

## **Reasons and Interests for Choosing the Career from the Entrants to the Instituto De Educación Superior Tecnológico Privado Amazónico in the City of Tarapoto, Province and Region of San Martín**

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### **Abstract**

The objective of this study is to identify and relate the reasons and interests that determine the choice of a career for technical students at the Instituto de Educación Superior Tecnológico Privado Amazónico de Tarapoto and corresponds to a descriptive correlational design that allowed to determine and relate the reasons and interests to the choice of career. Deterministically, the study was carried out with a sample of 87 students, which is the total number of students. The technique applied for data collection was the survey and the instrument used was the questionnaire, with reference for its design and elaboration, the Likert scale, an instrument that was validated by expert judgment, with a reliability of 0.93, according to Cronbach's alpha coefficient. The data were synthesized in frequency tables, taking into consideration the variables under study and the percentage incidence, according to the importance expressed by the entrants, first for each career, then as a whole, managing to

establish the most important reasons and interests. Likewise, the level of reasons and interests was determined to correlate it with the choice of careers through the Chi-square statistical test. It was concluded that there is a significant relationship between the reasons and interests of students entering the Instituto de Educación Superior Tecnológico Privado Amazónico for the choice of technical careers in accounting, administration, and computer science. It was analyzed with the Ji-square statistical test with 5% significance, resulting  $p = 0.000$ , then  $p < 0.05$ .  $X^2 = 20.453$ ; L.G.=4.

**Keywords:** career choice, students, interests, reasons.

## 1. Introduction

In recent years, mankind has witnessed the advance of science and technology, i.e., change, which means that the life cycles of the goods and services offered are becoming shorter every day, making it necessary for people and institutions to keep pace with these dizzying changes under the threat of becoming “obsolete”. Social, political, economic and cultural changes are becoming more and more complex and this, caused by the effects of globalization and a neoliberal economic model at international level, triggers a dizzying race to innovate faster and faster in products and services that meet more and more specific needs (Lopez Ramirez, Martinez Iñiguez, & Ponce Ceballos, 2020).

This allows to identify a wide range of educational programs focused on covering one of the most frequent shortcomings identified in Latin American society, such as the absence of citizenship and cognitive skills that facilitate professionals to take advantage of opportunities arising from globalization itself, caused by the traditional lack of investment in educational innovation and inequity in the allocation of resources by government actors (Velandia, 2020). Therefore, it is necessary to plan educational institutions in pedagogical, administrative and institutional management through strategies that guide change and planned transformation, which results in the development of management tools articulated among themselves through objectives that must be deduced from the strategic objectives set forth in the institutional educational project as a management tool that encompasses and particularizes the other instruments that guide and legitimize the actions of any educational institution.

In this XXI century, Peruvian society requires an education based on the needs, interests and characteristics of the local reality, this will be guaranteed when policies and strategies are associated by the Peruvian state, so it is necessary to consolidate collective wills for the achievement of an efficient education.

The national educational project guides the implementation of strategies to improve education, which should be considered as a matrix to guide the regional educational project in order to consecrate a responsible education according to regional aspects, and then consolidate the PEI that will help guide, conduct and define the institutional life.

The Education Management System policy assigns that educational institutions, as the first and main decentralized management body, must progressively achieve their institutional strengthening through efficient and effective pedagogical, institutional and administrative management. The other instances of the sector contribute to this.

## **2. Objectives**

### **2.1 General Objective**

The General Objective of this thesis is to identify and relate the reasons and interests that determine the choice of a technical career in the students of the Instituto de Educación Superior Tecnológico Privado Amazónico de Tarapoto.

### **2.2 Specific objectives**

- Determine the most predominant reasons and interests of students for choosing technical careers in accounting, administration and computer science.
- Establish the relationship between the career required by the entrant and his or her working condition.
- To demonstrate if the opinions on the reasons and interests of the entrants are related to the chosen career (independence tests) at the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín.

