

## **Psychopathology in Entrepreneurship in Medan, North Sumatra**

**Rianda Elvinawanty, Soemarco Chaiyadi, Firda Amelia, Khairunnisa\***

Fakultas Psikologi, Universitas Prima Indonesia, Medan, Indonesia

*\*e-mail: khairun.annisaa18@gmail.com*

### **Abstract**

Entrepreneurs in conducting their business can experience failures that can occur at any time. As a result of the failure of entrepreneurship is very diverse, such as stress, depression, and experiencing mental stress. This research aimed to explain the psychopathological picture of failed entrepreneurs. This research used qualitative research methods and the sampling technique used is purposive sampling technique. Data obtained through interview and observation methods. The reason researchers used this research technique was to find more about psychopathological aspects of failed entrepreneurs. The results showed that entrepreneurship psychopathology has a significant role in determining success and failure in entrepreneurship. Of all the subjects, the sense of distrust is the aspect that has the most significant role.

*Keywords: Entrepreneur, Failed, Psychopathology, Purposive Sampling, Qualitative Research.*

### **1. Introduction**

Entrepreneurs in carrying out their business can experience failures that can happen at any time. Entrepreneurial failure and success is very dependent on the individual who carries out the business. Entrepreneurial failure is a condition in which the effort is not successful or the goal is not achieved, while success is a state of success or success, meaning that entrepreneurial success is a state of successful, successful, achieved business. The consequences of failure in entrepreneurship are very diverse. Stress, depression, experiencing mental stress, are some examples of the consequences of failure in entrepreneurship, as expressed by an entrepreneur who owns the "Men's Republic" business, Yasa Singgih. He had experienced failures in entrepreneurship and experienced depression and experienced mental stress, even though he had experienced failures, he never gave up and succeeded in becoming a successful entrepreneur (Muhammad Idris, 2016).

Not everyone is able to get out of depression and mental stress as easily as Pak Yasa Singgih and start over from scratch, failure can become an obstacle or burden that cannot be resolved, and suicide is only the last solution. Chin Andreas (49) is an oil entrepreneur in Central Jakarta, Andreas was found dead by hanging himself at the residence of his parents on July 2, 2014, it was discovered that Andreas had just gone bankrupt from his oil business, based on witness testimony it was found that Andreas suffered from depression due to failed efforts (DetikNews, 2014). Based on the case, it can be seen that the most fatal consequence of failure in entrepreneurship is suicide, there are several internal factors that cause failure in entrepreneurship. According to Hisrich (2007) there are 4 internal aspects that cause failure in entrepreneurship, namely need for control, a sense of distrust, desire for applause, and a self-defense mechanism.

Need for Control (desire to control) is an impulse that arises from within the individual, and makes the individual feel powerful, influential, and strong. The greatest fear of individuals is the inability to control others. Averill argues that self-control is an individual's ability to modify behavior, an individual's ability to manage desired and unwanted information, and an individual's ability to choose an action based on something that is believed, this definition emphasizes the individual's ability to choose actions that are in accordance with what he believes (Gufron and Rinawati, 2011). Need for control makes individuals direct all their abilities out of themselves to seek and control the surrounding environment, these individuals tend to micromanage and direct the actions of others and are very rigid (Jeffrey Kaplan, 2019). In the interview with the first subject, when faced with a problem the subject tends to solve the problem on his own without asking for help from his employees:

**"Of course, it is often yes, because I can't let them work carelessly, so I have to keep controlling, if it's not controlled, the work will go wrong, I might just arrange the documents wrong, so I have to go to the field and control their work. continuously, so that the work can be good later".**

Based on the answers from the subject, it was found that the subject also had a sense of distrust with his own employees, so he preferred to solve his own problems. A sense of distrust (distrust) is a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, the positive side of this trait is that individuals will be more aware of competition, but the negative side of the individual will heed other problems. , and only focus on problems that have not occurred, because the feeling of suspicion they have, especially when combined with the desire to control will lead the effort to failure. According to Francis Fukuyama (1995) trust is an expectation that appears in ordinary, good, and cooperative communities, based on mutually agreed norms, to other members of that community. If an individual is unable to put his trust in other community members or in his employees, it will destroy the established norms. This aspect can be seen from the following first subject statement:

