

# THE IMPACT OF ENTREPRENEURIAL GROWTH MINDSET ON ENTREPRENEURIAL PERFORMANCE MEDIATED BY TECHNOPRENEURIAL COMPETENCIES IN SMES

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## ABSTRACT

This research aims to examine the impact of an entrepreneurial growth mindset on entrepreneurial performance by involving technopreneur competencies as a mediator. Quantitative research was conducted with 100 micro sector MSMEs in the Sawangan and Bojongsari areas, Depok City as samples, using the purposive sampling method. Data analysis was carried out using Smart PLS 3.0 software. The results of the SEM PLS analysis show that the entrepreneurial growth mindset has a positive and significant effect on technopreneur competence. However, an entrepreneurial growth mindset does not have a significant direct impact on entrepreneurial performance. On the other hand, technopreneur competence has a positive and significant effect on entrepreneurial performance, this shows that the level of technopreneur competence plays a role in improving entrepreneurial performance. These results also reveal that the positive impact of an entrepreneurial growth mindset on entrepreneurial performance occurs through the mediator of technopreneurial competence, indicating the important role of technopreneurial competence in linking these two factors.

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## 1. INTRODUCTION

Micro, Small and Medium Enterprises (MSMEs) play a significant role in the Indonesian economy, contributing around 99% of total business units, 60.5% of Gross Domestic Product (GDP), and absorbing 96.9% of the national workforce. Despite facing difficulties during the COVID-19 pandemic, around 84.8% of MSMEs have recovered. The government responded with the National Economic Recovery Program (PEN), the Job Creation Law, and the Proudly Made in Indonesia (BBI) program. Data from the Indonesian Joint Funding Fintech Association (AFPI) shows that in 2020, around 46.6 million of the 64 million MSMEs in Indonesia still lacked access to capital from banks. This encourages the Government to provide support through various financing facilities such as KUR Super Micro, KUR Micro, and so on. The challenges that MSMEs must face in the future include innovation, digital literacy, productivity, legality, financing, branding, human resources, standardization, equal distribution of guidance, training, facilitation and a single database, (Limanseto, 2022).

In facing the huge impact of the Covid-19 pandemic on MSMEs, business actors need to take proactive steps. (Fadilah et al., 2020) recommend several strategies, such as serving consumers through online platforms, improving quality and hygiene management, and making temporary changes to business methods. In addition, the government needs to provide support with social assistance, tax incentives, credit restructuring and broader capital financing. (Silvatika, 2020), (CNBC Indonesia, 2020), highlighting the importance of adapting MSMEs to the new normal by being responsive to changes in consumer behavior, investing in business digitalization, improving product quality, promotions, collaborating with various parties, and utilizing social media. It is hoped that this strategy will help MSMEs overcome challenges in rapidly changing conditions. In facing the new normal, MSMEs must be responsive to changes in consumer behavior, digitalize their business, improve product quality, invest in promotions, collaborate with other parties, utilize social media, and be flexible in adapting business models to be able to overcome challenges in this rapidly changing era.

In the industrial era 4.0, MSMEs must compete based on innovation, creativity and digital technology to improve product and service quality and update business models. Even though they are faced with challenges such as lack of knowledge, limited resources, and data security problems, MSMEs must prepare themselves and improve their abilities in using digital technology. This helps them expand

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markets, increase efficiency, and compete in a competitive global market (Fachrurozi, 2023) . A business model involves elements such as value offerings, customer segments, distribution channels, revenues, costs, resources, key activities, and partnerships that form a business strategy. Changes in business models include an emphasis on digital technology, the sharing economy , sustainability and social responsibility. Business model research focuses on change, performance, design, and innovation to overcome challenges such as new technologies and create value for stakeholders and society (Wirtz et al., 2016) .

In a business world that continues to grow, the important role of entrepreneurship in driving economic growth and innovation is very important . In this context, the concept of entrepreneurial growth mindset has emerged as a significant psychological factor influencing the outcomes of entrepreneurial ventures. This mindset, characterized by a tendency to accept challenges, view failure as an opportunity to learn, and foster a passion for continuous improvement, the entrepreneurial growth mindset *influences entrepreneurial behavior* and outcomes , due to its potential impact on entrepreneurial performance ( *entrepreneurial performance* ). Entrepreneurial growth mindset, a concept rooted in the work of pioneers (Carol S, 2006) , which emphasizes flexibility of capabilities and commitment to continuous growth. Entrepreneurs with a *growth mindset* tend to display high resilience, adaptability, and a willingness to explore innovative solutions to complex problems. Research has established a relationship between *entrepreneurial growth mindset* and entrepreneurial success, showing its positive influence on opportunity recognition, risk taking, and the ability to navigate uncertainty (Hmieleski & Corbett, 2008) . The concept of entrepreneurial competence has emerged as an important factor that shapes an entrepreneur's ability to effectively manage and navigate the complexity of business operations. Entrepreneurial competencies include a variety of skills, knowledge, and behaviors that contribute to entrepreneurial success. These competencies extend across dimensions such as opportunity identification, strategic planning, resource allocation, and networking skills (Bacigalupo et al., 2016) . Research underlines their role in enhancing entrepreneurs' capacity to seize opportunities, manage risks, and adapt to dynamic market conditions , (Rauch et al., 2009) .