## **3. Hypothesis**

### **3.1 General assumptions**

In this regard, the hypothesis to be valid is: the reasons and interests in the choice of career in the entrants of the Amazonian private technological higher education institute of Tarapoto, are significantly related.

### **3.2 Specific hypotheses**

- The reasons and interests of the students for choosing technical careers in accounting, administration and computer science are due to their vocation, the prestige of the institute and the fact that it allows them to be in contact with reality.
- The relationship between the career required by the entrant and his or her employment status is significantly related.
- Opinions about reasons and interests are related to the chosen career (independence test).

## **4. Methodology**

The study is developed under a quantitative approach since the data are shown in numerical form, as statistics, percentages, etc., which involves that quantitative research questions and from the answers of the participants (surveys), a numerical sample is obtained (Hernández Sampieri, 2010).

Researchers analyze this information with the help of statistics, computer science and mathematics. The researcher seeks to obtain a result that can then be generalized to a larger population than the limited sample used in his observations.

Quantitative methods are usually applied in social sciences such as psychology, economics, sociology, political science.

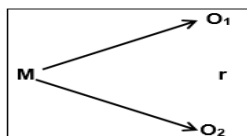
### **4.1 Type of study**

The present research design is defined as descriptive-correlational, with a quantitative-qualitative approach (Hernández Sampieri, 2010), in its phase in which the research is developed, with the use of various techniques and instruments for data collection, which enabled complementary advantages, therefore in this work the importance of using a

quantitative approach in research is raised, more precisely, the usefulness of the integration of quantitative method for a more appropriate development of certain research problems. The method used is quantitative-qualitative because it collects information that is presented in graphs and tables.

#### 4.2 Design

Correlational Design



**Where:**

**M:** sample taken for the study

**O<sub>1</sub>:** Reasons and interests

**O<sub>2</sub>:** Career choice.

**R:** Ratio of study variables

#### 4.3 Population, sample and sampling

In this study, the population consisted of a total of 941 students related to the different careers taught at the Instituto de Educación Superior Tecnológico Privado Amazónico:

Specialties	Students
ACCOUNTING	366
ADMINISTRATION	490
COMPUTING	85
TOTAL	941

**Table 1.** Population

**Source:** Own elaboration (2022)

The sample consisted of 87 students entering the Instituto de Educación Superior Tecnológico Privado Amazónico:

#### 4.4 Data Collection Techniques and Instruments

- Survey, questionnaire
- This questionnaire helped us to collect selected information from the study sample on vocational reasons and interests (Likert, 2005).

#### 4.5 Data analysis methods

Statistical procedures are used:

The following simple frequency distribution tables were used

Analysis for the interpretation test with the Chi-square distribution

The SPSS version 21 statistical software was also used.

## 5. Results

Reasons	Very important		Something important		Nothing important		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because for my parents it was very important	9	60	4	27	1	7	1	7	0	0
Allows me to live independently	5	33	7	47	2	13	1	7	0	0
Deepening reading and improving study skills	10	67	4	27	1	7	0	0	0	0
To become a more educated person	10	67	4	27	1	7	0	0	0	0
To study what is my vocation	14	93	0	0	0	0	0	0	1	7
I was encouraged by someone I respect very much	5	33	5	33	5	33	0	0	0	0
Because it is difficult to find a job	2	13	4	27	6	40	0	0	3	20
In order to achieve a better job	12	80	1	7	1	7	1	7	0	0
To be in a better position to earn money	12	80	3	20	0	0	0	0	0	0

**Table 2.** Distribution of entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, according to reasons they may have taken into account when deciding to enter an institute. Province and Region San Martín in 2014 (Computer Science Career).