**"If there is a problem, I will solve it myself, because this is my problem, it has nothing to do with other people. In the future, if my employees interfere with this problem it will become their gossip, then they won't work and spread useless gossip. OK, I better finish it myself".**

The desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated or considered a hero, are characteristics of entrepreneurs who have a desire for applause, according to William James (2007). or attention as the concentration of the mind, in a clear and sharp form, on one of several simultaneous objects or from a series of thoughts, attention is a state change from sleepiness to being alert and focused on an object and a decreased focus on the surroundings (Posner and Rothbart, 2007), increasing attention makes individuals forget their surroundings and only focus on what they want, this aspect can be seen through the desire to gain achievement and recognition from others, the following is the second subject statement:

**"If achievement is definitely important, it is the same as recognition, for example we are in the food business, if we make food, of course it must be of high quality, and if our products turn out to be delicious, it will get recognition from many people, so our business will increase, so that's the important thing "**

The self defense mechanism is issued when the individual is experiencing problems and tries to avoid accusations directed at him, Freud's theory states that the self defense mechanism is a form of the individual's unconsciousness in facing reality, each individual has a tendency to direct the problem outward, scapegoating is one way. from individuals in stating that they are never wrong (Sigit Sanyata, 2009), this statement is supported by the results of interviews with the second subject:

**"For example, my company gets accusations from other people, the first thing I do is find out first, whether my employees are at fault or my product is wrong, because my employees and my products interact with customers directly"**

In accordance with the theory described above, it can be seen that the four causes of failure in entrepreneurship are part of psychopathology, Mujib and Muzakir (2001) suggest that psychopathology or mental illness is illness that appears in the form of unstable mental behavior and function. The term psychopathology refers to a broad syndrome, which includes abnormalities of the senses, cognition, and emotions. The prevailing assumption in this field is that a psychopathological syndrome or a symptom is not merely a predictable response to a specific psychological distress symptom, such as the death of a loved one, but is more a psychological manifestation or biological dysfunction of a person (Wahidah, 2016).

Based on the cases and theories described above, it can be seen that need for control, a sense of distrust, desire for applause, and self-defense mechanisms are aspects that affect entrepreneurial failure. Based on the reasons above, the researcher is interested in researching "Psychopathology in Failing Entrepreneurs". The formulation of the problem of this study is "What is the psychopathological picture of failed entrepreneurs?", While the purpose of the study is to explain the psychopathological picture of failed entrepreneurs. Meanwhile, the benefit of this research is to provide information and explain to the public about the psychopathological picture of failed entrepreneurs.

## **2. Methodology**

According to Conny (2010), "the sample for qualitative methods is purposive in nature, meaning that it is in accordance with the aims and objectives of the research. The qualitative method sample does not emphasize the number or representation, but rather on the quality of information, credibility and wealth of information possessed by informants". In this study, the sampling technique used was purposive sampling technique, which is "a technique for determining research samples with certain considerations that aim to make the data obtained later more representative," (Sugiyono, 2018). The sample characteristics in this study are entrepreneurs in the city of Medan who have or are currently running a business, entrepreneurs who have failed in doing business, and entrepreneurs who have a stagnant or undeveloped business for 6 months, the subject you are looking for is over 21 years of age without a maximum age limit. The sample to be examined in this study were 5 people.

"Qualitative observations are observations made by researchers in a natural setting with the aim of exploring or exploring a meaning. During the observation process, researchers need to make field notes during and after the observation process regarding important events or phenomena that exist in the context of the research and research subjects," (Johnson & Christensen, 2004). In this study, the researcher recorded how the subject sat and how the subject reacted when the researcher gave a certain question.