In the current era of advanced technology, *technopreneurship* , which is determined by desires, preferences, plans and behavioral expectations, is thriving. This depends on *self-efficacy* in Information and Communication Technology (ICT), including the ability to use technology effectively. This self-efficacy, coupled with creativity, entrepreneurial orientation, and technopreneurial learning, plays an important role in shaping the intentions and success of aspiring technopreneurs. Although the research landscape regarding technopreneurship is emerging, it emphasizes the importance of self-confidence, creativity, and mastery of technology in the entrepreneurial journey. Technopreneurship, as a combination of technology and entrepreneurship, underscores the important role of creativity in forming innovative businesses and driving economic growth. The synergy between technopreneurship and creativity highlights their joint impact on business performance and adaptation in a rapidly evolving global landscape. On the other hand, technopreneurship combines cutting-edge technological knowledge with entrepreneurial acumen, enabling the creation and efficient management of businesses. The application of new technologies, marketing strategies, and leadership practices, has the power to shape businesses and markets, ultimately improving business performance and building competitive advantage. Especially for MSMEs, technopreneurship is the key to achieving competitive advantage. Entrepreneurial skills, especially in the digital era, have a central role in increasing the competitiveness of MSMEs. Overall, technopreneurship, which is a dynamic blend of technology and entrepreneurship, is emerging as a key contributor in strengthening business competitiveness and enabling adaptation to changes in emerging market trends, ( Pirdaus et al., 2022) , (Olusegun et al., 2019) , (Rusliati et al., 2022) , (Utomo & Santoso, 2022) .

Business Performance *is* an evaluation of a company's success in achieving its stated goals, including aspects of finance, operations, marketing, human resources and other factors that influence the company's growth and sustainability. MSME performance is a measure of the achievement and effectiveness of small and medium enterprises in achieving their business goals, with limited resources. Performance evaluation is carried out from various perspectives, using financial and non-financial measures for strategic decision making and achieving long-term success. For MSMEs, performance is important to understand their role in the economy, including creating jobs, driving economic growth and contributing to innovation. External and internal environmental factors influence MSME performance, such as company size, capital structure, innovation, international orientation, access to resources, and business environment, ( Cicea et al., 2019) , (Mahmudova & Kovács, 2018) , (Kaur, 2006) .

Research on the relationship between entrepreneurial growth mindset and entrepreneurial performance has been widely conducted, but still needs further understanding. In this case, the concept of technopreneur competency becomes relevant, including the skills, knowledge and behavior that support effective business management. On the other hand, in technopreneurship which is related to technology-based entrepreneurship, technopreneurial competence becomes important, with a focus on taking risks, self-efficacy, *net working*, communication, technical skills, special knowledge.

### Formulation of the problem

With the background of existing phenomena and previous research, the formulation of the problem in this research is whether there is a direct influence between *Entrepreneurial Growth Mindset* (EGM) and *Entrepreneurial Performance* (EP) and whether there is an indirect influence between *Entrepreneurial Growth Mindset* (EGM) and *Entrepreneurial Performance* (EP) is mediated by *Technopreneurial Competencies* (TC). Meanwhile, the objectives of this quantitative research are as follows:

1. Proving that there is positive and significant direct influence between Entrepreneurial Growth Mindset (EGM) and Technopreneurial Competencies (TC).
2. Proving that there is positive and significant direct influence between Entrepreneurial Growth Mindset (EGM) and Entrepreneurial Performance (EP).
3. Proving that there is positive and significant direct influence between Technopreneurial Competencies (TC) with Entrepreneurial Performance (EP).
4. Proving that there is indirect influence of Growth Mindset (EGM) with Entrepreneurial Performance (EP), mediated by Technopreneurial Competencies (TC).

This research has benefits and contributions in various fields, namely contributing to the literature by explaining the mechanism of entrepreneurial growth into real results in the context of technopreneurship. By introducing the concept of technological competencies as a mediating variable, this research expands the understanding of how technology-related skills and behaviors strengthen the impact of growth mindset on entrepreneurial performance.

## 2. METHOD

The samples in this research were MSMEs in the Sawangan and Bojongsari areas. The sampling technique is purposive sampling with the criteria for respondents being that they are still active as MSMEs, the sample size is 100 MSMEs. Data collection via offline questionnaires. 100 data were collected, the questionnaire was measured using a Likert scale of 1 to 5. To provide an overview of the respondents regarding the existing statements, researchers used index value measurements as a descriptive analysis calculation with interpretation based on *the three box method*, (Ferdinand, 2018).

