

## Which Individual Characteristics Mediate the Relationship Between Social Entrepreneurial Passion and Social Entrepreneurial Intention?

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### Abstract

*Social entrepreneurship, operationalized through social entrepreneurial behavior, focuses on social missions, primarily looking for new solutions to social problems. Social entrepreneurial intention, however, is the main foundation before the emergence of social entrepreneurial behavior. This research examines a model of social entrepreneurial intention empirically tested on undergraduate students involved in innovative business projects. Specifically, this study aims to test the positive relationship between social entrepreneurial passion and social entrepreneurial intention and verify which individual characteristics (i.e., social entrepreneurial self-efficacy, pro-social behavior, and social support) mediate the positive relationship between social entrepreneurial passion and social entrepreneurial intention. The data was collected from 416 undergraduate students and analyzed using the confirmatory factor analysis and Hayes's PROCESS macro approach. The results showed that social entrepreneurial self-efficacy, pro-social behavior, and social support completely mediated the positive relationship between social entrepreneurial passion and social entrepreneurial intention. This study provides theoretical implications for extending the literature regarding the theory of planned behavior in the context of social entrepreneurship. This study also has practical consequences for entrepreneurship educators and policymakers in educational management.*

**Keywords:** *Social Entrepreneurial Passion, Social Entrepreneurial Intention, Social Entrepreneurial Self-Efficacy, Pro-Social Behavior, Social Support.*

### Introduction

Entrepreneurship contributes significantly to creating jobs and providing income for society (GEM, 2024, p. 6). Entrepreneurship can be monitored by entrepreneurial activity (GEM, 2018, 2024). Entrepreneurial activity can be described as the number of individuals launching new businesses (GEM, 2024, p. 4) and be measured by Total early-stage Entrepreneurial Activity (TEA) (GEM, 2018, 2024). Entrepreneurial activity has become a center of attention for scholars and policymakers (Tiwari et al., 2022). Referring to the theory of planned behavior (TPB) (Ajzen, 1991) that entrepreneurial activity can be viewed as entrepreneurial behavior (GEM, 2018, 2024; Bernardus et al., 2020), and entrepreneurial intention can be recognized as a good predictor of entrepreneurial behavior (Mair & Noboa, 2006; Bernardus et al., 2020, p. 2). Entrepreneurial intention is also monitored by GEM (2018, 2024) and is measured by the number of individuals “who intend to start a business within three years” (GEM, 2018, p. 6). In contrast to entrepreneurial intention, social entrepreneurial intention can be described as an individual’s intention to achieve a social mission by launching a social venture (Bacq & Alt, 2018). Social entrepreneurial intention can be recognized as an essential predictor of social entrepreneurial behavior (Mair & Noboa, 2006). Therefore, it is necessary to understand the factors that might influence social entrepreneurial intention to engage in social entrepreneurial behavior effectively. Hockerts (2017) argues that understanding the determinants of social entrepreneurial intention is also essential for entrepreneurship educators and policymakers to involve persons in social entrepreneurial activities (Mansoor and Noor, 2019).

In line with the earlier studies (e.g., Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Naveed et al., 2021; Neneh, 2022; Tiwari et al., 2022), this study aims to examine the factors which influence social

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entrepreneurial intention. The factors not only directly influence social entrepreneurial intention (Naveed et al., 2021; Neneh, 2022) but also indirectly influence social entrepreneurial intention through individual characteristics as mediator variables (Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Neneh, 2022; Tiwari et al., 2022). In terms of social entrepreneurship, individual characteristics can be described as the perceptual variables of personal characteristics that drive individuals' propensity to engage in social entrepreneurial activities (Giannetti & Simonov, 2004; Arenius & Minniti, 2005; Elnadi & Gheith, 2023; Satar et al., 2023). In addition, social entrepreneurial passion as an exogenous variable was found to directly affect social entrepreneurial intention (e.g., Naveed et al., 2021; Neneh, 2022). Therefore, this study specifically aims not only to verify the direct relationship between social entrepreneurial passion and social entrepreneurial intention but also to examine which individual characteristics (Giannetti & Simonov, 2004; Arenius & Minniti, 2005; Elnadi & Gheith, 2023; Satar et al., 2023) mediate the relationship between social entrepreneurial passion and social entrepreneurial intention. This research involves three mediator variables including social entrepreneurial self-efficacy (Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Neneh, 2022), pro-social behavior (Bacq & Alt, 2018; Tiwari et al., 2022), and social support (Hockerts, 2017; Sousa-Filho et al., 2020).

