Evaluating Mentorship-based Learning in Entrepreneurship Education

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Abstract. Entrepreneurship education impacts students' entrepreneurial intentions. However, the role of teachers' mentorship in influencing students' entrepreneurial intentions has received little attention in the extant literature. This paper examines the impact of entrepreneurship education teachers' mentorship pedagogy on students' entrepreneurial intentions using structural equation modeling (SEM) analysis on data collected from 220 students studying entrepreneurship at six UK universities. The novel results presented here demonstrate the power of entrepreneurship education teachers' mentorship to effect students' attitudes, perceived behavioural control and, subsequently, their entrepreneurial intentions. The paper integrates mentorship with the theory of planned behaviour and contributes to the ongoing efforts to improve entrepreneurship education at universities.

Keywords: entrepreneurship education, entrepreneurial intentions, mentorship, theory of planned behavior.

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1. Introduction

Interactive pedagogies enable students to be responsible for their own reality while encouraging them to be more open to store and construct new information about entrepreneurship (Prince & Felder, 2006). Extant research suggests that Entrepreneurship Education (EE) teachers' mentorship is a vital interactive

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pedagogy that can boost students' engagement (Hanson, 2021; DeAngelo et al., 2016; St-Jean & Audet, 2012). Mentorship is originally based on a formal supporting relationship between novice and experienced entrepreneurs (St-Jean, 2012). However, mentorship, in an EE classroom setting, is an extra-role behaviour that is applied naturally by EE teachers when they interact with their students (DeAngelo et al., 2016). As teacher-student interactivity exists in such settings, when seen from the lens of constructivist learning theory (Krueger, 2007), the nature of mentorship in EE is likely to be shaping the entrepreneurial intentions (EI) of students (Shapiro, 2020; Nabi et al., 2018). The aim of this paper is to test the effect of EE teachers' mentorship on students' EI and its antecedents in the EE setting.

The paper makes several contributions to the EE literature. Firstly, it answers calls for future studies to explain the influence of EE teachers' teaching practices on students (Fayolle & Gailly, 2015; Piperopoulos & Dimov, 2015; Fayolle & Linan, 2014). This is because extant research has focused on investigating EE learning pedagogies such as action learning (Taylor et al., 2004), experimental learning & simulation (Hindle, 2002), opportunity-centred learning (Rae, 2003), case studies (Theroux & Kilbane, 2004), reflection and learning by doing (Cope & Watts, 2000) and business competitions (Li et al., 2003) without considering students' EI reactions to teachers' interactive practices within these pedagogies (Pennings et al., 2018).

Secondly, mentorship is assumed to take place in professional settings for entrepreneurs (Babatunde and El-Gohary, 2019; St-Jean, 2012). However, building on the emerging literature on the extra-role behaviour of teachers (DeAngelo et al., 2016), this study proposes that EE teachers can apply mentorship as an extra-role behaviour to influence EI of students. Thus, we examine the impact of EE teachers' extra-role behaviour on students in an EE classroom setting by posing these research questions: What is the effect of EE teachers' mentorship on the antecedents of students' EI? And what is the impact of EE teachers' mentorship on students' EI?

Thirdly, this paper explains the power of mentorship to influence EE students to envision entrepreneurship during EE classroom activities. This means that mentorship that stems from the teacher-student interactive relationship in the EE classroom setting, allows students to construct knowledge and new realities about entrepreneurship which will help them decide if it is a career they wish to pursue in the future

The rest of the paper is organized as follows. The next section presents the theoretical background outlining mentorship in the EE context, and the role of mentorship for EI. The third section discusses the research methods. The fourth section presents the results of the structural equation models. The fifth section discusses the findings in the context of the extant literature and concludes the paper.

2. Literature Review

2.1. Mentorship in Entrepreneurship Education

The few studies measuring the effect of interactive learning methods in EE settings (Lorz et al., 2013) have mainly focused on the influence of business planning pedagogy on EI (Souitaris et al., 2007), the influence of SEEC (securing, expanding, exposing and challenging) learning theory on opportunity identification and EI and the effect of instructors' interaction with professional entrepreneurs (Chrisman et al., 2005). More recently, it was seen that mentors use knowledge development and socio-economic support mentoring functions in entrepreneurial programmes (Nabi et al., 2021) and apply interactive practices such as active listening, encouragement, questioning, patience, empathy, translating and action planning on students from different levels of study in EE (Hanson, 2021; Babatunde and El-Gohary, 2019). A range of studies have also uncovered similar interactive mentoring practices that EE teachers use in EE (Hanson, 2021; Nabi et al., 2018; Mueller, 2011; Yballe & O'Connor, 2000). These include challenging and encouraging students, giving feedback, reflecting, emphasizing success stories, involvement in additional projects, active debate discussions, asking thought-provoking questions, and interactive traditional knowledge transmission.