According to Mcleod (2003), "interviews are a flexible way to gather detailed and personal research data." The interview used in qualitative research is an in-depth interview which has the aim of obtaining in-depth information about subjective meanings, thoughts, perceptions, beliefs, and motivations. Generally, the data collected through interviews is verbal data obtained through conversation or question and answer. Because writing the results of the interview has many weaknesses, during the interview the researcher used a tape recorder to ensure that the results obtained were maximized. According to Moleong (2006), "data analysis procedures in qualitative research are collecting and recording data in the form of words or sentences, grouping data into certain categories according to the subject matter to be answered (first, data filtering is carried out to select data in

accordance with the subject matter). The second problem is coding in various categories), conducting initial interpretations of each category, identifying the theme of the interview or main categories of the collected data, writing the final results, interpreting or analyzing the data obtained. "

In this study, there are 2 stages of research, namely the research preparation stage by preparing materials about the research to be studied and contacting the subject to make an interview agreement. After preparing the materials, the researchers made interview guidelines. The interview guide contains questions based on aspects of the research that will be asked to the subject. Furthermore, the researcher looks for subjects that match the characteristics of the research subject. For this reason, before the interview was carried out, the researcher asked the subject about his readiness to be interviewed and provided informed consent in order to obtain the subject's consent in conducting the interview.

The research implementation stage is by making an agreement with the subject regarding the time and place to carry out the interview based on the guidelines made. Furthermore, researchers conducted data analysis and psychological dynamics. After that the researchers made the conclusions made, the researchers provided suggestions for further research. In qualitative research the researcher is a research instrument. Validation of research as an instrument includes validity of understanding qualitative research methods, mastery of interviews of the problem under study, readiness of research to enter the field. Validity is the degree of accuracy between the data that occurs on the object of research and the power that can be reported by the researcher.

According to Sugiyono (2005), "in qualitative research, data findings are declared valid if there is no difference between what the researcher reports and what actually happens to the object under study. The reliability of qualitative research is that it is multiple or multiple, always changing and dynamic, so that nothing is consistent and repetitive as before. This depends on the construction of each individual with various backgrounds. In qualitative research there is no fixed, constant, stable data, besides that the method of reporting research is individualistic, always different for each person. Researchers provide reports according to their own language and way of thinking, thus in collecting data the individualistic elements of the research process itself are always personalistic and no two researchers will use the same two methods. "

### **3. Result and Discussion**

This study used 5 (five) people as the main data source, these five subjects were selected using the technique of "purposive sampling", the selected subjects had the characteristics of entrepreneurs in the city of Medan who had run a business and who had failed in doing business. This technique is used so that the sample used as the research subject is in accordance with the criteria and objectives of this study. This study also uses the semi structured interview method, in which the researcher asks questions that have been previously provided to the subject.

**Table 1. Data Subject I Analysis**

<b>Identity</b>	<b>Descriptive</b>
Name	AN
Age	50 Year
Gender	Man
Religion	Christian

The subject has been an entrepreneur for 20 years, at the age of 35 the first subject's business failed, after the subject experienced a failure in his business, the subject decided to move to Medan city, the previous subject's business was wholesale snack food, after moving to Medan the subject began selling dumpling noodles until now. The subject has 2 daughters. Before experiencing failure, the subject said that he was a violent and emotional person, and because of the success of the first attempt, the subject often spent his income on non-essential purposes such as drinking. Due to this success, the subject became an arrogant personality, and eventually caused the subject's efforts to fail, the subject initially experienced great stress and felt depressed, however, thanks to family support and the spiritual path the subject slowly began to rise from its downturn.

### **Subject Observation Data I**

The first interview was conducted in the subject's living room, in the first interview the subject wore a blue t-shirt with light blue jeans, the subject was also seen wearing a watch in his left hand, at the beginning of the meeting the subject received the researcher well, the subject also prepared an additional chair for the researcher. At the time of explaining the purpose and summary of the research, the subject also receives and is prepared to provide the necessary information, seen from the condition of the subject's house, it can be seen that the subject is doing business in front of his house, when the researcher visits, the subject's new business is closed because the subject claims that he is will carry out worship in church.

At the time of the interview the subject looked calm with a forward leaning position with both hands folded, when the researcher asked about the subject himself, the subject seemed to change positions with one hand resting on his left leg and the right hand placed on the table. When the researcher asked about the dreams and goals of the subject to look calmer, the second interview was conducted in the living room of the subject and only at that time the subject wore a gray shirt with black cloth pants without a watch.