The previous studies regarding the social entrepreneurial intention (e.g., Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Naveed et al., 2021; Neneh, 2022; Tiwari et al., 2022) including the previous ones conducted in Indonesia (e.g., Jadmiko, 2021; Iskandar & Heliani, 2023) are based on the extension of TPB (Ajzen, 1991). This study is also based on the extension of Ajzen's TPB. However, this research examines a new model of social entrepreneurial intention by integrating two models: one proposed by Mair and Noboa (2006) and another by Bacq and Alt (2018). Mair and Noboa (2006) point out that social entrepreneurial self-efficacy as the self-directed enabler and social support as the others-directed enabler are the two essential determinants of social entrepreneurial intention. In line with Mair and Noboa (2006), Bacq and Alt (2018) also argue that the two substantial determinants of social entrepreneurial intention are social entrepreneurial self-efficacy as an agentic mechanism and pro-social behavior as a communal mechanism. Therefore, this study fills the gap by verifying a new model in the context of social entrepreneurship. In addition, earlier studies in Indonesia regarding the determinants of social entrepreneurial intention (e.g., Jadmiko, 2021; Iskandar & Heliani, 2023) have been tested on undergraduate students. This research, however, is different from those previous studies. In line with research by Safari et al. (2023), the subjects of this research were undergraduate students who had been involved in innovative business projects.

## Literature Review

### *Social Entrepreneurial Passion as an Antecedent*

Social entrepreneurial passion refers to an individual's 'shared passion' (Ko et al., 2019), which is characterized by a deep sense of compassion to reduce the suffering of others (Satar & Natasha, 2019) and is expressed through the social entrepreneurial activities (Neneh, 2022). Social entrepreneurial self-efficacy refers to an individual's belief in her or his abilities to successfully engage in social entrepreneurial activities (Bacq & Alt, 2018). An individual's deep sense of compassion may encourage them to perform any social entrepreneurial activities successfully. Such initiative derived from a deep sense of compassion (Satar & Natasha, 2019) may be a powerful fire (Neneh, 2022) for an individual to succeed in social entrepreneurial activities. A passionate person tends to optimize her or his energy in mastering her or his abilities to successfully engage in social entrepreneurial activities (Bacq & Alt, 2018; Satar & Natasha, 2019; Neneh, 2022). Referring to previous studies (e.g., Neneh, 2022; Fallah et al., 2023), social entrepreneurial passion significantly contributes to social entrepreneurial self-efficacy.

Pro-social behavior is an individual's voluntary action to provide others benefits, including helping, sharing, caring, and empathy (Caprara et al., 2005; Fassbender & Luhmann, 2021; Moore et al., 2023). Pro-social behavior may also be viewed as the other-oriented action to alleviate the suffering of others (Miller et al., 2012). According to Xiao and Fu (2022), an individual with a strong social entrepreneurial passion is likelier to prioritize the benefits to others in social entrepreneurial activities. As a passionate individual (Bacq &

Alt, 2018; Satar & Natasha, 2019; Neneh, 2022) with a strong involvement in pro-social behavior, which in turn strengthens an individual to have a strong commitment to compassion (Satar & Natasha, 2019) and a sense of belonging to others (Xiao & Fu, 2022). An empirical study by Xiao and Fu (2022) found a positive relationship between entrepreneurial passion and pro-social behavior.

Social support can be explained as the support that someone expects from the environment around her or him in terms of both financial and non-financial support (Hockerts, 2017). Referring to an empirical study by Breugst et al. (2012), entrepreneurial passion positively impacts employee commitment. In line with Breugst et al. (2012), Cardon et al. (2017) found the domains of entrepreneurial passion, one of which was the entrepreneurial passion for people (for example, establishing a meaningful connection with employees). The findings of Breugst et al. (2012) and Cardon et al. (2017) indicate that the greater the entrepreneurial passion for people, the greater the support of employees for the venture. Like the entrepreneurial passion for people, Cardon et al. (2017) also found the entrepreneurial passion for social missions (i.e., solving the social problems experienced by a group of people). The finding indicates that the greater the entrepreneurial passion for a social mission, the greater the support from the key stakeholders, including a group of people (Cardon et al., 2017). In addition, the degree of social support is determined by the strength of interaction between an individual and the key stakeholders (Neneh, 2022; Fallah et al., 2023).

As a construct, social entrepreneurial intention can be viewed as a development of intention or behavioral intention (Ajzen, 1991) and entrepreneurial intention (Liñán & Chen, 2009). While entrepreneurial intention is the desire of an individual to launch a business (e.g., Bernardus et al., 2020; Fallah et al., 2023), social entrepreneurial intention, on the other hand, is the desire of an individual to start a social enterprise (e.g., Hockerts, 2017; Naveed et al., 2021). Regarding social entrepreneurship, entrepreneurial passion focuses on a social mission (Cardon et al., 2017; Ko et al., 2019). A passionate individual, in turn, tends to solve social problems through establishing social enterprise (Naveed et al., 2021). Referring to previous studies (e.g., Naveed et al., 2021; Neneh, 2022; Fallah et al., 2023) social entrepreneurial passion positively contributes to social entrepreneurial intention. Based on the preceding discussion, the authors hypothesize the following:

H1a. Social entrepreneurial passion is positively related to social entrepreneurial self-efficacy.

H1b. Social entrepreneurial passion is positively related to pro-social behavior.

H1c. Social entrepreneurial passion is positively related to social support.

H1d. Social entrepreneurial passion is positively related to social entrepreneurial intention.