These developmental practices (Nabi et al., 2021) enable teachers to act as mentors with their students in an EE classroom setting, and they are incorporated in mentorship-based learning, which is defined as an interactive pedagogy that EE teachers use to promote students' engagement in EE learning activities (Nabi et al., 2021; Hanson, 2021; Babatunde and El-Gohary, 2019). EE teachers apply mentorship practices spontaneously during EE classroom activities. They have an organic and informal mentorship relationship with their students during classroom learning activities that aids in exploring entrepreneurship as a career option (DeAngelo et al., 2016).

2.2. Mentorship and Entrepreneurial Intentions

Although studies reveal that the Theory of Planned Behavior (TPB) is the most dominant model in EE research (Lortie & Castogiovanni, 2015; Schlaegel & Koenig, 2013), it was criticized because it ignores factors such as emotions, motivation and unconscious memories (Conner et al., 2013). Firstly, past studies demonstrated that pre-cognitive factors such as information, motivation and emotions interact together to form salient beliefs which represent perceived likely consequences of the behavior (Mitchell et al., 2007; Krueger, 2007). From this

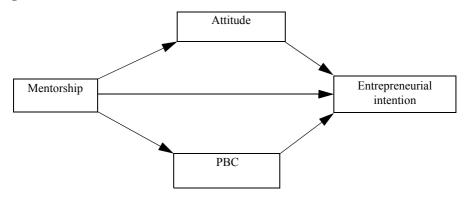
viewpoint, salient beliefs form the social cognitive elements attitude, subjective norms (SN), perceived behavioural control (PBC) and EI (Ajzen, 1991).

Furthermore, previous studies confirm the power of TPB to explain different types of EI such as creating a firm or developing an existing one (Karimi et al., 2016; Lortie & Castogiovanni, 2015). For these reasons, TPB is considered a reliable model for this study. The TPB model is formed of four factors that predict behaviour; these are attitude, PBC, SN and Intentions. Attitude is the evaluation of one's attractiveness towards the behaviour, SN is the social pressure from people that impacts one's decision to perform the behaviour, and PBC is when individuals assess their confidence and abilities to perform the behaviour. Intention is a cognitive element that consists of a behavioural goal and planned cognitive process (Drost and McGuire, 2011; Ajzen, 1991).

Regular EE teacher-student interactions during an EE classroom setting creates informal mentorship opportunities (Nabi et al., 2021; DeAngelo et al., 2016). Unlike professional mentors who aim to formally develop novice entrepreneurs (St-Jean, 2012), EE teachers' mentorship is an extra-role behaviour that happens naturally during a classroom setting (DeAngelo et al., 2016). Theoretically, this can affect students' EI through their attitude and PBC but not through their SN due to its weak correlation with EI (Nabi et al., 2021; Lortie & Castogiovanni, 2015).

During this interactive relationship, EE teachers' mentorship is expected to affect students' emotional evaluation of the idea of entrepreneurship as a career choice. This creates new salient beliefs about entrepreneurship and hence impacts students' EI through their attitudes (Zampetakis et al., 2017). Furthermore, it is likely that mentorship can improve students' self-confidence which in return effects their EI through their PBC (St-Jean & Audet, 2012). This is achieved by developing students' entrepreneurial abilities through mentorship practices during EE classroom activities which improve their self-confidence to become entrepreneurs in the future (El Hallam & St-Jean, 2016; DeAngelo et al., 2016). Figure 1 summarizes this as a simple framework.

Figure 1. Research framework



3. Research Method

3.1. Participants

EE modules were shortlisted based on the following criteria elements: i) taught contents, ii) practical activities such as business planning exercises, and iii) core management objectives that are related to EE (Nabi et al., 2018; Souitaris et al., 2007). Publicly available information about EE module contents, teaching practices and objectives was used in this study.