### **Subject Interview Data I**

Psychopathological aspects of entrepreneurship contained in the subject, namely:

1. Need for Control, an impulse that arises from within the individual, and makes the individual feel powerful, influential, and strong, where the greatest fear is his inability to control others. The subject is unable to let go of control from his business, where the subject feels afraid if he does not manage his own finances, the subject is also afraid of the quality of the work of his employees and the workings of his employees. The subject also stated that he would install CCTV to monitor his financial flows, when viewed from the way the subject answered, the subject seemed more afraid of the quality and workings of his employees, the subject also stated that as an entrepreneur we must have a big share in our business. (I-10167-I-10171; I-10180-I-10183; I-10243-I-10244).
2. Desire for Applause, the desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated as a hero. The subject has a desire to expand his business by patenting his business so that in the future the subject can franchise his business to the wider community. (I-10139-I-10141).
3. A Sense of Distrust, a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, individuals will pay attention to other problems, and only focus on problems that have not occurred because of the suspicious feelings they have. The subject said that he had opened a branch in another place, however, the employees who worked were not in accordance with the work standards

set by him, so the subject did not want to open another branch and preferred to franchise his business. (I-10144-1-10150; I-10169-I-10170).

4. Self Defense Mechanism issued when the individual is experiencing problems and trying to avoid accusations made against him, where every individual has a tendency to direct the problem outward, to declare himself innocent. Subjects did not show any self-defense mechanisms during the interview.

### **Subject Data Analysis II**

**Table 2. Data Subject II Analysis**

<b>Identity</b>	<b>Descriptive</b>
Name	S
Age	52 Year
Gender	Man
Religion	Buddha

Subject has been an entrepreneur for approximately 35 years, he has managed a timber factory and a business in the export-import sector of marine products, and many more. Repeated failure does not make the subject give up trying and trying again. Currently the subject has had a business in the construction sector that has been engaged for 15 years, the subject also admits that he has a relationship with the government and the police in both the past and present business. The subject has 2 daughters and 1 son, a boy and one of the subject's daughters is taking part in the current company. The girls took care of the architecture and design while the boys took care of the transmission line.

### **Subject Observation Data II**

Interviews with the second subject were conducted twice. The first interview was conducted for approximately 20 minutes. At the time of the first interview the subject wore a brown batik and black cloth pants. Before conducting the interview, the subject first asked for a list of questions that the researcher had compiled on the grounds of wanting to recall in order to provide accurate information. The interview went smoothly until it was finished, the subject looked relaxed with his body leaning and his right leg resting on his left leg. In the interview the two subjects wore a navy blue long-sleeved shirt with black trousers. In this interview session, the subject was seen leaning over and crossing his arms on the table when the researcher asked about the topic of his old efforts. From the researcher's observations, the subject looks very closed with matters relating to his past, but will be more open when discussing current efforts. The subject still answered calmly even though he was a little faltering in answering.

### **Subject Interview Data II**

The aspects that support the entrepreneurial psychopathology contained in the subject are:

1. Need for Control, an impulse that arises from within the individual, and makes individuals feel powerful, influential, and strong, where the greatest fear of individuals is the inability to control others. The subject does not show a desire to control his company or his life, this can be seen from the results of the interview where the subject gives several jobs to other people if the work is outside the city. (II-10176 - II-10186) The subject does not show any self-defense mechanism during the interview.

2. Desire for Applause, the desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated or regarded as a hero. Based on the results of the interview, it is not found that the subject has the ambition to be famous or the ambition to be bigger, the results of the interview show that the subject has a more principle of thinking that a good company will certainly be a large company. (II- 10096-II-10098).
3. A Sense of Distrust, a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, individuals will pay attention to other problems, and only focus on problems that have not occurred, because of the suspicious feelings they have. From the results of the interview the subject did not show any distrust of his business relationship, this can be seen from the subject's statement which said that the relationship between the subject and his business relationship was for the progress of the company. (II-10028 - II-10030).
4. Self Defense Mechanism issued when the individual is experiencing problems and trying to avoid accusations directed at him, where each individual has a tendency to direct the problem outward, to declare himself innocent. Because the subject has planned the answer to be given, which is normative, the only visible aspect is defense mechanism avoidance where the subject continuously avoids questions from researchers or answers that are not related to the question. (II-10103 - II-10107; II-10193 - II-10206).

