

ABSTRACT

Indonesia is one of the developing countries that has enormous potential. One of the things that encourage the young generation to work is to grow entrepreneurship spirit in him and make economic growth in Indonesia. With the entrepreneur spirit, people can read the opportunities around them. One of them is to become a social entrepreneur. In this condition business actors are required to not only be entrepreneurship but also can bring a social mission for the surrounding business actors. A good Entrepreneur must also have some other aspects of emotional intelligence or emotional quotient, intellectual intelligence or intellectual quotient and spiritual intelligence or spiritual quotient. This study was conducted to determine the effect of Emotional Quotient on Entrepreneur's Performance (Study on Social Entrepreneur Community member The Local Enbalers Jatinangor)

The method used in this research is quantitative with the type of descriptive and causal analysis. The type of data needed for this research is primary data and secondary data. Sampling was done by probability sampling method of saturated samples with the number of respondents taken as many as 30 respondents, that is Social Entrepreneur Community member The Local Enablers Jatinangor. Then for analytical techniques using multiple linear regression analysis and data processing using SPSS software version 22.

Based on the results of hypothesis testing as a whole show that emotional quotient simultaneously have positive effect to entrepreneur's performance on member of social entrepreneur community The Local Enablers Jatinangor and partial test result of hypothesis show that self awareness, self management, social awareness and relationship management variable have influence to entrepreneur's performance. Based on the coefficient of determination emotional quotient effect of 82.5% to entrepreneur's performance and the remaining 17.5% influenced by other variables not examined in this study.

Keywords: Emotional Quotient, Entrepreneur's Performance, Social Entrepreneur, The Local Enablers.