



**DETERMINANTS OF BUMIPUTERA ENTREPRENEUR'S  
SUCCESS IN SARAWAK ENERGY SECTOR**

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## ABSTRACT

This attempts a qualitative investigation to measure the relationship between managing risk, networking, and managing finance toward Bumiputera entrepreneur's success in Sarawak energy sector. Nowadays, the number of entrepreneurs in energy sector Sarawak has increasing due to growth and development of this sector gives an opportunity to the entrepreneurs. Moreover, this opportunity creates between Bumiputera entrepreneurs with non-Bumiputera entrepreneur in this sector. Eventhough there is a small percentage of Bumiputera participation in this sectors, it is create a curiosity with their success. Although, most of previous research had emphasized on discussion around this model as well as focused to the three critical success factors which is managing risk, networking and managing risk. Apart from literature review on the issue, a survey has been conducted by using simple random sampling of Bumiputera entrepreneurs in Sawarak. The independent variables which consist of managing risk, networking and managing finance was measured by 3 construct dimension with 27 items and independent variable which is Bumiputera entrepreneur's success was measures by 1 construct with 5 items. Descriptive and inferential statistical analysis was used in this research. Summarized effect of independent variables toward dependent variable is also given. These findings provide some thought for better understanding for Bumiputera entrepreneurs doing improvement in their business. At the same time, this research helps to create awareness among these Bumiputera entrepreneurs in realizing that government is encourage their participation to drive economic activities.

*Keyword: managing risk, networking, managing finance, Bumiputera entrepreneur's success, bumiputera entrepreneur, Unit Pendaftaran Kontraktor (UPK).*

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# **CHAPTER 1**

## **INTRODUCTION**

### **1.1 INTRODUCTION**

In chapter 1, background of study, research problem, research questions, research objectives, scope of the study, limitations of the study, significant of study, and definition of terms are highlighted in order to provide an overall overview on research.

### **1.2 BACKGROUND OF THE STUDY**

Sarawak economy recorded that growth starting from 2010 since internal financial crisis that causing many advanced and emerging economies to fall into recession. It is quick recovery of the global economy as well as the accelerated implementation of fiscal stimulus measures and accommodative monetary environment, the growth momentum of Sarawak Economy increase to 5.4 percent in 2011 (State Planning Unit, 2011).

Since independence in 1963, Sarawak has growth wealth on exportation on natural resources, largely in the form of timber, oil and natural gas. Until today, natural resources is still the main economic drive of Sarawak state and has contributed 50 per cent toward the state output after involved in extraction and processing of the commodities. Others than that, there are other sectors such as mining, agriculture, forestry, manufacturing and construction has contribute 40 percent and another 10

## **CHAPTER 2**

### **LITERATURE REVIEW**

#### **2.1 INTRODUCTION**

In research, this chapter is discussing a detailed of what researcher's scope if area needed in their study. For study on success factors of Bumiputera entrepreneurs in energy sectors, the critical success factors only focused on three factors which are managing risk, networking and managing finance. In addition, this chapter also includes the proper literature and the conceptual framework underlying for the purpose of this study.

#### **2.2 BUMIPUTERA ENTREPRENEURS IN ENERGY SECTOR**

The contribution if the energy industry in the development of economy is very large in term of providing more electricity for more manufacturing services and production facilities. Especially in Sarawak, demand for electricity from customer stated increase (Wong, 2013). As a result, Sarawak's increase the development of new hydropower, coal, gas and transmission project.

From State Planning Unit official website, Sarawak main economics drives still dependent of natural resources. In 2011, the exportation of natural resources, especially in the form of timber, oil and natural gas contributed about 50 percent towards the state output. Same as natural resources, electricity is also wealth of