**Source:** Own elaboration (2022)

Table 2 shows that the reason to enter the institute was “*To study what is my vocation*”, since it is observed with greater frequency, and “*because it is difficult to find work*” appears with less frequency in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, of the city of Tarapoto, Province and Region San Martín in 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because it was the career I liked the most	14	93	1	7	0	0	0	0	0	0
Because it was the career that was suggested to me (parents, friends, psychologists, etc.).	1	7	2	13	10	67	2	13	0	0
Because it seems to me to be the easiest race.	4	27	7	47	4	27	0	0	0	0
Because I believe that it is the career that will be the best for me financially when I practice as a professional.	11	73	2	13	2	13	0	0	0	0
Because it is a career that has social prestige.	9	60	3	20	0	0	1	7	2	13
Because it was an innovative career with a great field of social insertion.	12	80	2	13	0	0	1	7	0	0
Because this career will allow me to work in relation to social needs in a committed manner.	11	73	3	20	1	7	0	0	0	0

**Table 3.** Distribution of students entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, according to the reasons they may have taken into account to choose the career they chose. Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 3 allows to identify the answer “*Because it was the career that I liked the most*”, as the most frequent reason, and Because it was the career that was suggested (parents, friends, psychologists, appears less frequently in those entering the Instituto de Educación Superior

Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons	Very important		Something important		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because financially I had no other choice.	3	20	4	27	4	27	0	0	0	0
Proximity to my home	5	33	0	0	7	47	0	0	0	0
Because the chosen career is not offered in other institutes.	3	20	1	7	7	47	1	7	0	0
For the prestige of the institute	6	40	3	20	2	13	1	7	0	0

**Table 4.** Distribution of students entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, according to reasons they may have considered when choosing a career at the Instituto Amazónico. Province and Region San Martín.

**Source:** Own elaboration (2022)

Table 4 shows the answer “*Because of the prestige of the institute*”, is the most frequent answer, and “*Because the chosen career is not taught in other institutes*” and “*Because of the proximity to my home*” appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Interests	Very important		Something important		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
That will allow me to investigate	11	73	2	13	0	0	0	0	0	0
That will allow me to be a professional and work independently	13	87	2	13	0	0	0	0	0	0
That would allow me to earn money.	11	73	0	0	2	13	0	0	0	0
That would allow me to be in touch with reality	10	67	3	20	0	0	1	7	0	0

and work on it.										
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**Table 5.** Distribution of students entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, according to reasons they may have considered when choosing a career at the Instituto Amazónico. Province and Region San Martín.

**Source:** Own elaboration (2022)

Table 5 shows the answer “*That it will allow me to be a professional and work independently*”, is the type found most frequently, and “*That it would allow me to be in contact with reality and work in it*”, appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons	Very important		Something important		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because for my parents it was very important	15	47	9	28	4	13	4	13	0	0
Allows me to live independently	12	38	9	28	11	35	0	0	0	0
Deepening reading and improving study skills	19	59	11	34	2	6	0	0	0	0
To become a more educated person	18	56	10	31	4	13	0	0	0	0
To study what is my vocation	19	59	8	25	5	16	0	0	0	0
I was encouraged by someone I respect very much	17	53	9	28	4	13	2	6	0	0
Because it is difficult to find a job	9	28	9	28	9	28	5	16	0	0
In order to achieve a better job	21	66	9	28	2	6	0	0	0	0
To be in a better	21	66	7	22	3	9	1	3	0	0



position to earn money										
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**Table 6.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014 (Administration Career).

**Source:** Own elaboration (2022).

Table 6 presents the answer “*To be able to reach a better job*” and “*To be in better conditions to earn money*”, is the type most frequently found, and “*Because it is difficult to find a job*”, appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because for my parents it was very important	15	47	9	28	4	13	4	13	0	0
Allows me to live independently	12	38	9	28	11	35	0	0	0	0
Deepening reading and improving study skills	19	59	11	34	2	6	0	0	0	0
To become a more educated person	18	56	10	31	4	13	0	0	0	0
To study what is my vocation	19	59	8	25	5	16	0	0	0	0
I was encouraged by someone I respect very much	17	53	9	28	4	13	2	6	0	0
Because it is difficult to find a job	9	28	9	28	9	28	5	16	0	0
In order to achieve a better job	21	66	9	28	2	6	0	0	0	0
To be in a better	21	66	7	22	3	9	1	3	0	0

position to earn money										
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**Table 7.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 7 helps identify the answer “because this career will allow me to work in relation to social needs in a committed way” as the type found most frequently, and “Because it seems to me that it is the easiest career” appears less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because financially I had no other choice.	11	35	6	19	9	28	6	19	0	0
Proximity to my home	10	31	6	19	14	44	2	6	0	0
Because the chosen career is not offered in other institutes.	5	16	7	22	15	47	5	16	0	0
For the prestige of the institute	20	63	8	25	2	6	2	6	0	0

