

Personality characteristics differences and entrepreneurial intention among Sabah Bumiputera and Chinese entrepreneurs in Tawau, Sabah

ABSTRACT

This study was carried out to understand the relationship between personality characteristics differences and entrepreneurial intention among Sabah *Bumiputera* and Chinese entrepreneurs in Tawau, Sabah. In Malaysia, especially the Chinese is known to be very successful in business. They are well-known for their business skills which brought success to most of them and for sustaining their business endeavor. Thus, a study about the factors of personality characteristics such as locus of control, need for achievement, and risk-taking propensity influencing entrepreneurial intention was undertaken. Quantitative method was used in this study. A survey was conducted by distributing questionnaire to 375 Sabah *Bumiputera* and Chinese entrepreneurs within the town of Tawau. The data collected were analyzed using correlation and t-test analysis. The subsequent results showed that there was high entrepreneurial intention among Sabah *Bumiputera* and Chinese entrepreneurs in Tawau. In addition, there were personality characteristics differences such as locus of control, need for achievement and risk-taking propensity on entrepreneurial intention among Sabah *Bumiputera* and Chinese entrepreneurs in Tawau.