**Table 1.** Interpretation of Respondent Index Values

Index Value	Interpretation
20% - 47%	Low
47.01% - 74%	Medium
74.01% - 100%	High

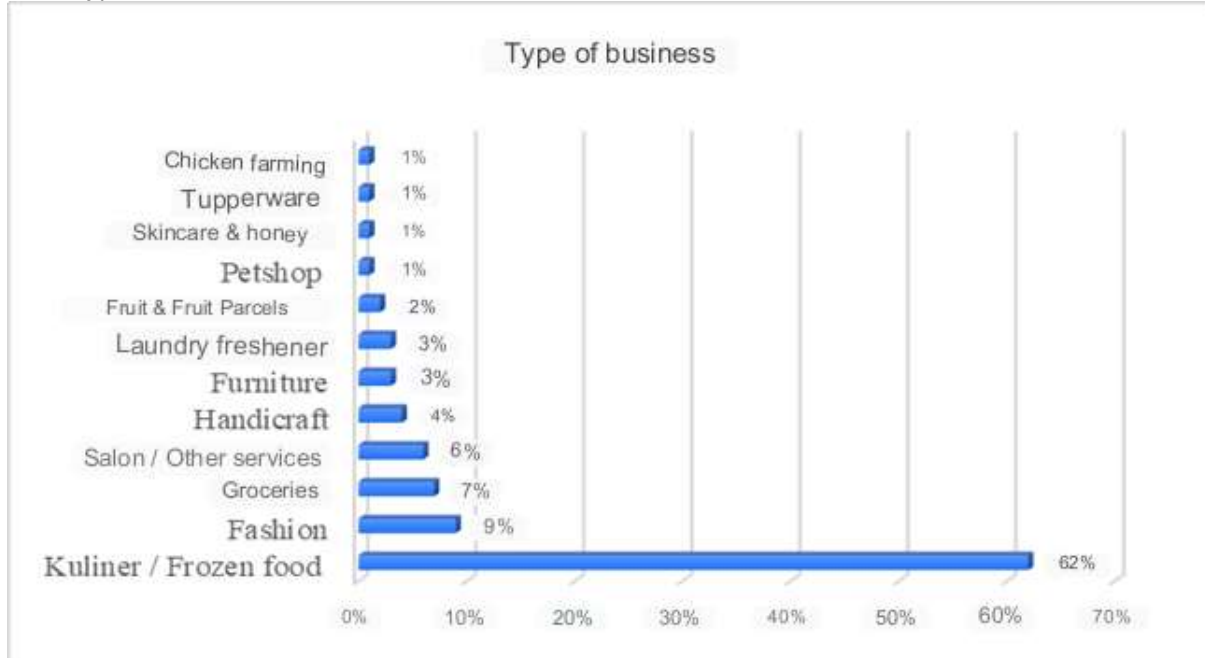
Source: (Ferdinand, 2018).

According to (Hair, Jr et al., 2021), the PLS path model consists of two parts, namely a structural model that links latent variables and shows the relationship between constructs, and a measurement model that shows connections between constructs and indicator variables. SEM PLS is a statistical analysis technique used to model and test correlations between latent variables and observational data in one comprehensive model. Operational definition and measurement of variables

- a. *Entrepreneurial Growth Mindset* is an independent variable, denoted by X\_EGM. EGM is an entrepreneurial growth mindset with indicators: *Entrepreneurship Mindsets*, *Leadership Mindsets*, *Creativity Mindsets*, *Intelligence Mindsets* and *People Mindsets*. *Mindsets of People*). EGM is assessed based on a questionnaire with a Likert scale of 1 - 5
- b. *Technopreneurial Competencies* is an independent variable, denoted by Y\_TC. TC is a Technopreneur Competency with indicators: *Risk -Taking*, *Self -Efficacy*, *Networking*, *Communication*, *Technical Skills*, *Specific Knowledge Skills*. TC is assessed based on a questionnaire with a Likert scale of 1 - 5
- c. *Entrepreneurial Performance* is the dependent variable, denoted by Z\_EP. EP is entrepreneurial performance representing the results and achievements of entrepreneurial efforts. This includes *Sales growth*, *Market growth*, *Profit growth*, *Customer loyalty*, *Attract new customers*. EP is assessed based on a questionnaire with a Likert scale of 1 - 5

