3**

**NA =3**

***3. You know; people say your attitude towards a certain subject often determines how well or badly you will do towards the subject. I am interested to know what is your attitude towards entrepreneurship education?***

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

**AB**: I think it’s nice. Because it’s mostly general knowledge that you can add to it.

**MM**: I like it Ms, because

**All other students nodded**

**PA =6**

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**Covered above**

**PA =6**

***Focus group 3 (MZ, PV, DR,DN,XW,TG)***

**CD:** its okay, from N4 we have been doing well.

**NM:** Yes, and also our lecturer is very good.

**EF:** I like it because with our current lecturer is good at it he gives us practical examples.

All students agreed. Student. Our lecturers explain a lot, he teachers about examples of business we can open. The lecturer is very good and makes the subject very easy for us and makes us want to be entrepreneurs. He examples everything and give us examples of businesses we can go into

**PA= 6**

***Focus group 4 (AJ, PM, DJ, BN, LM, SQ)***

**AJ:** I don’t like it but I still pass the subject.

PM: Mine is good and am doing well in the subject, now I get like 80%

DJ: Its good Ms

BN: Its good

LM: I like it Ms

SQ: I like it Ms

**PA= 5**

**N=1**

***Focus group 5 (ZM, TT, TM,BA,CL,SL)***

**ZM:** I like it because it’s a nice subject.

**TT:** I like it because it’s not a difficult subject.

**TM:** Its something I have to do in order to pass.

**BA:** Yeah I agree with TM, because for me I feel like I need to pass this course atleast and then decide which other course I must still do

**CL**: Its my favourite subject

**SL:** Its good Ms.

**PA =4**

**4. Do you think that the way you are taught makes you want to be an entrepreneur one day?**

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

**Student MM:** Yes it definitely does make me want to me an entrepreneur, Ms

**Student EN**: Yes, Ms it does. It also teaches us how to behave as a business person, like your morals and principles and how you should handle certain business principles.

**AB**: It does encourage you, but like I said I don’t want to start my on business I want to work for one. I don’t like a situation where I will not know where my next salary will come from.

Subjective Norms (SN) = 5

(SN) = 1

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

Yes, all five students

CD: differed, It’s a no for me because when you are doing business you need capital and government does not assist with capital

SN= 5 enabling SN

SN= 1

***Focus group 3 (MZ, PV, DR,DN,XW,TG)***

MZ : Yes

PV : Yeah

DR : I would definitely say yes

DN: Like he applies everything that you will have to go through. Like he has examples of businesses that we can open in different branches. He makes it easier for us to go into that venture

XW: Yes, Ms

TG: Yes Ms because it’s encouraging and it’s not a boring subject

**SN = 6 Enabling subjective norms**

***Focus group 4 (AJ, PM, DJ, BN,LM,SQ)***

**AJ:** Yeah I would say, because Sir is good at what he does.

**PM:** Definitely

**DJ:** Off course yes, Sir also gives examples about types of businesses we can open. So I am thinking of trying a small business when I finish my studies

**BN:** Yes it does encourage us

**LM**: Yes it motivates me to want to become a business man one day (he says with a smile)

**SQ:** Yes yes, (he says also showing a thumbs up)

**SN = 6 Enabling subjective norms**

***Focus group 5 (ZM, TT, TM,BA,CL,SL)***

**ZM:** Yes it does.

**TT:** Its also yes for me

**TM:** Not for me. I still want to study something else

**BA:** Me too, I still want to study something else when I finish this cours

**CL**: Yes definitely

**SL:** Yes

**SN: = 4 enabling**

**Deviation = 2**

***5. In your view, what attitude, knowledge and skills makes up an entrepreneur, also do you think you have these?***

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

***AB:*** *Risk taker, be open to change*

***MM:*** *Positive attitude, even if the business doesn’t do well you have to pick yourself up and continue again*

***EN:*** *capital*

***PBC = 6***

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**EM:** He needs to be passionate and not be more about profit. Take into consideration the needs of his customers. He needs to be able to work with other ppl to get other resources.

**CD:** A good manager, understand that people are different and we do things do things skills. Knowledge and love for your team diversity and be compassionate to your team.

**EF:** Be patient and passionate for your business.

**AM:** Be positive and believe in yourself

**SM:** Communication skills, a people’s person

And all students think they have skills.

***Focus group 3 (MZ, PV, DR, DN, XW, TG)***

Mz: He must be a risk-taker

PV: Open to change, things are changing from time to time. So you must be able to adjust to change

DR: Also you must be a risktaker because it’s not a guaranteed thing how your business will go.

