

**THE EFFECT OF PSYCHOLOGICAL TRAITS  
ON ENTREPRENEURIAL INTENTION IN  
MALAYSIA**

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## **ABSTRACT**

This study is to identify the effects of psychological traits on entrepreneurial intentions of higher learning student in Malaysia and study the moderating effect of risk taking propensity. Students from private and public higher learning institution in the Sabah, Malaysia completed measures of Locus of Control, Innovativeness, Tolerance of Ambiguity, Need For Achievement, Risk Taking Propensity and Entrepreneurial Intention. The results of the survey showed that Locus of Control, Innovativeness, Need for Achievement affect the entrepreneurial intention except Tolerance of Ambiguity of students. Except Locus of control, all variable do not provide statistical evidence that risk taking propensity moderate the relationship with entrepreneurial intentions. This paper concludes the study with a discussion of implications of findings and suggestions for future research in this area of study.