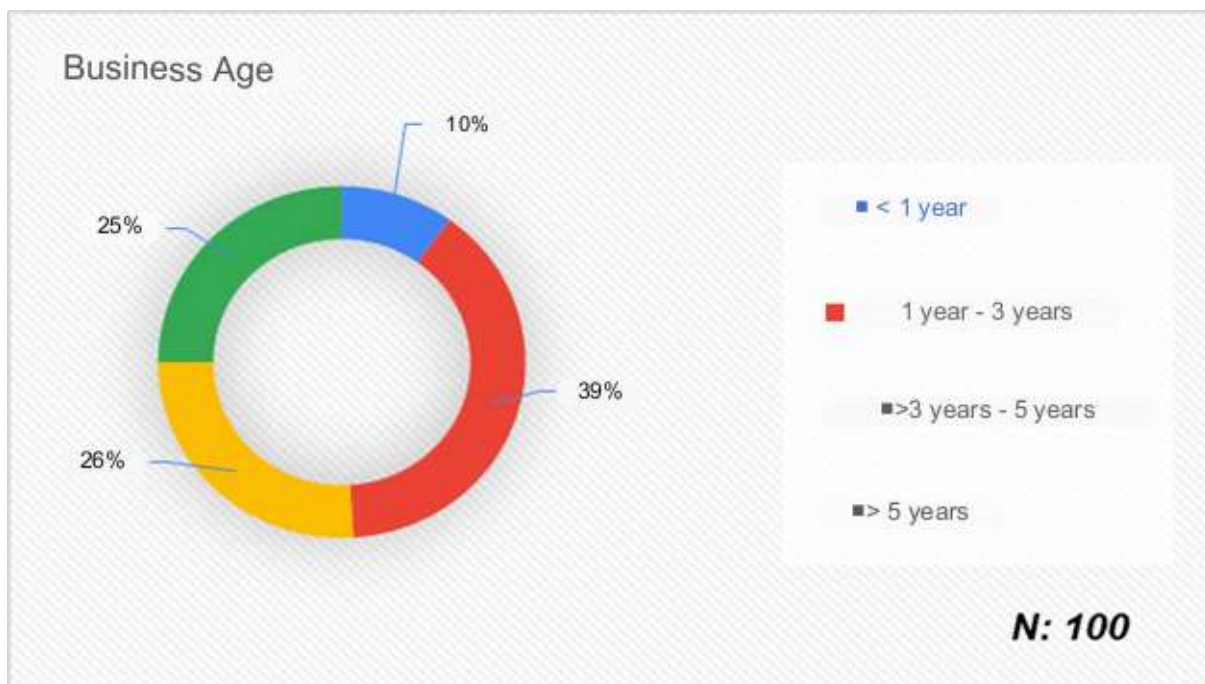
**3. RESULT AND DISCUSSION**

Description of respondent data. There are 12 types of MSME businesses, namely Culinary / Frozen food, Fashion, Groceries, Salon / Other services, Handicraft, Furniture, Laundry fragrances, Fruit & Fruit Parcels, Petshop, Skincare & honey, Tupperware, and Chicken farming. The largest type of business is the culinary/frozen food business at 62%.



**Figure 1. Types of Business**  
Source: Data processed

The age of MSME businesses is dominated by those in the 1 year - 3 year category at 39%, business age > 3 years - 5 years at 26%, and business age > 5 years at 25%, the lowest being business age < 1 year at 10%.



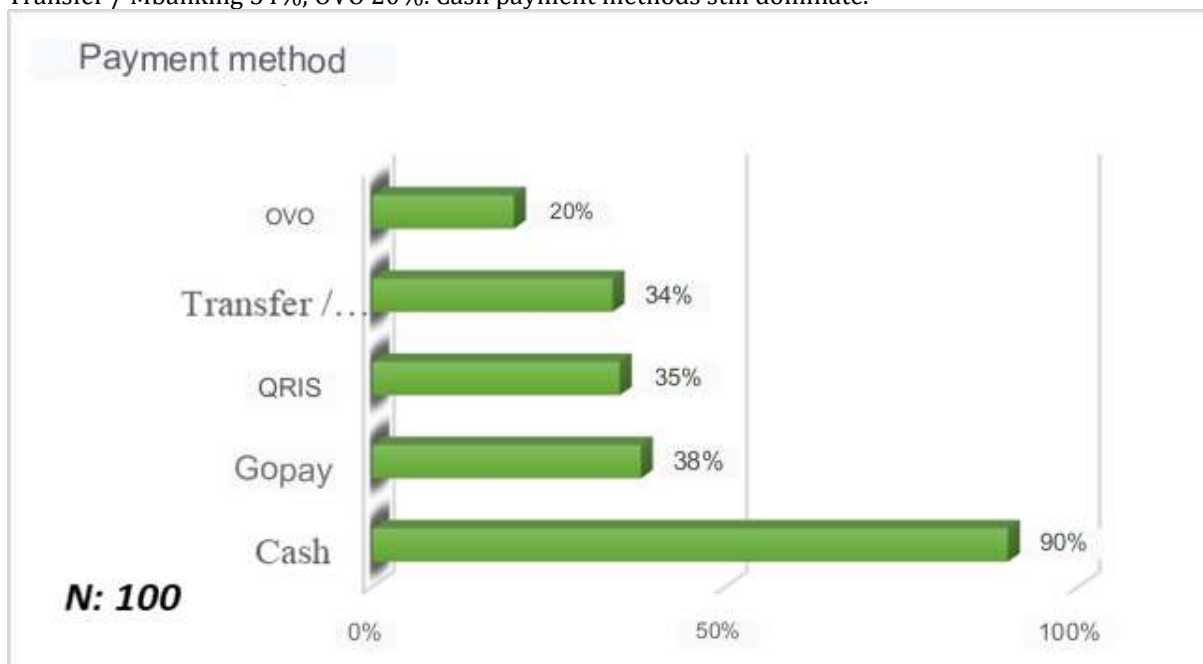
**Figure 2. Business Age**  
Source: Data processed

MSME business capital is dominated in the range < Rp. 5,000,000 as much as 66% and the range Rp. 5,000,000 - Rp. 25,000,000 as much as 26%.



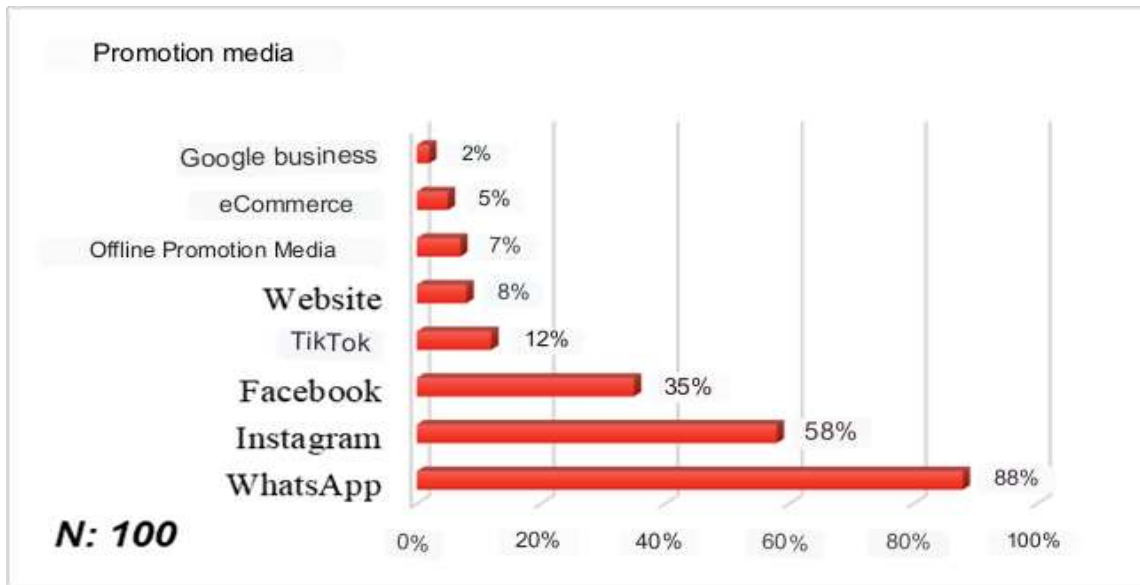
**Figure 3. Business Capital**  
Source: Data processed