**DN:** You must have the necessary capital for it.

**XW**: Also knowledge for the business

TG: Also being an entrepreneur has its negative and positives, you must be able to pick yourself up

Atttitude: Positive attitude

**TG:** Resilient: know that even if doesn’t go well still continue with it. Because in business there are challenges. Its not always guaranteed that you going to win all the time. There are failures as well so you have to pick yourself up to pick yourself up and continue.

**All 6 believe they have**

***Focus group 4 (AJ, PM, DJ, BN, LM,SQ)***

**AJ: Risk-taker: which am not**

**PM:** Creativity

**DJ: Resilient**

**BN:** Positive attitude

**LM**: hardworking

**SQ: Financial skills and time management**

**PBC = 5 Advancement of skills**

**PBC = 1 I am not a risk taker**

***Focus group 5 (ZM, TT, TM,BA,CL,SL)***

**ZM:** Innovation and time management

**TT:** Descipline and good morals

**TM:** Analytical

**BA:** A great thinker

**CL**: Positive attitude

**SL:** Good time management

CL, SL,TL and ZM said yes to having these skills

**SN: = 4 enabling**

**Deviation = 2**

6. **When you think of entrepreneurs do you consider them successful or unsuccessful people who failed to get formal employment and ended opening their own business?**

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

**MM:** Some of them are successful

**EN:** Some not all of them

**VT.** I know someone from my community who worked for an insurance company. He had always wanted to work for himself, because he doesn’t like to work for a boss. He encountered problems, it wasn’t easy. But eventually his business became.

**MM.** I think perseverance plays an important part. Because it’s very difficult like this person who quit his job and had to start from stretch and you have to make sacrifices and you don’t know where your next meal comes from. So I think that the people who start businesses to a certain extent are successful.

Presence of SN= 4

2 students remained silent.

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**CD:** I personally consider them successful, because they have the gut to stand up it do it for themselves.

**AM??** Some people did not start the business because they are successful. They start the business because they felt the hunger and had no choice but to start.

**EF:** Yes, my uncle owns a taxi business and is doing. So I think they are successful.

**SM:** I am not sure Ms because some are successful some of the businesses are not succeful.

**EM:** I think it differs from one person to the next, some people never got jobs and started businesses because they had no choice. Maybe others had a choice of going into business because their families already owned business. Like you see, in Khayelitsha eparkin children from that family are sorted financially. So if they enter into business it would be by choice not necessity.

**SN= 4**

SN = 2 NEGATIVE

***Focus group 3 (MZ, PV, DR, DN,XW,TG)***

**MZ:** It varies; some are successful some not. You go to University wishing that you gona get a job and then you don’t. And then now they decide to venture in business to fend for themselves and their families.

**TG:** Successful people because the minute you decide you going to open up a business is an important thing as you not only creating employment for yourself, but for others as well. I think they are successful because the other people will also be able to provide for their families.

**Others did not respond.**

**Subjective norm positive =2**

***Focus group 4 (AJ, PM, DJ, BN, LM,SQ)***

**AJ: Yeah I think they are successful**

**PM:** Yes, those that I know are successful

**DJ: I think they are** successful

**BN:** **I think they are** successful

**LM**: **I think they are** successful

**SQ: I think they are** successful

***Focus group 5 (ZM, TT, TM, BA,CL,SL)***

**ZM:** Yes I think they are successful and like what they do.

**TT:** Yes I think so, look at ACE forinstance (a young business man in Khayelitsha) he is very successful and has opened a Hotel in Makhaya.

**TM:** I think some are some are not they had no choice when they did not get jobs

**BA:** Yes I think they are successful and brave, some people start a business with nothing

**SL:** Yes I agree with TT, yhooo ACE is very rich

**CL,** I think its successful people who had a bit of money to start a business and now they are doing well.

**SN: = 5 enabling**

**SN = 1 affecting**

**7. What do you think is standing in your way of becoming an entrepreneur?**

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

**MM:** Capital

EN: Capital is a problem

VT: Capital

LM: Capital

VI: Capital

**AB:** Not really much is standing in my way. There is a lot of other things, I still want to travel or maybe study further or even do teaching. Maybe at a later stage. Because business is something that you need to oversee. Also a lot of things happen, like covid now I was just thinking that a lot of things happened, like businesses close down. A lot of things that happen and it’s not just money, you must also think of how you will get that money back

PBC = 5 Lack of capital

1 = There is a lot of things I stil want to do,like study further or go into teaching

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**AM:** Reality of realising that I do not have capital of starting the business. Lack of knowledge about organisation that can assist your.

