Basic Need Satisfaction and Students' Willingness to Use Spreadsheet Software

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Abstract : The present study was designed to test how fulfilment of three basic psychological needs influence students development of perceived usefulness (PU) and ease of use (EOU) in connection with use of a spreadsheet. Both PU and EOU are assumed to be critical for development of students' willingness to utilize spreadsheet in future work within business administration. A questionnaire was completed by 196 business students in Norway. We found that satisfying the need for competence and autonomy is most critical for willingness to utilize the software package. The results also indicate that satisfying the need for relatedness, surprisingly, has no influence on students' willingness to utilize the software package. A key implication of the present research is that teachers mainly should focus on fulfilling students need for competence and self-determination when the purpose is to motivate them to utilize new software. That students' should develop their own competence when using a new technology is somewhat obvious, but that the feeling of being self-determined needs to be a complementary element in this connection is not necessary seen as obvious.