**Table 8.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 8 shows the reasons “By the prestige of the institute, it is the type that is found most frequently” and “Because the chosen career is not dictated in other institutes” that appear less frequently in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, of the city of Tarapoto, Province and Region San Martín in the year 2014.

Interests	Very important		Something important		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
That will allow me to investigate	20	63	9	28	3	9	0	0	0	0
That will allow me to be a professional and work independently	25	78	6	19	1	3	0	0	0	0
That would allow me to earn money.	26	28	4	14	2	6	0	0	0	0
That would allow me to be in touch with reality and work on it.	22	69	8	25	0	0	2	6	0	0

**Table 9.** Distribution of frequencies and percentages of interests in the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 9 shows the reason “*it would allow me to earn money*”, is the type that is found most frequently, and “*it will allow me to investigate*” appears less frequently in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, of the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because for my parents it was very important	25	63	4	10	6	15	5	13	0	0
Allows me to live independently	28	70	6	15	4	10	2	5	0	0
Deepening reading and improving study skills	24	60	8	20	6	15	2	5	0	0
To become a more educated person	20	50	6	15	6	15	8	20	0	0

To study what is my vocation	28	70	4	10	5	13	3	8	0	0
I was encouraged by someone I respect very much	9	23	9	23	16	40	6	15	0	0
Because it is difficult to find a job	14	35	10	25	12	30	4	10	0	0
In order to achieve a better job	22	55	10	25	8	20	0	0	0	0
To be in a better position to earn money	26	65	9	23	4	10	1	3	0	0

**Table 10.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014. (Accounting career)

**Source:** Own elaboration (2022)

In Table 10, it can be identified that “*To study what is my vocation*” and “*It allows me to live independently*” is the type found most frequently, and “*I was encouraged by someone I respect very much*” appear less frequently in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because it was the career I liked the most	28	70	4	10	6	15	2	5	0	0
Because it was the career that was suggested to me (parents, friends, psychologists, etc.).	9	23	12	30	13	33	6	15	0	0
Because it seems to me to be the easiest race.	8	20	11	28	12	30	9	23	0	0
Because I believe that it is the career	21	53	10	25	7	18	2	5	0	0

that will be the best for me financially when I practice as a professional.										
Because it is a career that has social prestige.	22	55	10	25	7	18	1	3	0	0
Because it was an innovative career with a great field of labor insertion.	26	65	12	30	1	3	1	3	0	0
Because this career will allow me to work in relation to social needs in a committed manner.	21	53	5	13	0	0	0	0	0	0

**Table 11.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

In Table 11, it can be identified that “*Because it was the career that I liked the most*” is the type found most frequently, and “*Because it seems to me that it is the easiest career*” appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

Reasons	Very important		Something important		Nothing matters		It is not		No cont.	
	N°	%	N°	%	N°	%	N°	%	N°	%
Because financially I had no other choice.	10	25	10	25	19	48	1	3	0	0
Proximity to my home	10	25	4	10	25	63	1	3	0	0
Because the chosen career is not offered in other institutes.	8	20	5	13	18	45	9	23	0	0

For the prestige of the institute	26	65	10	25	3	8	1	3	0	0
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**Table 12.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

In Table N° 12, it can be identified that “*By the prestige of the institute*” is the type that is found most frequently, and “*Because the chosen career is not dictated in other institutes*” appear less frequently in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, of the city of Tarapoto, Province and Region San Martín in the year 2014.