MSMEs have provided various payment methods in the form of Cash 90%, Gopay 38%, QRIS 35%, Transfer / Mbanking 34%, OVO 20%. Cash payment methods still dominate.



**Figure 4. Business Capital**  
Source: Data processed

MSMEs have used various promotional media, namely WhatsApp 88%, Instagram 58%, Facebook 35%, Tiktok 12%, Website 8%, Offline Promotion Media 7%, e-Commerce 5%, Google Business 2%. Promotional media via WhatsApp and Instagram are promotional media that are widely used.



**Figure 5.** Business Capital  
Source: Data processed

**Description of research data**

**Table 2.** Frequency of Respondents' Answers to *Entrepreneurial Growth Mindset*

Item No	Frequency (F) EGM Answers					Amount (F x Weight)	Percentage
	1	2	3	4	5		
X_EGM-01	3	7	9	53	28	396	79.2%
X_EGM-02	2	9	14	43	32	394	78.8%
X_EGM-03	2	2	7	46	43	426	85.2%
X_EGM-04	7	12	12	41	28	371	74.2%
X_EGM-05	2	9	11	47	31	396	79.2%
X_EGM-06	2	8	14	41	35	399	79.8%
X_EGM-07	2	7	13	51	27	394	78.8%
X_EGM-08	3	4	8	49	36	411	82.2%
X_EGM-09	6	1	16	43	34	398	79.6%
X_EGM-10	3	5	11	48	33	403	80.6%
<b>Σ</b>	32	64	115	462	327	<b>3988</b>	<b>79.8%</b>
	32	128	345	1848	1635		

Source: Data processed

**Table 3.** Frequency of Respondents' Answers to *Technopreneurial Competencies*

Item No	Frequency (F) TC Answers					Amount (F x Weight)	Percentage
	1	2	3	4	5		
Y_TC-01	1	6	14	50	29	400	80.0%
Y_TC-02	3	7	19	44	27	385	77.0%
Y_TC-03	4	4	11	49	32	401	80.2%
Y_TC-04	2	2	6	47	43	427	85.4%
Y_TC-05	8	10	12	42	28	372	74.4%
Y_TC-06	2	5	11	55	27	400	80.0%
Y_TC-07	4	3	8	42	43	417	83.4%
Y_TC-08	2	5	6	49	38	416	83.2%
Y_TC-09	3	4	7	51	35	411	82.2%
Y_TC-10	3	8	11	51	27	391	78.2%
Y_TC-11	4	1	7	59	29	408	81.6%
Y_TC-12	1	4	6	45	44	427	85.4%
<b>Σ</b>	37	59	118	584	402	<b>4855</b>	<b>80.9%</b>
	37	118	354	2336	2010		

Source: Data processed

**Table 4.** Frequency of Respondents' Answers to *Technopreneurial Competencies*

Item No	Frequency (F) Answer EP					Amount (F x Weight)	Percentage
	1	2	3	4	5		
Z_EP-01	2	3	11	52	32	409	81.8%
Z_EP-02	1	4	9	54	32	412	82.4%
Z_EP-03	2	3	11	48	36	413	82.6%
Z_EP-04	3	17	17	42	21	361	72.2%
Z_EP-05	1	3	6	48	42	427	85.4%
Z_EP-06	1	3	6	42	48	433	86.6%
Z_EP-07	2	2	10	43	43	423	84.6%
Z_EP-08	3	4	6	49	38	415	83.0%
Z_EP-09	3	3	6	52	36	415	83.0%
Z_EP-10	3	8	11	51	27	391	78.2%
<b>Σ</b>	21	50	93	481	355	<b>4099</b>	<b>82.0%</b>
	21	100	279	1924	1775		

Source: Data processed

In tables 2, 3 and 4 it can be seen that the index value for each variable is in the category 74.01% - 100%, with a High *interpretation*. This proves that respondents who answered each question asked answered more with the options of strongly agree and agree.

### Results

Data analysis in table 5 is as follows: Entrepreneurial Growth Mindset (Entrepreneurial Growth Mindset): There are 8 items that measure the entrepreneurial growth mindset. The high outer loading (external factor loading) for all items above 0.7 0 indicates that all items are valid for measuring this construct. Cronbach's Alpha (AC) and Composite Reliability (CR) reached high numbers (0.930 and 0.941), indicating that this construct has a high level of reliability or is very reliable. The Average Variance Extracted (AVE) of 0.615, exceeds 0.60, indicating that variation can be explained by these constructs.