Table 1: Demographic control variables

ſ	Gender		Age		Prior EE		Field			Employment			Type of EE		
	M	F	Up to 24	25-30	31+	Yes	No	E&I	BS	H&S	Full	Part	No	T	P
Į	91	129	175	33	12	51	169	55	150	15	13	63	144	104	116

Prior EE: Prior entrepreneurial experience; Type of EE: Entrepreneurship Education type; E&I: Entrepreneurship and Innovation; BS: Business Studies; H&S: Health and Sciences; T: Theoretical; P: Practical

220 students participated in this study. They were asked to evaluate their EE teacher's mentorship practices in the classroom. The study achieved more than 80% power which indicates that our sample size of 220 participants is statistically adequate (Lenth, 2001). Furthermore, the study achieved a response rate of 88.3%. Students were from six UK universities who were studying EE courses. They took between 10 to 20 minutes to complete their questionnaires, and participation was voluntary and confidential. These statistics are summarized in Table 1. Here, 'Type of EE' was first divided into three forms of EE according to Linan et al. (2011) and Fretschner & Weber (2013) but then it was developed and simplified into two types of EE following Piperopoulos & Dimov's (2015, p. 974) dichotomy as theoretical and practical EE.

3.2. Empirical Method

For the empirical analysis, we have closely followed papers that recommend 2-staged analysis, in particular Karimi et al. (2016) and Hair et al. (2006). Following this approach, we performed Exploratory Factor Analysis (EFA) to generate the latent variables. After this, we implemented SEM in two stages. Stage 1 consisted of the measurement model in which CFA is performed to test the goodness of fit and the reliability and validity of the measurement model. Stage 2 consisted of the structural model which uses the variables representing the model depicted in **Figure 1**, in line with Karimi et al. (2016). The dependent variables, the explanatory variables and the control variables are described in the next subsection.

3.3. Variables

The four latent variables generated using the EFA are given in **Table 2**. These generated factors were labeled based on the literature (Ajzen, 1991; Ensher & Murphy, 2010; Gershenfeld, 2014; Linan & Chen, 2009; Nora & Crisp, 2007).

Table 2: Factor analysis results

1			
.916			
.872			
.785			
.601			
.820			
.750			
.746			
.551			
.725			
.708			
.665			
.664			
	.977		
	.944		
	.826		
	.790		
	.769		
	.619		
		.910	
		.808	
		.692	
		.691	
		.686	
		.627	
			.979
			.895
			.875
			.739
	.785 .601 .820 .750 .746 .551 .725 .708 .665 .664	.785 .601 .820 .750 .746 .551 .725 .708 .665 .664 .977 .944 .826 .790 .769	.785 .601 .820 .750 .746 .551 .725 .708 .665 .664 .977 .944 .826 .790 .769 .619 .910 .808 .692 .691 .686

Dependent variables. Linan & Chen (2009) developed the Entrepreneurial Intention Questionnaire (EIQ), which contained four variables: i) EI, ii) PBC, iii) SN, and iv) Attitude. Earlier studies have found that SN is not related to students' EI (Lortie & Castogiovanni, 2015; Linan & Chen, 2009), and we also found that the same is the case in our sample. For these reasons, we only focus on attitude, PBC and EI here. **Table 2** also presents the convergent validity (AVE) and reliabilities (CR) of these variables.

Explanatory variables. Since mentorship is a mutual and challenging relationship between students and teachers (Zimmerman & Paul, 2007), we included the mentorship relational challenge scale (MRCS). MRCS was created by Ensher & Murphy (2010), which originated from the interview responses of participants who had mentorship experience. It is sourced from Scandura's (1992) mentorship functions items. Requiring commitment and resilience (α =0.91), measuring up to mentor standard (α =0.88), and career goal and risk orientation (α =0.80) are functions that define a challenging mentorship relationship (Ensher & Murphy, 2010).

Due to the lack of studies in faculty-student mentorship (Chen et al., 2016), the mentorship effectiveness scale (MES), developed by Berk et al. (2005), is applied in the survey. Their questionnaire achieved a good content-related validity and is used to examine the quality of the mentoring characteristics of faculty members.

Since past literature shows that traditional teaching practice is found in the mentorship pedagogy that transfers theoretical knowledge (Nora & Crisp, 2007), we included Evertson & Smithey's (2000) traditional teaching practice items. Their study achieved good validity and criterion-referenced reliability between 83% and 92%, indicating that evaluators' outcomes tend to be similar.