Interests	Very important		Something important		Nothing matters		It is not		No cont.	
	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%
That will allow me to investigate	26	65	9	23	5	13	0	0	0	0
That will allow me to be a professional and work independently	26	65	6	15	6	15	2	5	0	0
That would allow me to earn money.	18	45	10	25	10	25	3	8	0	0
That would allow me to be in touch with reality and work on it.	30	75	6	15	4	10	0	0	0	0

**Table 13.** Distribution of frequencies and percentages of reasons in the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table N° 13 shows that “*That would allow me to be in touch with reality and work on it*” is the type most frequently found, and “*That would allow me to earn money*” appears less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

## 5.1 Summary of careers

Reasons	Very important		Something important		Nothing matters		It is not		No cont.	
	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%
Because for my parents it was very important	49	56	17	20	11	13	10	11	0	0
Allows me to live independently	45	52	22	25	17	20	23	26	0	0
Deepening reading and improving study skills	53	61	23	26	9	10	2	2	0	0
To become a more educated person	48	55	20	23	11	13	8	9	0	0
To study what is my vocation	61	70	12	14	10	11	3	3	0	0
I was encouraged by someone I respect very much	31	36	23	26	25	29	8	9	0	0
Because it is difficult to find a job	25	29	23	26	27	31	9	10	0	0
In order to achieve a better job	55	63	20	23	11	13	1	1	0	0
To be in a better position to earn money	59	68	19	22	7	8	2	2	0	0

**Table 14.** Distribution of frequencies and percentages, according to reasons that may have been taken into account to decide to enter the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 14 shows “*to study what is my vocation*” as the type most frequently found, and “*because it is difficult to find work*” appear less frequently in the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

Reasons	Very important		Something important.		Nothing matters		It is not		No cont.	
	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%
Because it was the career I liked the most	62	71	13	15	9	10	3	3	0	0
Because it was the career that was suggested to me (parents, friends, psychologists, etc.).	25	29	22	25	30	34	10	11	0	0
Because it seems to me to be the easiest race.	17	20	27	31	33	38	10	11	0	0
Because I believe that it is the career that will be the best for me financially when I practice as a professional.	53	61	19	22	12	14	3	3	0	0
Because it is a career that has social prestige.	46	53	22	25	10	11	7	8	0	0
Because it was an innovative career with a great field of labor insertion.	60	69	22	25	2	2	3	3	0	0
Because this career will allow me to work in relation to social needs in a committed manner.	55	63	14	16	3	3	1	1	0	0

**Table 15.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 15 allows to identify “*to study what is my vocation*”, as the type that is found most frequently, and “*Because it seems to me that it is the easiest career*” appear less frequently in



the entrants to the Instituto de Educación Superior Tecnológico Privado Amazónico, of the city of Tarapoto, Province and Region San Martín in 2014.

Reasons	Very important		Something important		Nothing matters		It is not		No cont.	
	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%
Because financially I had no other choice.	24	28	20	23	32	37	7	8	0	0
Proximity to my home	25	29	10	11	46	53	3	3	0	0
Because the chosen career is not offered in other institutes.	16	18	13	15	40	46	15	17	0	0
For the prestige of the institute	52	60	31	36	7	8	4	5	0	0

**Table 16.** Distribution of frequencies and percentages of reasons for the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 16 allows identifying “*By the prestige of the institute*” as the type that is found most frequently, and “*because the chosen career is not dictated in other institutes*” that appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Interests	Very important		Something important		Nothing matters		It is not		No cont.	
	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%	n <sub>i</sub>	%
That will allow me to investigate	57	66	20	23	8	9	0	0	0	0
That will allow me to be a professional and work independently	64	74	14	16	7	8	2	2	0	0
That would allow me to earn money.	55	63	14	16	14	16	3	3	0	0

That would allow me to be in touch with reality and work on it.	68	78	17	20	5	6	2	2	0	0
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**Table 17.** Distribution of frequencies and percentages of interests in the choice of career of those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014.

**Source:** Own elaboration (2022)

Table 17 show that “*It would allow me to be in contact with reality and work in it*” as the type found most frequently, and “*That it would allow me to earn money*” that appear less frequently in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in the year 2014.