**CD:** Confusion, I do not know what business to do.

**EF:** Not knowing where to go, but there is BBBE companies do not assist everyone to get information and funding. Its about who you know.

SM: Lack of time because business needs one to invest a lot of time which I don’t have. I may be busy with other things (***she laughs***).

Lack of Capital =4

Lack of time = 1

Confusion = 1

***Focus group 3 (MZ, PV, DR,DN,XW,TG)***

**TG:** I want to first finish my studies one day and then have capital

**XW:** Lack of Capital and I still want to finish my studies.

**MZ:** Capital and stereotypes because women in business are being stereotyped like woman is not supposed to do business, is not supposed to be an entrepreneur, she is not supposed to start it by herself. So this are the things that can be barriers.

**PV:** Business is man dominated world and as women you have to put more effort than man. Because women are expected to look after their families. Even getting capital you have to prove yourself more than a man. Businesses dont just provide capital for women but they can still provide for man. I would say for example, if I approach the bank with a business plan and a man also goes with the same business plan, he would get the loan, not me. Because they think that I would become pregnant and stop working on the business.

**DR:** Because a man does not look after family either than financially. So it is very difficult for us women to do business. In some instances

Stereotypes =3

Lack of capital =2

TG = Want to finish studies first

***Focus group 4 (AJ, PM, DJ, BN, LM,SQ)***

**AJ: Lack of Capital**

**PM:** No Capital

**DJ:** No Capital

**BN:** No Capital

**LM**: No Capital

**SQ:** No Capital

**PBC = 6 Lack of Capital**

***Focus group 5 (ZM, TT, TM, BA,CL,SL)***

**ZM:** Lack of Capital

**TT:** No Capital

**TM:** I want to study further

**BA:** I still want to study further

**CL**: No Capital

**SL:** No Capital to start the business

PBC = 4 lack of capital

Want to study further = 2

**8. In your family is there anyone who owns a business?**

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

No.: Everyone

Absence of business role models =6

***Focus group 2 (CD, NM, EF, AM, SM, EM)***

**SM:** Yes but it is not doing so well

**AM:** No.

**CD:** No

**NM:** No

**EF: Yes my uncle.**

**EM:** No

No business role model = 4

Existing but not doing well = 2

***Focus group 3 (MZ, PV, DR,DN,XW,TG)***

**MZ:** mother used to own one but she struggled because of lack of capital and also I think that the location where the business was situated affected the business negatively. It was situated at the back of the house. So ppl couldn’t see it.

**No the rest of the group**

**Yes = 1**

**No = 5**

***Focus group 4 (AJ, PM, DJ,BN,LM,SQ)***

**AJ, PM, DJ, BN, LM, SQ : all said no**

***Focus group 5 (ZM, TT, TM,BA,CL,SL)***

**ZM, TT, TM,BA, CL, SL : No**

***Focus group 4 (AJ, PM, DJ,BN,LM,SQ)***

**AJ: Lack of Capital**

**PM:** No Capital

**DJ:** No Capital

**BN:** No Capital

**LM**: No Capital

**SQ:** No Capital

**PBC = 6 Lack of Capital**

***Focus group 5 (ZM, TT, TM, BA,CL,SL)***

ZM: Capital

TT: Capital

TM: Capital and I don’t know where to get funding from

BA: Lack of capital and I feel like I don’t even know where to start getting funding

CL : No Capital

SL : No Capital

**9. If you were to open your own business do you think your family members or lecturers would be proud of you and even support you?**

***FOCUS GROUP 1*** ***AB, MM, EN, VT, LM, VI)***

**AB:** They will obviously support

**MM:** Obviously my mother will support me because we are struggling.

**EN: Yes, they will support but I need money first.**

**The rest of the group nodded**

**Supportive mentors = 6 (SN)**

***FOCUS GROUP 2 (CD, NM, EF, AM, SM, EM)***

All students said yes, both lecturers and family would support them.

**Supportive mentors = 6 (SN)**

***Focus group 3 (MZ, PV, DR,DN,XW,TG)***

Yes everyone x 6 (Supportive mentors)

***Focus group 4 (AJ, PM, DJ,BN,LM,SQ)***

Yes everyone x 6 (Supportive mentors)

***Focus group 5 (ZM, TT, TM, BA,CL,SL)***

Yes everyone x 6