#### *Determinants of Social Entrepreneurial Intention*

Social entrepreneurial self-efficacy is a determinant of social entrepreneurial intention (e.g., Mair & Noboa, 2006; Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Al-Ghazali & Afsar, 2021; Neneh, 2022; Fallah et al., 2023). According to Mair and Noboa (2006), social entrepreneurial self-efficacy is known as the self-directed enabler for an individual's intention to behave in social entrepreneurship. An individual with a high social entrepreneurial self-efficacy may be described as an individual with a strong belief in her or his abilities to successfully perform in social entrepreneurial activities (Bacq & Alt, 2018), specifically to successfully solve social problems through establishing a social enterprise (Naveed et al., 2021). A high social entrepreneurial self-efficacy, in turn, may strongly encourage an individual to solve social problems and build a social enterprise. Referring to previous studies (e.g., Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Al-Ghazali & Afsar, 2021; Neneh, 2022; Fallah et al., 2023; Trajano et al., 2023) that social entrepreneurial self-efficacy positively contributes to the social entrepreneurial intention.

Pro-social behavior determines social entrepreneurial intention (e.g., Miller et al., 2012; Bacq & Alt, 2018; Tiwari et al., 2022; Asyari et al., 2024). Pro-social behavior may be described as compassion to benefit others (Miller et al., 2012; Bacq & Alt, 2018), motivating a person's choice to be involved in social entrepreneurship (Miller et al., 2012). A person with strong pro-social behavior may be described as a person with a strong

commitment to compassion for others (Miller et al., 2012; Bacq & Alt, 2018). A strong pro-social behavior, in turn, may strongly encourage a person to start a social enterprise to solve social problems. Previous studies (e.g., Bacq & Alt, 2018; Tiwari et al., 2022; Asyari et al., 2024) found the contribution of pro-social behavior to behavioral intention (e.g., social entrepreneurial intention).

Social support determines social entrepreneurial intention (e.g., Mair & Noboa, 2006; Hockerts, 2017; Sousa-Filho et al., 2020; Neneh, 2022; Fallah et al., 2023). According to Mair and Noboa (2006), social support is known as the others-directed enabler, which directs an individual's intention to behave entrepreneurially in a social venture. A person with high social support may be viewed as someone with a strong expectation to achieve support from her or his key stakeholders (Hockerts, 2017). High social support, in turn, may strongly encourage a person to launch a social venture to solve social problems. The contribution of social support to social entrepreneurial intention is found in previous studies (e.g., Hockerts, 2017; Sousa-Filho et al., 2020; Neneh, 2022; Fallah et al., 2023; Trajano et al., 2023). In addition, social entrepreneurial passion as a determinant of social entrepreneurial intention has been explained in the previous discussion (see H1d). Based on the preceding discussion, the authors hypothesize the following:

H2a. Social entrepreneurial self-efficacy is positively related to social entrepreneurial intention.

H2b. Pro-social behavior is positively related to social entrepreneurial intention.

H2c. Social support is positively related to social entrepreneurial intention.

#### *Mediating Roles of Social Entrepreneurial Self-efficacy, Pro-social Behavior, and Social Support*

This section discusses the mediating roles of social entrepreneurial self-efficacy, pro-social behavior, and social support in the link between social entrepreneurial passion and social entrepreneurial intention. In line with the arguments of previous studies (Bacq & Alt, 2018; Al-Ghazali & Afsar, 2021), the arguments of those mediating roles are built by combining the arguments of Hypotheses 1 (i.e., H1a, H1b, H1c, and H1d) and Hypotheses 2 (H2a, H2b, and H2c). A person who has a high passion for social entrepreneurship tends to direct her or his focus on a social mission (Cardon et al., 2017; Satar & Natasha, 2019). A person with high self-efficacy for social entrepreneurship tends to successfully perform in social entrepreneurial activities (Bacq & Alt, 2018). Therefore, a person with a high level of social entrepreneurial passion has a high social entrepreneurial self-efficacy, which will strongly encourage that person to be involved in social entrepreneurial activities. Referring to previous studies (Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Al-Ghazali & Afsar, 2021; Naveed et al., 2021; Neneh, 2022; Fallah et al., 2023), social entrepreneurial self-efficacy serves as a mediator variable in the link between social entrepreneurial passion and social entrepreneurial intention.

Individuals with a high passion for social entrepreneurship tend to be compassionate to others (Miller et al., 2012; Satar & Natasha, 2019). An individual with a high pro-social behavior tends to benefit others in daily activities (Miller et al., 2012; Bacq & Alt, 2018), including social entrepreneurial activities. Therefore, social entrepreneurial passion will enhance the level of pro-social behavior, increasing the intention to engage in social entrepreneurship. Previous studies (Bacq & Alt, 2018; Naveed et al., 2021; Neneh, 2022; Tiwari et al., 2022; Xiao & Fu, 2022; Fallah et al., 2023; Trajano et al., 2023; Asyari et al., 2024) indicated that social entrepreneurial passion not only directly influences social entrepreneurial intention, but also indirectly influences social entrepreneurial intention through pro-social behavior.