Control variables. Control variables, given in **Table 3**, are derived from Linan et al. (2011), Karimi et al. (2016) and Piperopoulos & Dimov (2015) and are included due to their role in influencing students' EI. They can provide an alternative explanation on why students intend to start entrepreneurial careers (Zapkau et al., 2015; Souitaris et al., 2007).

Variables	Mean	S. D	1	2	3	4	5	6	7	8	9	10
1. Mentorship	4.34	.51	1 (0.71)									
2. Attitude	4.47	1.24	.428**	1 (0.91)								
3. PBC	2.84	.79	.242**	.550**	1 (0.73)							
4. EI	3.47	1.21	.294**	.744**	.678**	1 (0.88)						
5. Gender	1.59	.49	.147	090	098	089	1					
6. Age	1.26	.55	.118	.078	.032	.160*	059	1				
7. Type of EE*	1.53	.50	.130**	.188*	.203**	.198**	126	.047	1			
8. Prior EE*	1.77	.43	157**	221**	291**	263**	.030	175**	138*	1		
9. Employment	2.60	.60	074	.113	009	.067	.082	249**	029	.050	1	
10. Field	1.84	.54	080	169*	081	132*	098	082	.129	.126	.017	1
*Squared root A	VE is in l	old: **	p < 0.01 le	evel *n < (0.05 level:	* Entrepre	eneurshir	Educatio	n: ** Ent	renreneur	ial Expe	rience

Table 3: Correlation matrix and discriminant validity

Discriminant validity was measured by comparing the square root of AVE with correlated variables in **Table 3**. The square root of AVE is higher than the correlation between variables and is consistent with Karimi et al. (2016). Following Wang & Lin (2016), we calculated the VIF and tolerance values of mentorship variable (VIF=1.225; tolerance value=0.816), attitude (VIF=1.653; tolerance value=0.605) and PBC (VIF=1.434; tolerance value=0.698). They have achieved a variance inflation factor (VIF) less than 10 and a tolerance value of more than 0.10. Thus, this study does not suffer from multicollinearity issues.

Common Method Bias (CMB) can appear in cross-sectional surveys (Jordan and Troth, 2020). To minimize this, the study applied procedural strategies by including predictors from different sources, assured participants that responses are confidential, and applied a psychological separation between predictor and criterion variables (Jordan and Troth, 2020; Esfandiar et al., 2019; Podsakoff et al., 2003). Furthermore, Harman single-latent factor and common latent variance tests in SEM achieved a percentage value of less than 50% suggesting that CMB is not an issue for this study.

4. Results

4.1. Measurement Model

The model contains 28 items that belong to four latent variables (EI, PBC, Attitude and Mentorship) that were generated through EFA, as presented in **Table 2**. The measurement model was built using AMOS 26 which was also used to test its goodness of fit. The indicators suggest our model has a strong absolute fit (χ^2 =479.1; p=0.000; GFI=0.87; RMSEA=0.04; PClose=0.82), incremental fit (AGFI=0.84; TLI=0.96; CFI=0.967), and parsimonious fit of 1.44. The model

passed the construct validity in which CFI > 0.95, and RMSEA < 0.08, and χ^2 /DF < 5.0 achieved the recommended threshold (Karimi et al., 2016; Asyraf & Afthanorhan, 2013).

4.2. Structural Model

Model fit. The study identified the best structural model by relying on the nested modelling trimming method (Schreiber et al., 2006). Following James et al.'s (2006) SEM mediation method, three different models were generated in **Table 4**.

Model A represents direct effects between mentorship and attitude, PBC & EI. The direct pathway was then removed between mentorship and EI in Model B. This was applied based on Ajzen's (1991) argument that explanatory variables can only affect EI through attitude and PBC (Zapkau et al., 2015). Model C shows a direct effect between mentorship pedagogy and EI without attitude and PBC. Although the model shows a strong fit, however, choosing the best model must depend on sound theoretical arguments (Schreiber et al., 2006). It will be theoretically unrealistic to omit them from TPB (Cheung & Lau, 2008; Ajzen, 1991). Based on theory and results in Table 4, Model A is the most suitable framework to generate findings.

