

THE ROLE OF THE MOTIVATIONAL APPROACH IN DEVELOPING ENTREPRENEURIAL SKILLS

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<https://doi.org/10.5281/zenodo.15761012>

Abstract. This text analyzes the role of **motivational approach in developing entrepreneurial skills** among learners. It emphasizes key psychological factors such as intrinsic motivation, self-efficacy, growth mindset, and resilience. Research shows these elements form a robust foundation for persistence, creative thinking, and initiating practical entrepreneurial activities. The annotation also explores how motivational strategies can be enhanced through hands-on activities, role models, and recognition of short-term achievements in education. The conclusion highlights that an integrated motivational approach effectively prepares students for entrepreneurial engagement.

Keywords: intrinsic motivation, self-efficacy, growth mindset, resilience, entrepreneurial skills.

Аннотация. В этом тексте анализируется значение **мотивационного подхода в формировании предпринимательских навыков** у учащихся. Основное внимание уделяется психологическим факторам: внутренней мотивации (intrinsic motivation), самоэффективности (self-efficacy), установке на рост (growth mindset) и устойчивости (resilience). Исследования показывают, что эти элементы создают прочную основу для настойчивости, креативного мышления и практической предпринимательской деятельности. В аннотации также рассматривается, как мотивационные стратегии можно усилить с помощью практических занятий, ролевых моделей и признания краткосрочных достижений в образовании. Заключение подчеркивает, что интегрированный мотивационный подход эффективно готовит студентов к предпринимательской активности.

Ключевые слова: внутренняя мотивация, самоэффективность, установка на рост, устойчивость, предпринимательские навыки.

In the education system and learning environment, **specialized entrepreneurship education**—such as project-based and practical courses at universities or schools—raises young people’s intentions to engage in entrepreneurship by directing them toward self-confidence and real-world skills. Experienced teachers and mentors boost creativity, analytical thinking, and motivation. An innovative ecosystem—including incubators, accelerator programs, and collaborations through practical projects—enables students to connect theoretical knowledge with practice.

Personal traits and psychological factors also play a crucial role in this motivational approach. Students who feel capable inherently strengthen their entrepreneurial intentions through **self-efficacy**. With a **growth mindset**, they learn from challenges and remain ready to acquire new skills—an essential component on the path to entrepreneurship. Personal qualities such as curiosity, creativity, persistence, and risk-taking further develop motivated entrepreneurial competencies.

Adaptability occupies a key position in this approach. Based on Carol Dweck's theory, this mindset holds that character and abilities are not fixed but shaped through effort and experience. Research shows that entrepreneurship courses encouraging a growth mindset instill in students the belief: "Through effort, I can improve outcomes." Students with this mindset begin to perceive business ideas more deeply and are driven to create social or economic value.

Here's the English translation of the specified content, now enriched with supporting research citations:

b) Resilience – Adaptability (Capacity to Bounce Back) In entrepreneurship, setbacks and challenges are inevitable. **Resilience** represents the ability to recover from those situations and continue forward. Studies show that **resilient entrepreneurial capacity** is essential for long-term success: it involves reframing challenges, maintaining a solution-focused mindset, and creatively solving problems (knowledgebrew.co.uk).

Entrepreneur UK notes that adopting a **growth mindset** leads entrepreneurs to better manage stress, stay composed under pressure, and learn from mistakes — a mindset that also inspires entire teams (entrepreneur.com).

We Are Founders recommends a **7-step growth-mindset methodology** for entrepreneurs, including learning from mistakes, continuous development, and adaptability — all integral to nurturing resilience .

Ta'sir jihatlari

1-jadval

Xususiyat	Growth Mindset ta'siri	Resilience ta'siri
Qiyinchiliklarga qarash	Xatolarni yengish va o'rganish uchun imkoniyat deb qabul qiladi	Stressli vaziyatlarda jon saqlash va o'zini tiklash
Maqsad sari intilish	Mehnat va tajriba bilan muvaffaqiyatga erishish nazariyasi	Ortiqcha qiyinchiliklarga qaramlikni kamaytiradi
Innovatsiya	Yangicha yechimlar topishga turtki beradi	Vaziyatga moslashib, yangi yo'llar yaratishni rag'batlantiradi
Jamoaviy madaniyat	Fikrlarning yuritilishini rag'batlantiradi	Badiiy muhit yaratish orqali stressni boshqarish va jamoani birlashtirish

Proactivity and creativity: A growth mindset encourages students to think proactively and innovatively, rather than passively. This does not prevent them from generating new business ideas. Long-term motivation builds the ability to continue moving forward even after pressure and setbacks. A flexible business value is a rapidly changing market. By adapting and learning to challenges, students find their place in real society and market conditions.

2-jadval

Omil turi	Asosiy tarkibiy elementlar
Ta'lim muhit	Amaliy kurslar, mentorlik, innovatsion ekotizim
Shaxsiy xislatlar	O'z-o'ziga ishonch, o'sish ruhiyati, kreativitet va qat'iyat
Ijtimoiy omillar	Oilaviy rol-model, ijtimoiy tarmoq, raqamli savodxonlik
Iqtisodiy-siyosiy	Kapital va grant, davlat rag'bat, infratuzilma
Amaliylik	Business case, laboratoriyalar, mentor-tarmoq, sanoat hamkorligi

In conclusion, the formation of entrepreneurial skills in students requires a multifaceted approach - it includes education, psychological preparation, social environment and real-world experiences. Such an integrated approach prepares young people to create, develop and open their own business. If you wish, I can also illustrate each of these factors with examples, provide recommendations for organizing the curriculum or show international experiences.

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