Technopreneurial Competencies: There are 10 items that measure technopreneur competence. High outer loadings for all items above 0.7 0 indicate that all items are valid for measuring this construct. Cronbach's Alpha (AC) and Composite Reliability (CR) reached high numbers (0.951 and 0.957), shows that this construct has a high level of reliability or is very reliable. Average Variance Extracted (AVE) is 0.652, exceeding the value of 0.60, indicating that variation can be explained by this construct. R Square is 0.802 and R Square Adjusted is 0.800, indicating that this construct is quite good at 80% in explaining variations in the dependent variable.

Entrepreneurial Performance: There are 10 items that measure entrepreneurial performance and there is one indicator that is invalid. Outer loadings were high for all items above 0.7 0, indicating that all items well measured this construct. However, there is one indicator that has an outer loading of 0.679, namely item Z\_EP-04, thus this indicator is invalid and deleted. Cronbach's Alpha (AC) and Composite Reliability (CR) reached high numbers (0.939 and 0.948), indicating that this construct has a high level of reliability or is very reliable. Average Variance Extracted (AVE) is 0.672, exceeding the threshold value of 0.6, this shows that the construct has good construct validity in this analysis model. R Square is 0.908 and R Square Adjusted is 0.906, indicating that this construct is quite good at explaining variations in the dependent variable of 90%. In general, the results of the analysis show that the constructs of Entrepreneurial Growth Mindset, Technopreneurial Competencies, and Entrepreneurial Performance have high reliability and have the ability to explain the *Entrepreneurial Performance variable*.

**Table 5.** Outer Loading, Alpha Cronbach (AC), Composite Reliability (CR), AVE, R Square, and R Square Adjusted

Construct/Items	Notations	Outer Loading	Air conditioni ng	CR	AVE	R Squar e	R Square Adjusted
Entrepreneurial Growth Mindset	X_EGM	-	0.930	0.941	0.615	-	-
Entrepreneurial Mindset (Mindsets of Entrepreneurship):	X_EGM-01	0.794					
Leadership Mindset (Mindsets of Leadership):	X_EGM-02	0.817					
Creativity Mindset (Mindsets of Creativity):	X_EGM-03	0.770					
Intelligence Mindset (Mindsets of Intelligence):	X_EGM-04	0.724					
	X_EGM-05	0.753					
	X_EGM-06	0.784					
	X_EGM-07	0.846					

Intelligence):	X_EGM-08	0.826					
People's Mindsets (Mindsets of People):	X_EGM-09	0.717					
	X_EGM-10	0.798					
<b>Technopreneurial Competencies</b>	<b>Y_TC</b>	-	<b>0.951</b>	<b>0.957</b>	<b>0.652</b>	<b>0.802</b>	<b>0.800</b>
	Y_TC-01	0.851					
Taking risks ( <i>Risk-Taking</i> ):	Y_TC-02	0.714					
	Y_TC-03	0.825					
Self-Efficacy ( <i>Self-Efficacy</i> ):	Y_TC-04	0.824					
	Y_TC-05	0.727					
Network (Networking):	Y_TC-06	0.801					
	Y_TC-07	0.753					
Communication (Communication):	Y_TC-08	0.854					
	Y_TC-09	0.804					
Technical Skills (Technical Skills):	Y_TC-10	0.856					
	Y_TC-11	0.857					
Specific Knowledge (Specific Knowledge Skills):	Y_TC-12	0.809					
<b>Entrepreneurial Performance</b>	<b>Z_EP</b>	-	<b>0.939</b>	<b>0.948</b>	<b>0.672</b>	<b>0.908</b>	<b>0.906</b>
	Z_EP-01	0.822					
Sales Growth ( <i>Sales Growth</i> ):	Z_EP-02	0.735					
	Z_EP-03	0.777					
Market Growth ( <i>Market Growth</i> ):	Z_EP-05	0.866					
	Z_EP-06	0.820					
Profit Growth ( <i>Profit Growth</i> ):	Z_EP-07	0.774					
	Z_EP-08	0.884					
Customer Loyalty (Customer Loyalty):	Z_EP-09	0.888					
	Z_EP-10	0.802					
Attract New Customers:							

Source: Smart PLS 3.0 processed results

The results of the Path Coefficients analysis in table 6 are as follows:

X\_EGM -> Y\_TC: The path coefficient from X\_EGM to Y\_TC is 0.896. These results indicate that there is a very strong positive influence from the Entrepreneurial Growth Mindset (X\_EGM) on Technopreneurial Competencies (Y\_TC). A high T Statistics value (34.604) indicates very high statistical significance, and P Values close to zero (0.000) indicate that this relationship is highly statistically significant.

X\_EGM -> Z\_EP: The path coefficient from X\_EGM to Z\_EP is -0.063. These results indicate that the relationship between Entrepreneurial Growth Mindset (X\_EGM) and Entrepreneurial Performance (Z\_EP) is negative, and very weak. The low T Statistics value (0.761) and high P Values (0.447) indicate that this relationship is not statistically significant.

Y\_TC -> Z\_EP: The path coefficient from Technopreneurial Competencies (Y\_TC) to Entrepreneurial Performance (Z\_EP) is 1.009. These results indicate that there is a very strong positive influence from Y\_TC to Z\_EP. A high T Statistics value (14.053) indicates very high statistical significance, and P Values close to zero (0.000) indicate that this relationship is highly statistically significant.