A person who has a high social entrepreneurial passion tends to provide solutions for social problems (Cardon et al., 2017). The entrepreneurial passion for solving social problems may encourage social support from the key stakeholders (Cardon et al., 2017). Therefore, a high level of social entrepreneurial passion will increase a high level of social support, which in turn encourages an increase in social entrepreneurial intention. According to earlier studies (Cardon et al., 2017; Hockerts, 2017; Sousa-Filho et al., 2020; Naveed et al., 2021; Neneh, 2022; Fallah et al., 2023) that social entrepreneurial passion not only directly influences social entrepreneurial intention, but also indirectly influences social entrepreneurial intention through social support. Based on the preceding discussion, the authors hypothesize the mediation effects of social

entrepreneurial self-efficacy, pro-social behavior, and social support on the positive relationship between social entrepreneurial passion and social entrepreneurial intention:

H3a. Social entrepreneurial self-efficacy mediates the positive relationship between social entrepreneurial passion and social entrepreneurial intention.

H3b. Pro-social behavior mediates the positive relationship between social entrepreneurial passion and social entrepreneurial intention.

H3c. Social support mediates the positive relationship between social entrepreneurial passion and social entrepreneurial intention.

## Methodology

### *Data and Sample*

The researchers selected a sample of undergraduate students from the province of East Java, Indonesia. They had been involved in innovative business projects. The data was collected using a questionnaire as a research instrument. A total of 550 questionnaires were distributed via Google Forms, with 450 returned. After removing 34 incomplete responses, 416 questionnaires were analyzed. Of the respondents, 109 (26.2%) were male and 307 (73.8%) were female. Regarding age, 211 participants (50.7%) were 20 years old or younger, while 205 (49.3%) were older than 20. In addition, 279 students (67.1%) attended a public university, while 137 (32.9%) were from a private university.

### *Measures and Data Analysis*

Social entrepreneurial passion was assessed using three items taken from Satar and Natasha (2019). Social entrepreneurial self-efficacy was measured using four items taken from Bacq and Alt (2018). Pro-social behavior was assessed using 16 items taken from Caprara et al. (2005). Social support and social entrepreneurial intention were each measured using three items from Hockerts (2017). In the study, participants expressed their level of agreement using a five-point Likert scale. This study was administered in *Bahasa Indonesia*. To translate the original English items, the authors used the translation and back-translation methods (Brislin, 1970; Bernardus et al., 2023). The researchers translated the English version into *Bahasa Indonesia*, and then other translators back-translated it into English. The original and back-translated English versions were compared to refine the items further (Bernardus et al., 2023). All items (i.e., the original items and the items in *Bahasa Indonesia*) are listed in the Appendix.

The authors performed confirmatory factor analysis (CFA) to assess both the goodness-of-fit of the measurement model of the construct and its construct validity (Hair et al., 2019a; Bernardus et al., 2023). According to the literature (Hair et al., 2019a; Bernardus et al., 2023), construct validity was evaluated based on convergent validity. To do this, the researchers evaluated the p-values for both the factor loadings (Hair et al., 2019a; Bernardus et al., 2023) and the phi coefficients (Schumacker & Lomax, 2016; Bernardus et al., 2023). The researchers also assessed the reliability of the construct by using composite reliability and Cronbach's alpha (Hair et al., 2019a; Bernardus et al., 2023). Following Hayes (2022), the PROCESS macro approach was employed to test the hypotheses. Specifically, model 4 in the PROCESS macro approach was selected to test the hypotheses (Hayes, 2022). Referring to a study by Bernardus et al. (2023), latent variable scores were used to analyze the relationships among variables, and therefore the PROCESS macro approach was conducted using those scores. According to Jöreskog et al. (2016), latent variable scores were computed through CFA.



## Results

### *Measurement Model of Construct*

As presented in Table 1a, although the chi-square statistic did not achieve an acceptable value, the ratio of chi-square to degrees of freedom met an acceptable standard (e.g., Hair et al., 2019a; Bernardus et al., 2023). The other indices (i.e., RMR, RMSEA, NFI, TLI, and CFI) were within the recommended thresholds (Hair et al., 2019a; Bernardus et al., 2023). Therefore, the goodness-of-fit of the construct's measurement model was considered satisfactory (Hair et al., 2019a; Bernardus et al., 2023). As shown in Table 1a, convergent validity was confirmed, as both all factor loadings and all phi coefficients were positive and statistically significant at the 0.01 level (Hair et al., 2019a; Schumacker & Lomax, 2016; Bernardus et al., 2023). All constructs, except social entrepreneurial passion, had composite reliability and Cronbach's alpha values that exceeded the recommended threshold of 0.70 (see Table 1a). These values indicated that each construct is reliable (Hair et al., 2019a; Bernardus et al., 2023). In contrast, social entrepreneurial passion had composite reliability and Cronbach's alpha values close to 0.7, suggesting it has an adequate level of reliability (see Hair et al., 2019a; Bernardus et al., 2023).