Reasons and Interests SCALE		RACE			Total
		Accountin g	Administ rat ion	Computin g	
REGULAR	N°	0	8	0	8
	of Total	,0%	9,2%	,0%	9,2%
GOOD	N°	18	4	5	27
	of Total	20,7%	4,6%	5,7%	31,0%
SATISFACTO RY	N°	22	20	10	52
	of Total	25,3%	23,0%	11,5%	59,8%
TOTAL	N°	40	32	15	87
	of Total	46,0%	36,8%	17,2%	100,0%

**Table 18.** Number of students, according to scale on the reasons and interests for choosing technical careers in accounting, administration, computer science.

**Source:** Own elaboration (2022)

Table 18 shows that 25.3% of the students entering the Amazonian Institute of Higher Private Technological Education have satisfactory reasons and interests for the choice of the technical career of accounting, likewise, 23.0% of the students have satisfactory reasons and interests and chose the technical career of administration and 11.5% of the students of the Institute had satisfactory reasons and interests for the choice of the technical career of computer science. When analyzing the distribution, it turns out that there is a significant relationship between the reasons and interests of the Amazonian Institute's incoming students

for the choice of the technical careers of accounting, administration, and computer science, and therefore, their reasons and interests have a significant relationship. It was analyzed with the Chi-square statistical test at 5% significance, resulting in  $p = 0.000$ , so  $p < 0.05$ .  $X^2 = 20.453$ ; L.G.=4 (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(1)

Condition from Job			RACE			Total
			Accounting	Administration	Computing	
WORK	Yes	N° of Total	19 21,8%	16 18,4%	7 8,0%	39 48,3%
	No	N° of Total	21 24,1%	16 18,4%	8 9,2%	48 51,7%
Total		N° of Total	40 46,0%	32 36,8%	15 17,2%	87 100,0%

**Table 19.** Number of entering students according to their work status by the career they require.

**Source:** Own elaboration (2022)

Table 19 shows that 21.8% of the entering students work and therefore require the technical career in accounting. Likewise, 18.4% also work and require a career in administration and there are also 8.0% of the new students who work and require a technical career in computer science.

A relationship is evident, however, when analyzing with the Chi-square statistical test at 5% significance, the result is  $p = 0.969$ , therefore, there is no significant relationship between the career required by the entrants and their work status (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(2)

To study what is my vocation OPINION	TECHNICAL CAREER			Total
	Accounting	Administration	Computing	
Very important	N° 28	23	11	62
% of Total	32,2%	26,4%	12,6%	71,3%
Something important	N° 6	4	2	12
% of Total	6,9%	4,6%	2,3%	13,8%
Nothing important	N° 5	4	1	10
% of Total	5,7%	4,6%	1,1%	11,5%
I do not know	N° 1	1	1	3
% of Total	1,1%	1,1%	1,1%	3,4%
Total	N° 40	32	15	87
% of Total	46,0%	36,8%	17,2%	100,0%

**Table 20.** Choice of career according to opinion on the reason “To study what is my vocation”.

**Source:** Own elaboration (2022)

Table 20 shows that 32.2% of the students entering the Amazon Institute believe that it is very important to study what is their vocation and study the technical career of accounting. Likewise, 26.4% of the new students think the same and are studying administration. Likewise, 12.6% of the new students think that the above-mentioned reason is very important and study the technical career of computer science. The evident relationship is not significant, when analyzing with the Chi-square statistical test at 5% significance, the result is  $p = 0.984$ , therefore there is no significant relationship between the opinion on the pronounced reason and the career they study  $X^2 = 1.035$  with G.L = 6. (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(3)

In order to achieve a better job OPINION		TECHNICAL CAREER			Total
		Accounting	Administration	Computing	
Very important	N°	22	21	12	55
	% of Total	25,3%	24,1%	13,8%	63,2%
Something important	N°	10	9	1	20
	% of Total	11,5%	10,3%	1,1%	23,0%
Nothing important	N°	8	2	1	11
	% of Total	9,2%	2,3%	1,1%	12,6%
I do not know	N°	0	0	1	1
	% of Total	,0%	,0%	1,1%	1,1%
Total	N°	40	32	15	87
	% of Total	46,0%	36,8%	17,2%	100,0%

