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## Letter of Acceptance

Dear **Andrean Kisima Oei** (Paper #082),

Congratulations!!! On behalf of the IConBEM 2020 program committee, we are pleased to inform you that your paper has been accepted for presentation at IConBEM 2020 conference. The conference will be held on February 01<sup>st</sup>, 2020, in Surabaya, Indonesia. Please follow the listed points to prepare your final version of your paper/abstract:

1. Please revise your abstract based on reviewers' comments below (if any). You should consider putting the affiliation name correctly.
2. Please update your revised version of the abstract to the EasyChair submission system with the full paper attached.
3. Please register for the conference according to the scheduled date. At least one author of each paper needs to register. The registration account is:  
<https://ecommpg.klikbca.com/BCAPGW/Payment/Link?plid=3174>
4. Please directly inform us (Mrs.Anandita- +62-817-035-40-888, or Mrs.Muniroh- +62-851-3247-9080) after you complete the registration payment. Otherwise, we will assume that your paper will be withdrawn automatically.
5. Please visit the conference website to find all the information and updates about the conference venue, location, and conference program.
6. Please note that each accepted paper/abstract should be presented at the conference.
7. Please keep the updated information from the website: <http://bit.ly/iconbem>

We look forward to meeting you at the IConBEM venue.

Best Regards,



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Dr. Ir. Arman Hakim Nasution, M.Eng.Sc  
IConBEM 2020 Conference Chair

Important Dates:

- Early Bird Registration: December 20<sup>th</sup>, 2019
- Final Paper/ Camera Ready Submission: January 03<sup>rd</sup>, 2020
- Late Registration: January 05<sup>th</sup>, 2020
- Conference Date: February 1<sup>st</sup>, 2020



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## **Reviewer's Comments**

The authors propose the research entitled "Trust as a Social Capital for Entrepreneurship to Create Innovation", which we found has a big contribution. The authors can project the overall research summary and explain all the essentials aspects such as contributions, methodology, and findings. Please update the information of the abstract in which it can project the result and insight a bit detail. However, some grammatical errors could be fixed.



# Trust as a Social Capital for Entrepreneurship to Create Innovation

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Salah satu indikator keberhasilan dari seorang entrepreneur dapat diukur dari inovasi yang diciptakannya. Sangatlah penting seorang entrepreneur memiliki kemampuan untuk berinteraksi dan bekerja sama dalam kelompok agar inovasi dapat tercipta. Trust adalah social capital yang membuat kerja sama internal akan dapat berjalan dengan baik. Competitive aggressiveness adalah salah dimensi entrepreneur orientation yang masih kontradiktif dampaknya terhadap inovasi. Penelitian ini ingin mencari tahu hubungan antara trust terhadap competitive aggressiveness dan inovasi serta pengaruh competitive aggressiveness terhadap inovasi. Pengambilan data dilakukan dengan menggunakan kuesioner yang terdiri dari dua bagian, yang pertama berupa pertanyaan terbuka untuk mengetahui permasalahan atau kesulitan yang dialami mahasiswa dan pada bagian kedua berupa pertanyaan dengan skala Likert. Data diambil dari mahasiswa yang mengambil mata kuliah kewirausahaan pada universitas Surabaya. Data yang terkumpul berjumlah 100 dan kemudian diolah dengan analisis PLS-SEM dengan  $\alpha = 5\%$ . Penelitian ini menemukan bahwa trust merupakan faktor yang sangat penting bagi penciptaan inovasi dan mempengaruhi secara positif untuk memunculkan competitive aggressiveness. Trust membuat proses kerja sama dan berbagi informasi dalam kelompok menjadi berjalan dengan baik. Penemuan lain dari penelitian ini juga menunjukkan competitive aggressiveness berdampak positif terhadap inovasi.

*One indicator of the success of an entrepreneur can be measured by the innovation he created. It is essential that an entrepreneur has the ability to interact and work together in groups so that innovation can be created. Trust is a social capital that makes internal cooperation work well. Competitive aggressiveness is one of the dimensions of entrepreneurial orientation that is still contractual in its impact on innovation. This study wants to find out the relationship between trust in competitive aggressiveness and innovation and the effect of competitive aggressiveness on innovation. Data collection collected using a questionnaire consisting of two parts, the first in the form of open questions to find out problems or difficulties experienced by students and in the second part in the form of questions with a Likert scale. The data took from students who took entrepreneurship courses at UBAYA university. The data collected amounted to 100 and then processed by PLS-SEM analysis using  $\alpha = 5\%$ . This study found that trust is a critical factor for innovation creation and positively influences to bring about competitive aggressiveness. Trusts*

*make the process of working together and sharing information in groups work well. Other findings from this study also show that competitive aggressiveness has a positive impact on innovation.*

**Keywords:** *Trust, Social Capital, Competitive Aggressiveness, Innovation.*

## I. <sup>1</sup> INTRODUCTION

Successful of an entrepreneurship education program is determined by the ability to innovate in a business environment with high uncertainty. Technological developments, demographics, and lifestyle changes require the ability to adapt to developing innovation. Innovations produced by entrepreneurs will create new jobs and create new markets in the economic competition (Mustafa and Hernandez, 2016). At present, studies on entrepreneurship indicate that a business innovation model is a key to survival and growth (Oeij et al., 2019; Prieroni et al., 2019; Geissdofer et al., 2018).

Process of developing innovation, the creation of collaboration within the internal organization is crucial in optimizing the capabilities of each member of the organization, including internal knowledge (Burt, 2004). Social interaction between individuals in organizations allows for a coordinating mechanism that is able to solve internal obstacles in the organization (Kilduff and Krackhardt, 2008; Lomi et al., 2014; Uzzi and Spiro, 2005). When an innovation arises from the combination and recombination of knowledge that is facilitated by interpersonal information and shared advice (Brennecke and Rank, 2017), some previous research identified a

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