### **Subject Data Analysis III**

**Table 3. Data Subject III Analysis**

<b>Identity</b>	<b>Descriptive</b>
Name	AH
Age	60 Year
Gender	Man
Religion	Buddha

The subject is an entrepreneur who has been in business for more than 30 years, the subject's first business is wholesale clothes, when experiencing failure the subject admits that he feels depressed and stressed, the subject first started his business because of the growing economic demands, where the second and third children of the subject is already born. Initially the subject only worked with other people, but after 11 years of work and the emergence of higher economic demands made the subject sure to start a business.

The subject stated that as a result of his failure because the money he had sold was taken away by sales and shops that worked with him at that time, where the money was taken away by 10 of his salespeople and 8 shops who also took part in escaping the subject's money, currently the subject is in a convection business. As a result, the subject became less trusting in others, and felt he could find his own way out. After working with other people for 11 years, the subject stated that entrepreneurship requires honesty, arrogance, and a low profile. The subject also has high belief in religion, where the subject always states that God is the highest of all.

### **Subject Observation Data III**

The interview was conducted in the living room of the subject's house, when the researcher arrived it was seen that the subject was watering the road, the subject was wearing white shorts with a

pink t-shirt, the subject also looked very welcoming to the researcher, after the researcher entered, the subject offered water to the researcher. During the interview the subject looks very like to tell stories, where every answer from the subject is answered like telling a story, during the interview the subject sits with the left hand on the back of the chair and the right hand resting on the right leg, during the interview the subject looks very enthusiastic in answering.

In the interview, the two subjects wore black trousers, with a blue shirt, when the researcher asked about his past, the subject seemed not to want to answer the question, during the interview the subject seemed open to the researcher, after the interview the subject continued to tell the story with the researcher.

### **Data Interview Subject III**

Psychopathological aspects of entrepreneurship contained in the subject, namely:

1. Need for Control, an impulse that arises from within the individual, and makes the individual feel powerful, influential, and strong, where the greatest fear is his inability to control others. Based on the results of the interview, it was found that the subject had no tendency to control his employees, where the subject stated that the subject's work principle to employees was not to consider employees as helpers, and not to use words that could hurt employee feelings, the subject also tried to provide a logical explanation. to his employees regarding the mistakes his employees have committed. (III-10158- III-10160; III-10163-III-10168; III-10170-III-10172; III-10175-III-10181).
2. Desire for Applause, the desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated as a hero. If seen from the results of the interview, it can be seen that the subject has a desire to become famous, the subject also seems to try to show that he is an individual who is able to think of solutions, the subject also has the principle that entrepreneurship is to be prosperous and wants to get achievement. (III-10183-III- 10184; III-10191-III-10198; III-10347-III-10351).
3. A Sense of Distrust, a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, individuals will pay attention to other problems, and only focus on problems that have not occurred because of the suspicious feelings they have. Due to an incident where the subject's money was taken away by the salesmen and by other shops, the subject finally felt that he was able to find his own way out, the subject's suggestion was not to easily feel safe, always full of consideration, and worry about new people. known. (III-10112; III-10124-III-10125; III-10385- III-10388).
4. Self Defense Mechanism issued when the individual is experiencing problems and trying to avoid accusations directed at him, where each individual has a tendency to direct the problem outward, to declare himself innocent.

Based on the interviews conducted, It can be seen that the subject is an open person, this can be seen from the way the subject answers each question from the researcher, the subject is also very open to his past, the subject looks very like to tell stories.

### **Subject Data Analysis IV**

**Table 4. Data Subject IV Analysis**

<b>Identity</b>	<b>Descriptive</b>
Name	W
Age	25 Year



Gender	Man
Religion	Buddha

The fourth subject in this study was the first of two siblings. The subject had run a catering business and joined a pond business, after experiencing a failure, the subject had worked for 2 years ago and started to open a new business that has survived until now, the current subject's business is selling tofu. Subject has been an entrepreneur for approximately 5 years.