Overall, the analysis results show that Entrepreneurial Growth Mindset (X\_EGM) has a strong positive influence on Technopreneurial Competencies (Y\_TC) and that Technopreneurial Competencies (Y\_TC) also has a strong positive influence on Entrepreneurial Performance (Z\_EP). However, there is no significant effect from X\_EGM to Z\_EP, indicating that there is no relationship.

**Table 6.** Path Coefficients

	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T Statistics ( O/STDEV )	P Values
X_EGM -> Y_TC	0.896	0.896	0.026	34,604	0,000
X_EGM -> Z_EP	-0.063	-0.061	0.082	0.761	<b>0.447</b>
Y_TC -> Z_EP	1,009	1,005	0.072	14,053	0,000

Source: Smart PLS 3.0 processed results

The results of the Specific Indirect Effects analysis in Table 7 are as follows:

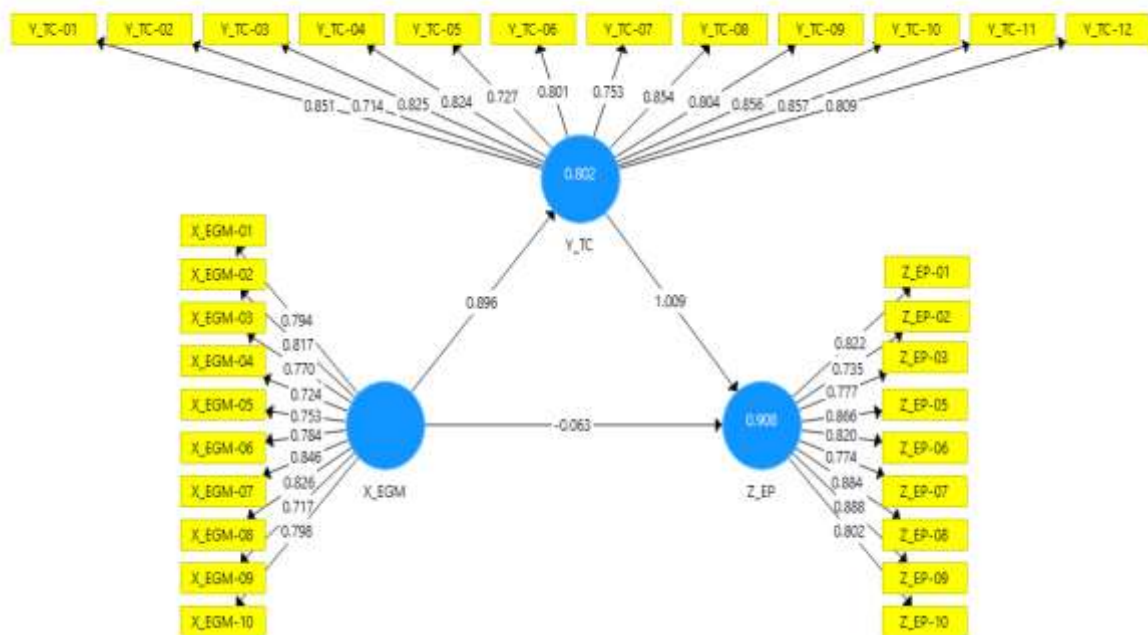
X\_EGM -> Y\_TC -> Z\_EP: Specific indirect effect of Entrepreneurial Growth Mindset (X\_EGM) to Entrepreneurial Performance (Z\_EP) through Technopreneurial Competencies (Y\_TC) is 0.903. These results indicate that there is a strong and statistically significant positive effect from X\_EGM to Z\_EP via the mediator path Y\_TC.

A high T Statistics value (13.803) indicates that this effect is highly statistically significant, and P Values close to zero (0.000) confirm the statistical significance of this effect. Overall, the analysis results show that Technopreneurial Competencies (Y\_TC) act as a strong mediator in connecting Entrepreneurial Growth Mindset (X\_EGM) with Entrepreneurial Performance (Z\_EP).

**Table 7.** Specific Indirect Effects

	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T Statistics ( O/STDEV )	P Values
X_EGM -> Y_TC -> Z_EP	0.903	0.901	0.065	13,803	0,000

Source: Smart PLS 3.0 processed results



**Figure 5.** Path analysis of PLS SEM results  
Source: Data processed by Smart PLS 3.0

## Discussion

The results of SEM PLS 3.0 analysis show that the entrepreneurial growth mindset, which reflects the belief in the ability to learn, adapt and develop in an entrepreneurial context includes leadership, creativity, intelligence and how individuals see and interact with others, which has a positive and significant impact on developing technopreneur competencies. This means individuals with a strong growth mindset are more likely to develop the technical skills required in technology-based entrepreneurship. This finding is supported by previous research from several sources (Dasput et al., 2023) , (Morris & Tucker, 2023) , (Kuratko et al., 2021) , (Billingsley et al., 2021) , (Lee et al., 2020) , (Carol S, 2006) .

Other research by (Asenge et al., 2018) , emphasized that creativity and business alertness play an important role in SME performance, and an entrepreneurial mindset includes attributes such as innovation, creativity, business alertness and risk taking. Overall, an entrepreneurial growth mindset has a significant impact in improving an entrepreneur's performance, with belief in growth ability, resilience, adaptability, willingness to take risks, and a focus on improving performance as factors that influence success.