**Table 21.** Career choice according to opinion on the reason “To be able to reach a better job”.

**Source:** Own elaboration (2022)

Table 21 shows that 25.3% of the students entering the Amazon Institute believe that studying for a better job is very important and are studying the technical career of accounting. Likewise, 24.1% of the new students think the same and are studying administration. Likewise, 13.8% of the entrants think that the above-mentioned reason is very important and study the technical career of computer science. The relationship is not significant, when analyzed with the Chi-square statistical test at 5% significance, the result is  $p = 0.080$ , therefore there is no significant relationship between the opinion on the pronounced reason and the career they study  $X^2 = 11.271$  with G.L. = 6 (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(4)

To be in better conditions and earn money OPINION	TECHNICAL CAREER			Total
	Accounting	Administration	Computing	
Very important N°	26	21	12	59
% of Total	29,9%	24,1%	13,8%	67,8%
Something important N°	9	7	3	19
% of Total	10,3%	8,0%	3,4%	21,8%
Nothing important N°	4	3	0	7
% of Total	4,6%	3,4%	,0%	8,0%
I do not know N°	1	1	0	2
% of Total	1,1%	1,1%	,0%	2,3%
Total N°	40	32	15	87
% of Total	46,0%	36,8%	17,2%	100,0%

**Table 22.** Career choice according to opinion on the reason “To be in better conditions and earn money.

**Source:** Own elaboration (2022)

In Table 22, 29.9% of the students entering the Amazon Institute believe that the reason for studying to be in better conditions and earn money is very important, and they study the technical career of accounting. Likewise, 24.1% of the new students think the same and are studying administration. Likewise, 13.8% of the new students consider the aforementioned reason to be very important and study the technical career of computer science. The relationship is not significant, when analyzed with the Chi-square statistical test at 5% significance, the result is  $p = 0.886$ , therefore there is no significant relationship between the opinion on the pronounced reason and the career they study  $X^2 = 2.343$  with G.L. = 6 (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(Fo - Fe)^2}{Fe}$$

(5)

Because it was the career I liked the most OPINION	TECHNICAL CAREER			Total
	Accounting	Administration	Computing	
Very important N°	28	20	14	62
% of Total	32,2%	23,0%	16,1%	71,3%
Something important N°	4	8	1	13
% of Total	4,6%	9,2%	1,1%	14,9%
Nothing important N°	6	3	0	9
% of Total	6,9%	3,4%	,0%	10,3%
I do not know N°	2	1	0	3
% of Total	2,3%	1,1%	,0%	3,4%
Total N°	40	32	15	87
% of Total	46,0%	36,8%	17,2%	100,0%

**Table 22.** Career choice according to opinion on the reason “*Because it was the career, I liked the most*”.

**Source:** Own elaboration (2022)

In Table 22, it is noted that 32.2% of new students at the Amazon Institute say that the reason for studying is very important because it was the career that I liked the most, and 23% of the new students say the same and study administration. Likewise, 16.1% of the new students think that the reason mentioned above is very important and study the technical career of computer science.

The relationship is not significant, when analyzed with the Ji-square statistical test at 5% significance, the result is  $p = 0.230$ ; therefore, there is no significant relationship between the opinion on the pronounced reason and the career they study  $X^2 = 8.112$  with G.L = 6 (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(6)

Because it was the career I liked the most OPINION		TECHNICAL CAREER			Total
		Accounting	Administration	Computing	
Very important	N°	28	20	14	62
	% of Total	32,2%	23,0%	16,1%	71,3%
Something important	N°	4	8	1	13
	% of Total	4,6%	9,2%	1,1%	14,9%
Nothing important	N°	6	3	0	9
	% of Total	6,9%	3,4%	,0%	10,3%
I do not know	N°	2	1	0	3
	% of Total	2,3%	1,1%	,0%	3,4%
Total	N°	40	32	15	87
	% of Total	46,0%	36,8%	17,2%	100,0%

**Table 23.** Career choice according to opinion on the reason “*Because it was the career, I liked the most*”.

**Source:** Own elaboration (2022)

In Table 23, 32.2% of the new students at the Amazon Institute say that the reason for studying is very important because it was the career that I liked the most, and 23% of the new students say the same and study administration. Likewise, 16.1% of the new students think that the reason mentioned above is very important and study the technical career of computer science.