#### **Subject Observation Data IV**

Interviews with the fourth subject were conducted twice. The first interview was conducted for approximately 20 minutes. At the time of the first interview, the subject was wearing a white shirt and dark blue jeans and a watch, and the interview was conducted at Cafe Messa. Initially, when introducing the subject, there was a sense of curiosity shown by the subject, which was seen from the view of the subject who continued to stare at the researcher carefully when the researcher explained the purpose and purpose of this study. The subjects also looked excited when the researcher started the interview. In answering the questions given by the researcher the subject seems quite open in telling them. The second interview was conducted the next day at the same place, but the subject had arrived first, then the researcher came to the subject and asked how the subject was. The subject smiled and looked happier than the first interview. The subject is wearing red collared shirt and black trousers. The subject looks more focused in answering the questions given. The second interview went smoothly until the end.

#### **Subject Interview Data IV**

The aspects that support the entrepreneurial psychopathology contained in the subject are:

1. Need for Control, an impulse that arises from within the individual, and makes individuals feel powerful, influential, and strong, where the greatest fear of individuals is the inability to control others. The subject is unable to let go of control from his business where the subject is in the shop every day to organize employee work so that it is always neat and systematic. The subject is afraid if he cannot control the stock of materials and the unsystematic way of working of his employees. (IV-10185 - IV-10186; IV-10218 - IV-10222; IV-10146; IV-10251 - IV-10253).
2. Desire for Applause, the desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated or regarded as a hero. The subject has a desire to expand his business and is known by many people by opening branches and promoting his business on social media. (IV-10153 - IV-10154; IV-10168; IV-10172 - IV-10173).
3. A Sense of Distrust, a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, individuals will pay attention to other problems, and only focus on problems that have not occurred, because of the suspicious feelings they have. The subject said that he was suspicious of his business relations of lying by giving false reports because he could not see firsthand the results of the business and until now, he no longer wanted to build a joint venture with other people. (IV- 10072 - IV-10077; IV-10132 - IV-10133; IV-10148).
4. Self Defense Mechanism issued when the individual is experiencing problems and trying to avoid accusations directed at him, where everyone has a tendency to direct the problem

outward, to declare himself innocent. Subjects did not show any self-defense mechanisms during the interview.

### **Subject Data Analysis V**

**Table 5. Data Subject V Analysis**

<b>Identity</b>	<b>Descriptive</b>
Name	H
Age	36 Year
Gender	Man
Religion	Buddha

The subject is an entrepreneur who has a working principle with employees based on trust, the subject is also a person who acts a lot and talks little, a failed business is caused because the business was a business built together with friends, one of the failed businesses with significant losses. engaged in fishing, and also because of the many and uncontrolled efforts that resulted in some of these businesses finally falling, currently the subject has a business engaged in the expeditionary field. When the attempt failed, the subject felt stressed, but not too badly, the subject was also a responsible person, and relaxed in his daily life.

### **Subject Observation Data V**

The first interview was conducted in the living room of the subject's house, at the time of the first interview the subject wore brown shorts with a black shirt, during the interview the subject was seen opening the cell phone he had just bought, before the interview began, the subject asked permission from the researcher to open the package. The subject sits with a slightly bent forward position, the subject also looks open and wants to answer the researcher, at the time of the interview there were several stops for a few moments to think about answers to the questions the researcher gave, such as when the researcher questioned the subject's personal view of himself, when he stopped The subject saw the researcher then looked towards the door of his house, and when the researcher questioned the workings of the subject, the subject seemed to stop several times and looked out the door to think about the answer. The second interview was also carried out in the subject's living room, at the time of the interview the two subjects wore dark red polo shirts, with balibong patterned shorts, in the interview the two subjects looked more open to the researcher. During the interview the language used by the subject was mixed between Hokkien and Indonesian, the second interview was closed with the subject giving suggestions to the researcher.

### **Subject Interview Data V**

Psychopathological aspects of entrepreneurship contained in the subject are:

1. Need for Control, an impulse that arises from within the individual, and makes the individual feel powerful, influential, and strong, where the greatest fear is his inability to control others. Judging from the results of the interview, it was found that the subject did not recommend or choose to fully control his employees, according to the subject something excessive was not good, and if a leader controls his employees excessively it will result in the company becoming difficult to develop, and if a leader who holds everything will causing the leader to fall or reach

its breaking point. (V-10170-V-10177; V-10182-V-10188; V-10190-V-10194; V-10199-V-10203).