Table	1.	Model	comparison
1 avie	4.	Model	Companison

A MP → ATT, PBC & EI; A79.1 331 1.44 .04 .81 .97 .96 .97 .87 B MP → ATT & PBC; ATT & PBC; ATT & PBC → EI 479.2 332 1.44 .04 .82 .96 .96 .96 .87	Models	Structure	2	DF	χ^2/df	RMSEA	P-close	CFI	TLI	IFI	GFI	AGFI
ATT & PBC → EI	A		479.1	331	1.44	.04	.81	.97	.96	.97	.87	.84
C MD NEL 1917 125 1.45 04 00 07 07 07 01	В		479.2	332	1.44	.04	.82	.96	.96	.96	.87	.84
C MP 7 EI 181.0 123 1.43 .04 .09 .97 .97 .97 .91	С	MP → EI	181.6	125	1.45	.04	.69	.97	.97	.97	.91	.88

MP = Mentorship pedagogy; ATT = Attitude; PBC = Perceived behavioural control; EI = Entrepreneurial intention.

→ = effect

Figure 2 shows the findings for this study's main variables. It also demonstrates the results for control variables such as type of EE, gender and prior entrepreneurial experience.

Direct effects. Evidence in **Figure 2** suggests that teachers' mentorship in EE does not directly affect students' EI. However, it indicates that teachers' mentorship positively influences students' attitudes and PBC towards entrepreneurship. Furthermore, it demonstrates that students' attitudes and PBC positively affect their own EI.

Mediation effects. This study applied a bootstrapping SEM mediation procedure to simultaneously generate p-values for the hypothesized indirect effects (Hayes, 2009). This method is selected because entrepreneurial intention antecedents operate simultaneously and appear to form EI (Krueger, 2007).

Figure 2 reveals that students' attitude and PBC fully mediates the positive effect of their EE teachers' mentorship pedagogy on their EI.

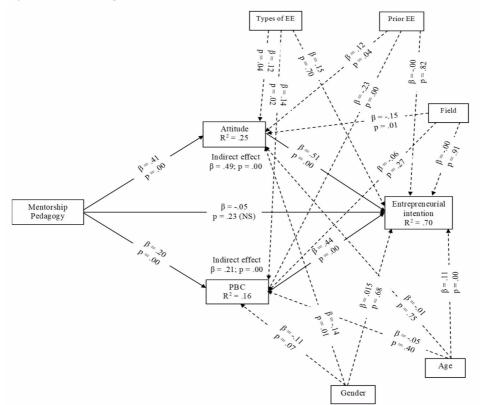


Figure 2. Structural equation model and control variables outcomes

4.3. Additional Effects

Mentorship supports the delivery of theoretical and practical EE course contents. It can change students' EI by linking realistic situations to theoretical learning (Hanson, 2021). It also affects students' ability to absorb new theoretical and practical EE knowledge from their EE teachers (Nan et al., 2013; St-Jean, 2012; St-Jean & Audet, 2012). For this reason, we examine the effect size of mentorship under different types of EE on students' social cognitive factors found in TPB. Using Cohen's d, we examine the effect size for students' attitude, PBC and EI under different types of EE such as theoretical and practical EE. According to **Table 5**, the variables have a large magnitude size difference between students exposed to different types of EE (Fritz et al., 2012). The significant p-value in **Table 5** confirms the large magnitude difference between the effects across students exposed to different EE types.

	Theoretical	(n=104)		Practical (n=116)					
Variables	Mean (M1)	S. D.	Mean (M2)	S. D.	p-value	Cohen's d	Power		
Attitude	4.22	1.31	4.69	1.13	0.00	0.37	80%		
PBC	2.67	0.78	2.99	0.77	0.00	0.41	86%		
Entrepreneurial intention	3.22	1.27	3.70	1.13	0.00	0.40	84%		

Table 5: Effect size and power analysis

5. Discussion and Conclusions

The mentorship variable in **Table 2** shows that EE teachers support students to realize their career goals by offering suggestions based on the nature of entrepreneurship as a profession. Item 10, for instance, demonstrates that EE teachers are recommending students to take more risks. This is in line with EE studies (Arpiainen & Kurczewska, 2017) that emphasised the need for students to experience risk-taking at an early stage. Table 2 also demonstrates that EE teachers impose additional tasks that nurture students' career plans and encourage them to achieve their goals (Ensher & Murphy, 2010; Nora & Crisp, 2007). Item 9, for example, indicates that EE teachers encourage students to step outside the classroom. Some studies have recommended this practice and emphasised that EE students must participate in activities beyond the classroom, such as working with professional entrepreneurs (Yu and Man, 2009). The findings in **Table 2** also suggest that EE teachers contribute to students' personal development and mental characteristics through advice, reflection and feedback (Campbell et al., 2012). This is consistent with other studies that have emphasized the need to develop students' mental properties to deal with hardships in an entrepreneurship career (Gershenfeld, 2014).