### *Test of Hypotheses*

The hypothesized positive relationships between social entrepreneurial passion as an antecedent and social entrepreneurial self-efficacy (H1a), pro-social behavior (H1b), and social support (H1c) were supported (see Table 2). However, H1d, which predicted the positive relationship between social entrepreneurial passion and social entrepreneurial intention, was not supported (see Table 2). Further, H2a, H2b, and H2c proposed that social entrepreneurial self-efficacy, pro-social behavior, and social support are the determinants of social entrepreneurial intention. These hypotheses (H2a, H2b, H2c) were supported (see Table 2). The H3a, H3b, and H3c proposed that social entrepreneurial self-efficacy, pro-social behavior, and social support would mediate the positive relationship between social entrepreneurial passion and social entrepreneurial intention. These hypotheses (H3a, H3b, and H3c) were supported (see Table 2). This study found the complete mediation (Baron & Kenny, 1986; Hayes, 2022), in which the mediator variables (i.e., social entrepreneurial self-efficacy, pro-social behavior, and social support) completely mediate the positive relationship between social entrepreneurial passion and social entrepreneurial intention. The empirical model of this study is summarized in Figure 1.

Furthermore, the model's predictive power was examined by the explained variance of the endogenous variables (e.g., Hockerts, 2017; Bernardus et al., 2020; Naveed et al., 2021). As seen in Figure 1, the model's endogenous variables consist of social entrepreneurial self-efficacy, pro-social behavior, social support, and social entrepreneurial intention. Social entrepreneurial passion explains 32.5%, 23.6%, and 54.7% of the variance of social entrepreneurial self-efficacy, pro-social behavior, and social support, respectively. Overall, the model's predictive power is 64.7%, meaning that 64.7% of the variation in the social entrepreneurial intention is explained by social entrepreneurial passion, social entrepreneurial self-efficacy, pro-social behavior, and social support. The predictive power of this model can be considered moderately high (Gujarati & Porter, 2009; Hair et al., 2019a, 2019b).

**Table 1.** Measurement Model of Construct

(A) Factor Loading And T-Value, Composite Reliability, And Cronbach's Alpha

Construct and associated items	Factor loading	t-value	Composite Reliability	Cronbach's alpha
<b>Social entrepreneurial passion (SOCPASS)</b>			0.616	0.618
SOCPASS1	0.622	11.510		
SOCPASS2	0.562	10.350		
SOCPASS3	0.586	10.813		
<b>Social entrepreneurial self-efficacy (SOCESE)</b>			0.942	0.918
SOCESE1	0.818	19.891		
SOCESE2	0.860	21.531		
SOCESE3	0.861	21.539		
SOCESE4	0.891	22.781		
<b>Pro-social behavior (PROSB)</b>			0.925	0.921
PROSB1	0.565	12.200		
PROSB2	0.632	14.006		
PROSB3	0.734	17.056		
PROSB4	0.632	14.012		
PROSB5	0.654	14.621		
PROSB6	0.565	12.206		
PROSB7	0.425	8.800		
PROSB8	0.656	14.688		
PROSB9	0.726	16.811		
PROSB10	0.764	18.066		
PROSB11	0.796	19.164		
PROSB12	0.728	16.885		
PROSB13	0.745	17.418		
PROSB14	0.658	14.745		
PROSB15	0.582	12.639		
PROSB16	0.636	14.112		
<b>Social support (SOCSUPP)</b>			0.779	0.777
SOCSUPP1	0.715	15.438		
SOCSUPP2	0.765	16.874		
SOCSUPP3	0.724	15.698		
<b>Social entrepreneurial intention (SOCEI)</b>			0.790	0.779
SOCEI1	0.622	13.070		
SOCEI2	0.794	17.970		
SOCEI3	0.812	18.521		

**Notes.** Overall goodness-of-fit: chi-square = 985.558 (p-value = 0.000, degrees of freedom = 367), ratio of chi-square to degrees of freedom = 2.685, RMR = 0.045, RMSEA = 0.064, NFI = 0.958, TLI = 0.972, and CFI = 0.975. All t-values exceeded 2.6, indicating that all factor loadings were significant at the 0.01 level.