The relationship is not significant, when analyzed with the Ji-square statistical test at 5% significance, the result is  $p = 0.230$ , therefore there is no significant relationship between the opinion on the pronounced reason and the career they study  $X^2 = 8.112$  with G.L = 6 (Calculations in the analysis with the statistical program SPSS.V.21).

$$X^2 = \sum \frac{(F_o - F_e)^2}{F_e}$$

(7)



## 6. Discussion

The research allows to mention AIMINO (2011) in her master's thesis in university teaching, who conducted a study on reasons and interests in the career choice of university entrants at the National University of Villa María-Buenos Aires 2006 "Neoliberal brands in career choice", Argentina, points out that the reasons and interests in the career choice of university entrants and their permanence three years after entering the university constitute the focus of the present work. The variables involved in the choice of career establish a complex plot that is approached theoretically from the sociological perspective of Pierre Bourdieu, recognizing contributions of Social Psychology; which keeps some similarity, since the reasons and interests in the choice of the career of the entrants, in the research to the Instituto de Educación Superior Tecnológico Privado Amazónico, approached from different optics, both sociological and psychological, being the most relevant at the entrance: *To study what is my vocation; To be able to get a better job; To be in better conditions and earn money; Because it was the career that I liked the most; Because it was a novel career with a great field of labor insertion; Because of the prestige of the Institute; That it will allow me to be a professional and work independently; That it would allow me to be in contact with reality and work in it.*

In the research, different reasons and interests were given by the entrants to the research institution. This situation is partly similar to that of Garcia (2003), in her master's thesis in science with a specialization in vocational orientation "*The motives in the choice of career in professions of high low demand*", where she points out that the main motives for a choice of career according to the study are among the economic: the economic stratum determined by the level of family income, the occupation of the head of the family, both of the mother and of the head of the family.

## 7. Conclusions

- There is a significant relationship between the reasons and interests of students entering the Amazon Institute for the choice of technical careers in accounting, administration, and computer science, and therefore, their reasons and interests are significantly different when choosing their career. It was analyzed with the Chi-square statistical test at 5% significance.
- The most important reasons and interests that were determined in those entering the Instituto de Educación Superior Tecnológico Privado Amazónico, in the city of Tarapoto, Province and Region San Martín in 2014, are: *To study what is my vocation; To be able to achieve a better job; To be in better conditions and earn money; Because it was the career that I liked the most; Because it was a novel career with great field of labor insertion; Because of the prestige of the Institute; That it will allow me to be a professional and work independently; That it would allow me to be in contact with reality and work in it.*
- There is no significant relationship between the career required by the entrant and his or her employment status, when analyzed with the chi-square statistical test at 5% significance.
- The opinions on reasons and interests are not statistically related; that is, none of the most relevant opinions on reasons and interests are significantly related. In all cases the Chi-square test of independence was used obtaining a significance of 5%.

## 8. Recommendations

- To develop a program that includes aspects related to the reasons and interests in the choice of the career of the entrants to the Amazonian private technological higher education institute of the city of Tarapoto, Province and Region San Martin.
- With respect to the opinions given by the entrants, it is important not to overlook the sources of influence they have.
- It is recommended to be present in the most used social networks nowadays. These are Twitter and Facebook. It is an easy and economical way to have a constant presence with influential groups.
- Maintain and further develop the level or quality of academic and complementary services provided by the Amazon Institute for student demand, according to the reasons and interests of these.

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