Entrepreneurial competence plays a central role in determining business success, especially for micro, small and medium enterprises (MSMEs), including knowledge, skills and attitudes that are crucial for improving performance. The research results show that this competency involves the internalization of personal values and experiences that can be learned from. The study confirms that entrepreneurial competence and a proactive attitude have an important role in improving the performance of MSMEs, with technical and managerial skills playing a vital role in overcoming competitive challenges and

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business development. In the context of technology and the digital era, technopreneurship is the main key to increasing the competitiveness of MSMEs, with a focus on a dynamic combination of technology and entrepreneurship. Overall, technopreneurship is emerging as a key factor in strengthening business competitiveness and adapting to changes in emerging market trends. This is supported by research, (Phelan et al., 2012) , (Prakasa & Putri, 2020) , (Lieyhung & Soelaiman, 2022) , (Tresliyana Suryana et al., 2021) , (Pirdaus et al., 2022) , (Oyedele & Oyero, 2022) , (Rusliati et al., 2022) , (Utomo & Santoso, 2022) .

The influence of the Entrepreneurial Growth Mindset on Entrepreneurial Performance indicates that individuals or entrepreneurs who have a strong entrepreneurial growth mindset tend to achieve better performance in their businesses. Belief in growth and learning motivates them to take risks, overcome obstacles, and seek opportunities, which in turn can improve their entrepreneurial outcomes, such as sales growth, profits, and overall business success. However, the results of the SEM PLS 3.0 analysis in this research found that there was no positive and significant direct influence between Entrepreneurial Growth Mindset and Entrepreneurial Performance. This is not in line with research (Artha & Wahyudi, 2021) , Creative Mindset has a significant effect and has a positive correlation with Entrepreneurial Success . According to (McClelland, 1987) , creativity is one of the characteristics of every successful entrepreneur Entrepreneurs definitely have a goal to become a successful entrepreneur, but there are many factors involved One way to achieve this goal is a creative mindset. According to (Puentes-Díaz & Cavazos-Arroyo, 2017) creative mindset, especially growth mindset, has a positive influence on achieving goals.

The results of the analysis show that technopreneur competence has a very strong positive influence on entrepreneurial performance. This indicates that technical abilities and competencies related to technology play an important role in improving business performance. Research (Olusegun et al., 2019) , examined the impact of technopreneurship on agricultural business performance in Abeokuta, Ogun State. The results show that technological innovation and technological opportunities have a significant influence on competitiveness and operational efficiency. This positive relationship is influenced by companies' innovation and proactiveness in adopting technology, which in turn, improves their business performance. Thus, technopreneurship and the use of technology can help businesses achieve better performance. Technopreneurship has a significant influence on innovation, product quality, promotion, marketing, market penetration, and product development strategies and even delivery of technology-based products. This means that technopreneurship is a collaboration between business and the application of technology, both in processes, systems, parties involved, and products produced to maintain business sustainability. (Rusliati et al., 2022) . (Adam & Alarifi, 2021) reveal that the innovation practices adopted by MSMEs to overcome the challenges faced by COVID-19 have a positive impact on the performance and likelihood of survival of MSMEs.

The research results prove that Technopreneurial Competencies act as a strong mediator in connecting Entrepreneurial Growth Mindset with Entrepreneurial Performance. In the context of mediation, entrepreneurial growth mindset (EGM) does not directly influence entrepreneurial performance (EP), but through its influence on technopreneur competence (TC). In other words, individuals or companies that have a strong growth mindset tend to develop better technopreneurial competencies, which in turn contribute positively to their business performance. Based on the literature review, the components of entrepreneurial competence that have the most significant and positive impact on MSME performance include opportunity and innovation competence, relationship competence, conceptual, commitment, strategic, organizational and resource management abilities. In addition, analytical, operational, human resource, learning, and personal strengths competencies were also found to have a positive and significant relationship with organizational capabilities. This shows that a number of diverse entrepreneurial competencies can contribute positively to a company's ability to achieve better performance, (Jemal, 2021) . In contrast to research results (Anggriani & Kistyanto, 2021), entrepreneurial leadership, which is an indicator of (EGM), does not influence organizational performance (EP) through product innovation, which is an indicator of (TC).

#### 4. CONCLUSION

The conclusion from the results of this SEM PLS 3.0 analysis is that the entrepreneurial growth mindset has a positive and significant influence on technopreneur competence. However, the entrepreneurial growth mindset does not have a positive and significant influence on entrepreneurial performance directly. On the other hand, technopreneur competence has a positive and significant influence on entrepreneurial performance, which shows that the level of technopreneur competence

contributes to entrepreneurial performance. In addition, the results show that the positive influence of entrepreneurial growth mindset on entrepreneurial performance occurs through the mediator of technopreneur competence, which indicates that technopreneur competence acts as a mediator between entrepreneurial growth mindset and entrepreneurial performance. Based on these findings, suggestions that can be given are the importance of developing technopreneur competence as one of the main factors in improving entrepreneurial performance. Additionally, training and education programs that support the development of an entrepreneurial growth mindset can also provide significant benefits. Organizations and individuals with an interest in entrepreneurial and technopreneur development need to consider efforts to strengthen the link between entrepreneurial growth mindset and technopreneur competency, with the ultimate goal of effectively improving entrepreneurial performance. In addition, further research can be conducted to understand more deeply other factors that may influence the relationship between entrepreneurial growth mindset, technopreneur competence, and entrepreneurial performance.

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