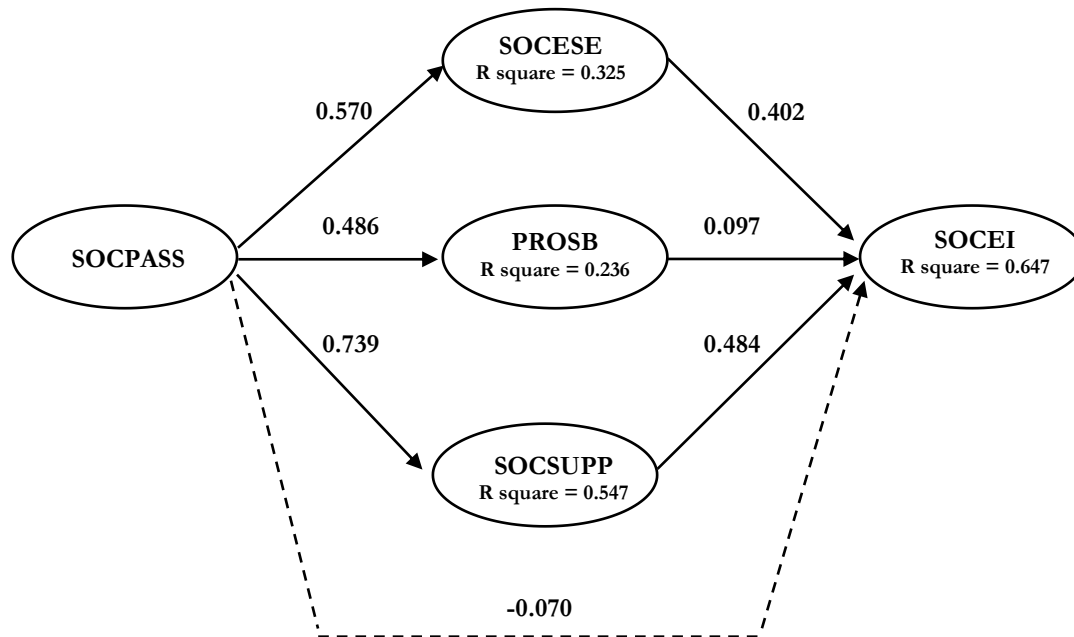
(B) Inter-Construct Correlation Coefficient (Phi Coefficient)

	<b>SOCPASS</b>	<b>SOCESE</b>	<b>PROSB</b>	<b>SOCSUPP</b>	<b>SOCEI</b>
<b>SOCPASS</b>	1.000				
<b>SOCESE</b>	0.558**	1.000			
<b>PROSB</b>	0.477**	0.448**	1.000		
<b>SOCSUPP</b>	0.732**	0.607**	0.563**	1.000	
<b>SOCEI</b>	0.555**	0.698**	0.518**	0.729**	1.000

\*\*p &lt; 0.01.

Table 2. Hypotheses Testing

	Path	Standardized path coefficient	p-value	Result
H1a	SOCPASS → SOCESE	0.570	0.000	Supported
H1b	SOCPASS → PROSB	0.486	0.000	Supported
H1c	SOCPASS → SOCSUPP	0.739	0.000	Supported
H1d	SOCPASS → SOCEI	-0.070	0.120	Not supported
H2a	SOCESE → SOCEI	0.402	0.000	Supported
H2b	PROSB → SOCEI	0.097	0.008	Supported
H2c	SOCSUPP → SOCEI	0.484	0.000	Supported
H3a	SOCPASS → SOCESE → SOCEI	0.229	0.000	Supported
H3b	SOCPASS → PROSB → SOCEI	0.047	0.013	Supported
H3c	SOCPASS → SOCSUPP → SOCEI	0.358	0.000	Supported



—→ Statistically significant path.

- - - → Path that is not statistically significant.

Figure 1. The Empirical Model

## Discussion

Most of the research hypotheses were confirmed in this study. This study found the complete mediation instead of the partial mediation (Baron & Kenny, 1986; Hayes, 2022), and therefore social entrepreneurial passion does not directly influence social entrepreneurial intention, but it indirectly influences social entrepreneurial intention through social entrepreneurial self-efficacy, pro-social behavior, and social support. The finding is generally consistent with the previous studies (e.g., Cardon et al., 2017; Hockerts, 2017; Bacq & Alt, 2018; Sousa-Filho et al., 2020; Al-Ghazali & Afsar, 2021; Neneh, 2022; Tiwari et al., 2022; Xiao & Fu, 2022; Fallah et al., 2023; Trajano et al., 2023; Asyari et al., 2024). A passionate person can be described as someone with an entrepreneurial passion for a social mission, including providing solutions



for social problems (Cardon et al., 2017; Satar & Natasha, 2019). The essence of social entrepreneurial intention is to solve social problems and also lead to the desire to start a social venture (Hockerts, 2017; Naveed et al., 2021). The finding that social entrepreneurial passion does not directly influence social entrepreneurial intention may indicate that the individuals (i.e., respondents) intend to solve social problems rather than start a social venture.

### *Theoretical and Practical Implications*

This study has theoretical implications by contributing to the social entrepreneurship literature. This research verifies a new model, which is based on the extension of TPB in the social entrepreneurship context. The new model presents the determinants of social entrepreneurial intention in terms of ‘the antecedent-mediators-consequence link’. In a new model, social entrepreneurial passion is an antecedent; the mediator variables are social entrepreneurial self-efficacy, pro-social behavior, and social support, and the consequence is social entrepreneurial intention. The new model also has a moderately high predictive power (Gujarati & Porter, 2009; Hair et al., 2019a, 2019b). This research also expands the two models of social entrepreneurial intention, both models proposed by Mair and Noboa (2006) and by Bacq and Alt (2018). According to Mair and Noboa (2006), social entrepreneurial intention is not only determined by the self-directed enabler (i.e., social entrepreneurial self-efficacy) but also determined by the others-directed enabler (i.e., social support). Bacq and Alt (2018) propose two complementary social entrepreneurial intention motivating mechanisms. According to Bacq and Alt (2018), social entrepreneurial intention is determined both by an agentic mechanism (i.e., social entrepreneurial self-efficacy) and a communal mechanism (i.e., pro-social behavior).