2. Desire for Applause, the desire to be heard and the anxiety that his entrepreneurship will fail, as well as an excessive desire to be recognized and appreciated as a hero. Based on the results of the interview, it can be seen that the subject does not have a great desire to be famous, this can be seen from the goals or objectives of the subject, where the subject is not too ambitious in achieving his goals and pays attention to his business factors before pursuing his goals, in achieving his goals the subject uses approach with employees and do not rush to build relationships with employees. (V-10090-V-10091; V-10094-V-10098; V-10103-V-10108).
3. A Sense of Distrust, a feeling of fear that the individual will become a victim, individuals with distrust will always prepare themselves, always pay attention to their surroundings, individuals will pay attention to other problems, and only focus on problems that have not occurred because of the suspicious feelings they have. Based on the results of the interview, it was found that the subject had confidence in the work relationship and in his employees, although the cause was because the business was entrusted to others, the subject still trusted other people, and opened a new page in building a new business. (V-10103-V-10108; V-10283-V-10286; V-10288).
4. Self Defense Mechanism issued when the individual is experiencing problems and trying to avoid accusations directed at him, where each individual has a tendency to direct the problem outward, to declare himself innocent. Based on the results of the interview, it can be seen that the subject is open to the researcher and does not hesitate in answering questions given by the researcher, both questions about the subject's past, as well as questions about the subject himself. (V-10070-V-10074; V-10081-V-10082; V-10275-V-10279).

## **Discussion**

Based on the research results, it was found that the first subject had a tendency to control his business, the subject's desire to franchise his business could be said to be an attempt to become famous, and because of the experience of the subject who had experienced failure because he gave up his business completely to others. The second subject showed a high self-defense mechanism during the interview, this was evidenced by the subject's attempt to ask the researcher questions before the interview began, the answers given by the subject were also too normative where the answers given seemed to have been planned beforehand.

The third subject has the desire to become famous, this is evidenced by answering the subject who seems to want to show that he can think of a solution to every problem, the subject also feels less trusting of other people, this is because the subject has been cheated by his employees, so that currently the subject lack of trust in others and always worry about others. The fourth subject controls his employees directly, the subject also promotes his business by using social media, the subject also becomes less trusting in others because he has been cheated by his own close friends. The last subject shows that he has distrust with other people, however, because the subject starts a new business, the subject opens a new page and faces people with a new heart, the subject also shows that he has a tendency to control his business by taking over in the project approval department. and billing, each subject has a tendency to find it difficult to trust others, based on the results of the research, some subjects have a desire to be known by others and have the goal of becoming famous, the desire to control or have a tendency to control is also owned by the first, third, and fourth.

Based on the above discussion, it can be said that entrepreneurial psychopathology has a significant role in determining success and failure in entrepreneurship, because excessive control will result in a business failing, lack of employee flexibility in work and great pressure will make it difficult for employees to stay in an entrepreneurship. company. The desire to be famous will make a person

more aggressive in doing their business, this aggressiveness can have a negative or positive impact, the negative impact of aggressiveness makes entrepreneurs look for ways of success by using shortcuts, while distrust with other people makes it difficult for entrepreneurs to build relationships with other people so that the business will find it difficult to developed.

#### **4. Conclusion**

Based on the results of the research that has been done and the research problems that have been raised, the conclusions of this study are: The psychopathology of entrepreneurship has a big role in the failure of an entrepreneur in doing business, where from the four aspects it was stated that it was found that need for control, a desire for applause and a sense of distrust were the most influential aspects in determining the causes of failure of a business, the self defense mechanism. by every subject can be said to be almost the same, where every subject always rationalizes their problem". The suggestions that can be given based on the results of this study are as follows, for entrepreneurs so that every entrepreneur is able to understand the causes of failure, and that the psychological consequences are one of the greatest consequences of failure. For the community, so that the general public is able to understand the causes of entrepreneurial failure and have more knowledge about the psychopathology of entrepreneurship. Share further research, it is hoped that future research can use better interview guidelines, better compilation techniques, and better interview and observation skills.

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