Although EE teachers' mentorship practices are similar to professional mentors' practices in business incubators, some differences are noteworthy. Firstly, most professional mentors use the role modeling method to interact with startup entrepreneurs (Ahsan et al., 2018); however, our results suggest that EE teachers merge traditional teaching methods (such as items 1-4 in **Table 2**) with interactive mentorship practices (such as items 5-12 in **Table 2**) to boost students' entrepreneurial knowledge and fulfil EE program requirements. This pedagogical adaptation changes the nature of the learning setting by modifying the nature of the interactive relationship between the teacher and students during EE classroom activities, as suggested by Yballe & O'Connor (2000). Secondly, professional mentors in business incubators aim to improve entrepreneurs' skills and develop their business projects (St-Jean, 2012); however, we find that EE teachers use

The effect size results were inserted in G*Power software to calculate the sample size power
of each social cognitive variable. Attitude, PBC and EI achieved a power level of more than
80% and as O'Keefe (2007) and Lenth (2001) suggest, this demonstrates a sufficient sample
size for this study.

mentorship to allow their students to explore entrepreneurship, and this is aligned with the purpose of EE (Fretschner & Weber, 2013).

We find that mentorship affects students' attitudes towards entrepreneurship (Figure 2). This is in line with earlier studies that suggest that EE teachers transmit positive beliefs about entrepreneurship by influencing students' emotions, thoughts, visioning capacity, knowledge capacity and mental competencies to make them consider the option of starting a business (Botsaris & Vamvaka, 2016; Linan & Chen, 2009). Thus, EE teachers play the role of influencers rather than remaining as instructors.

The paper contributes to EE pedagogy research (Lorz et al., 2013). The mentoring interaction between EE teachers' and students energizes the transformation of information to students' symbolic cognitive level. This level is responsible for constructing new data to more established knowledge about the behaviour (Krueger, 2007). This process changes students into independent learners who will grow mentally and become responsible for re-constructing entrepreneurial knowledge according to their career goals (Burns et al., 2018).

When looked through the lens of the self-determination theory, findings demonstrate that EE teachers use an interpersonal tone of support and shared communication to deliver entrepreneurial knowledge. This motivates students to achieve academic and educational outcomes and increases their academic self-efficacy. Students are more cognitively engaged with EE teachers' mentorship (Jang et al., 2016), and when teachers influence students through mentorship, universities are likely to produce more entrepreneurs. Such an outcome is in line with the Europe 2020 policy that prioritizes increasing the number of entrepreneurs (Carayannis et al., 2017).

An interactive type pedagogy allows students and teachers to work together to invent and re-invent knowledge through in-class discussions, questioning and critical thinking, and this can transform a university into a 'revolutionary' university (Guzman-Valenzuela, 2017; Etzkowitz & Viale, 2010). Our results suggest that EE teachers' mentorship efforts contribute to such a transformation. Thus, our results offer policymakers a new opportunity to create long-term impact by supporting universities to advance interactive teaching methodologies such as mentorship. In the long run, this will enable the universities to contribute and strengthen their stance in the third academic revolution (Etzkowitz & Viale, 2010).

Although unconventional, following an emerging body of literature (Karimi et al., 2016; Hair et al., 2006), we have built the measurement model by using EFA and CFA. Future studies can apply a quasi-experiment longitudinal method to show the impact rather than the influence of mentorship on students' EI. Researchers can extend this study by introducing new variables such as teachers' background profiles. They can also investigate different types of attitudes that predict entrepreneurial behaviours. Researchers can also study cognitive knowledge construction (Gaglio, 2004) and understand how mentorship supports

students to categorise new information (Krueger, 2007). Since this study did not consider the mentoring stages and intensity during an EE session due to limitations in the time horizon, future studies can explain the changes in students' EI at each stage.

In summary, this research sheds light on mentorship in an EE classroom setting as an interactive pedagogy that EE teachers use to promote students' engagement in EE learning activities, and suggests that EE teachers act as mentors.

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