In line with the suggestion from Hockerts (2017), this study also has practical implications for entrepreneurship educators and policymakers in the field of educational management. For entrepreneurship educators who aim to enhance student awareness of social entrepreneurship, this study offers valuable insight for entrepreneurship educators in identifying eligible students for participation in social entrepreneurship training programs. The entrepreneurship educators may select the eligible students based on the relevant variables (i.e., social entrepreneurial passion, social entrepreneurial self-efficacy, pro-social behavior, social support, and social entrepreneurial intention). For policymakers in the field of educational management, this study also offers valuable insight into developing social entrepreneurship for students. The policy makers may facilitate the social entrepreneurship training programs, by providing social entrepreneurs as keynote speakers and the social enterprises as laboratories for practices.

### *Limitations and Future Research Directions*

This research, however, has limitations and future research directions. First, a cross-sectional design was employed in this research. A cross-sectional one indicates no causal (i.e., cause-and-effect) relationship (Bernardus et al., 2020; Al-Ghazali & Afsar, 2021; Creswell & Creswell, 2023). To examine the causal relationship, future studies are expected to employ an experimental design (Creswell & Creswell, 2023). Second, the study examined undergraduate students from universities in the province of East Java, Indonesia. To enhance the external validity of the findings, future studies are suggested to examine undergraduate students from universities in other provinces of Indonesia.

### **Conclusion**

This study offers important insights into how social entrepreneurial self-efficacy, pro-social behavior, and social support completely mediate the positive link between social entrepreneurial passion and social entrepreneurial intention. The findings generally confirmed most of the research hypotheses. However, social entrepreneurial passion does not directly predict social entrepreneurial intention. To predict social entrepreneurial intention, social entrepreneurial passion needs the mediator variables.

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## Competing Interests

All authors declare that they have no competing interests.

## Data Availability Statement

The corresponding author can provide the data of this study upon reasonable request.

## Authors' Contributions

Conceptualization – E.H., D.B., and F.D.M.; Methodology – E.H., D.B., F.D.M., M.P.J., S.Y.J., and L.V.E.; Investigation – F.D.M. and M.P.J.; Formal Analysis – F.D.M. and M.P.J.; Writing – Original Draft – F.D.M., M.P.J., and S.Y.J.; Writing – Review and Editing – E.H., D.B., F.D.M., M.P.J., and S.Y.J.; Resources – D.B. and L.V.E.; Project Administration – F.D.M. and M.P.J.; Supervision – E.H.

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*Appendix. Construct And Associated Items, Mean, And Standard Deviation (SD)*

<b>Social entrepreneurial passion [SOCPASS] (Satar &amp; Natasha, 2019).</b>		<b>Mean</b>	<b>SD</b>
SOCPASS1	I have an explicit focus on creating social value. (Saya memiliki fokus yang konkrit pada penciptaan nilai sosial [misalnya, solusi terhadap permasalahan masyarakat].)	3.901	0.699
SOCPASS2	I prefer to take decisions with perceived benefits to others over the decisions with only personal benefits. (Saya lebih suka mengambil keputusan dengan manfaat yang dirasakan orang lain daripada keputusan itu hanya untuk kepentingan diri saya sendiri.)	4.142	0.656
SOCPASS3	I usually set ambitious yet realistic goals in regard to empowerment of people. (Dalam rangka pemberdayaan masyarakat, saya biasanya menetapkan tujuan yang ambisius namun realistis untuk dicapai.)	3.947	0.713
<b>Social entrepreneurial self-efficacy [SOCESE] (Bacq &amp; Alt, 2018).</b>		<b>Mean</b>	<b>SD</b>
SOCESE1	How confident I am in successfully identifying new business opportunities for social change. (Seberapa yakinkah Anda untuk sukses dalam mengidentifikasi peluang bisnis baru yang berorientasi pada pemecahan masalah sosial).	3.909	0.854
SOCESE2	How confident I am were in successfully creating new products to solve social problems. (Seberapa yakinkah Anda untuk sukses dalam menciptakan produk baru guna memecahkan masalah sosial).	3.873	0.887
SOCESE3	How confident I am were in successfully thinking creatively to benefit others. (Seberapa yakinkah Anda untuk sukses dalam berpikir kreatif yang bermanfaat bagi orang banyak [i.e., memecahkan masalah sosial]).	3.909	0.887
SOCESE4	How confident I am were in successfully commercializing an idea for social enterprise. (Seberapa yakinkah Anda untuk sukses dalam mengkomersialkan sebuah ide bagi sebuah usaha sosial [i.e., usaha yang berorientasi pada pemecahan masalah sosial].)	3.822	0.901
<b>Pro-social behavior [PROSB] (Caprara et al., 2005).</b>		<b>Mean</b>	<b>SD</b>
PROSB1	I am pleased to help my friends/colleagues in their activities. (Saya merasa senang atau puas membantu teman-teman saya dalam melakukan kegiatan mereka.)	4.320	0.739
PROSB2	I try to help others. (Saya berusaha untuk membantu orang lain.)	4.476	0.687
PROSB3	I help immediately those who are in need. (Saya segera membantu orang lain yang membutuhkan.)	4.272	0.767
PROSB4	I do what I can to help others avoid getting into trouble. (Saya melakukan apa yang bisa saya lakukan untuk membantu orang lain agar terhindar dari masalah.)	4.298	0.753
PROSB5	I share the things that I have with my friends. (Saya berbagi apa yang saya miliki dengan teman-teman saya.)	4.221	0.812
PROSB6	I am willing to make my knowledge and abilities available to others. (Saya ingin agar pengetahuan dan kemampuan saya bisa dimanfaatkan orang lain.)	4.248	0.888
PROSB7	I easily lend money or other things. (Saya dengan mudah bisa meminjamkan uang atau hal lainnya kepada orang lain.)	3.726	1.070

PROSB8	I easily share with friends any good opportunity that comes to me. (Saya dengan mudah berbagi dengan teman-teman saya mengenai peluang baik yang saya miliki.)	4.050	0.833
PROSB9	I am available for volunteer activities to help those who are in need. (Saya bersedia melakukan kegiatan sukarela untuk membantu orang lain yang membutuhkan.)	4.202	0.820
PROSB10	I try to console those who are sad. (Saya berusaha menghibur orang lain yang lagi bersedih.)	4.267	0.794
PROSB11	I try to be close to and take care of those who are in need. (Saya berusaha dekat dan peduli kepada orang lain yang membutuhkan.)	4.281	0.795
PROSB12	I spend time with those friends who feel lonely. (Saya bersedia meluangkan waktu bersama teman-teman saya yang lagi kesepian.)	4.197	0.836
PROSB13	I am emphatic with those who are in need. (Saya berempati kepada orang lain yang membutuhkan.)	4.373	0.743
PROSB14	I intensely feel what others feel. (Saya bisa benar-benar merasakan apa yang orang lain rasakan.)	3.962	0.883
PROSB15	I easily put myself in the shoes of those who are in discomfort. (Saya dengan mudah menempatkan diri saya pada posisi orang lain, yang bagi orang lain posisi itu tidak nyaman.)	3.964	0.985
PROSB16	I immediately sense my friends' discomfort even when it is not directly communicated to me. (Saya bisa merasakan ketidaknyamanan teman saya meskipun hal tersebut tidak disampaikan secara langsung kepada saya.)	4.192	0.854
<b>Social support [SOCSUPP] (Hockerts, 2017).</b>		<b>Mean</b>	<b>SD</b>
SOCSUPP1	People would support me if I wanted to start an organization to help socially marginalized people. (Orang lain akan mendukung saya, apabila saya berencana mendirikan suatu organisasi yang membantu masyarakat yang terpinggirkan secara sosial.)	3.935	0.720
SOCSUPP2	If I planned to address a significant societal problem people would back me up. (Orang lain akan mendukung saya, apabila saya berencana mengatasi masalah sosial yang krusial [mendesak].)	3.945	0.690
SOCSUPP3	It is possible to attract investors for an organization that wants to solve social problems. (Adalah dimungkinkan untuk menarik investor guna mendukung pendanaan suatu organisasi yang berorientasi pada pemecahan masalah sosial.)	3.909	0.702
<b>Social entrepreneurial intention [SOCEI] (Hockerts, 2017).</b>		<b>Mean</b>	<b>SD</b>
SOCEI1	I expect that at some point in the future, I will be involved in launching an organization that aims to solve social problems. (Saya berharap suatu saat nanti saya akan terlibat untuk mendirikan organisasi yang berorientasi pada pemecahan masalah sosial.)	4.175	0.621
SOCEI2	I have a preliminary idea for a social enterprise on which I plan to act in the future. (Saya sudah memiliki ide awal mengenai sebuah usaha sosial [i.e., usaha yang berorientasi pada pemecahan masalah sosial] dan saya berencana untuk terlibat di dalamnya pada waktu yang akan datang.)	3.820	0.788
SOCEI3	I plan to start a social enterprise. (Saya berencana untuk memulai sebuah usaha sosial [i.e., usaha yang berorientasi pada pemecahan masalah sosial].)	3.913	0.762

Notes:



- Sentences in brackets are the items in the Indonesian adaptation.
- The items of SOCPASS, SOCSUPP, and SOCEI were rated on a five-point Likert scale as follows: 1 = “strongly disagree,” 2 = “disagree,” 3 = “undecided,” 4 = “agree,” and 5 = “strongly agree.”
- The items of SOCESE were rated on a five-point Likert scale as follows: 1 = “not confident at all,” 2 = “slightly confident,” 3 = “moderately confident,” 4 = “confident,” and 5 = “completely confident.”
- The items of PROSB were rated on a five-point Likert scale as follows: 1 = “never true,” 2 = “almost never true,” 3 = “sometimes true,” 4 = “often true,” and 5 = “always true.”