**ASSESSMENT OF INDIGENEOUS ENTREPRENEURS IN INTERNATIONAL BUSINESS (A STUDY OF COAL- CAMP), ENUGU**

**BY**

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**U14/MSS/MAN/037**

**DEPARTMENT OF BUSINESS MANAGEMENT**

**FACULTY OF MANAGEMENT AND SOCIAL SCIENCES**

**GODFREY OKOYE UNIVERSITY ENUGU, THINKERS CORNER**

**JULY, 2018**

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**A PROJECT REPORT SUBMITTED TO THE DEPARTMENT OF BUSINESS MANAGEMENT, FACULTY OF MANAGEMENT AND SOCIAL SCIENCES, GODFREY OKOYE UNIVERSITY, UGWUOMU- NIKE, ENUGU STATE**

**IN PARTIAL FULFILMENT OF THE REQUIREMENTS FOR THE AWARD OF BACHELOR OF SCIENCE (B.Sc) DGREEE IN BUSINESS MANAGEMENT**

**JULY, 2018**

**CERTIFICATION**

I, Paddy- Okafor, Olisaemeka Patrick an undergraduate of Department of Business Management, Godfrey Okoye University, Enugu, with Registration Number U14/MSS/MAN/037, do hereby certify that the work embodied in this project is original and has not been submitted in part or in full for any other diploma or degree of this or any other university.

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 Paddy- Okafoe Olisaemeka P. Date

**APPROVAL PAGE**

This is to certify that this research was approved by the Department of Business Management, Godfrey Okoye University, Ugwuomu- Nike, Enugu State.

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External Examiner Date

**DEDICATION**

I dedicate this project to the most high, Almighty God, the Alpha and Omega for his love and kindness and my parents for all their patience, kindness and support.

And finally to the Head of Department Assoc. Prof. Nick Igwe for his great support and guidance.

**ACKNOWLEDGEMENTS**

I would like to thank my parent for not giving up on me. Chief & Mrs Paddy S. Okafor deserve some accolade, without them, I will just be like a phone without a sim card. I want to use this opportunity to say am thankful.

Special recognition goes to my supervisor, whom is also Head of Department, Assoc. Prof. Nick Igwe for his unlimited guidance.

I express my sincere thanks to Prof. Richard C. Okafor (Ogbueshu Ugobelenoji), whose valuable guidance and encouragement throughout my university education

**ABSTRACT**

*This study is on performance of indigenous entrepreneur in international business in Coal Camp Enugu. The survey research design was adopted and a sample size of 171 (one hundred and seventy one) was gotten using Taro Yamani formula. Questionnaire were administered to the respondents and 50 was returned, which was used for the analysis. The data for the study was analyzed using simple descriptive statistics of SPSS. Hypotheses were tested using the Chi-square. The study revealed that indigenous entrepreneur have various modes of entry into international business, there are some constraints confronting the development of indigenous enterprises such as poor management practices constrain the success of indigenous entrepreneur, lack of infrastructural facilities hinders the performance of entrepreneur, financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement, poor management expertise is a problem to my development, to a great extent, government plays some roles towards the promotion and development of international business for indigenous entrepreneur, and it was also noticed that support are given to indigenous entrepreneurs by the government agencies to improve their performance in international business.* *Based on the research at hand, the researcher made the following recommendations: The government should put more effort in showing support and making it easy for indigenous entrepreneurs to participate in international business, the indigenous entrepreneurs should try and observe the state constraint confronting their performance in international business and also in their domestic trade, the government agencies which sees the affairs of the indigenous entrepreneurs should make sure that they keep to the standard of which any participant most adhere to and the indigenous entrepreneur at Coal Camp should always endeavour to have a good relationship with the government in other to have free trade without inviting law enforcement agencies.*

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**CHAPTER ONE**

**INTRODUCTION**

**1 .1 Background to the Study**

The role of indigenous entrepreneurs in developing countries, Nigeria in particular is progressively becoming significant. It is significant in the sense that all available resources in any given situation in the economic wellbeing of a nation must be developed for industrialization and ultimately consumption through the small and medium scale businesses. Hence, the impact and potential contribution of small scale businesses on a broad and diverse base as well as their accelerated effect in achieving macro-economic objectives pertaining full employment, income distribution and the development of local technology, make the existence most inevitable. Therefore, the importance of small and medium scale enterprises in particular to the general economic development of any nation especially a developing one like Nigeria cannot be over emphasized (Osalor 2012).

Indigenous enterprises have been recognized as indispensable components of natural development in both developed and developing economies. This sub-sector of the economy is globally acknowledged to contribute substantially in enhancing employment creation or generation, poverty alleviation,, equitable distribution of resources, income redistribution, technical and technological innovation, entrepreneurial skills development, more uniform industrial and economic region- moreover, they have been touted strategic in ensuring food security and encouraging rapid industrialization and reversal of rural-urban migration (Balunywa

2010).

Although indigenous enterprise are seen as veritable engines of economic development, the growth and development of small and medium scale enterprises in Nigeria have been slow and in some cases even stunted, due to a number of problems and challenges confronting this all important sub-sector of the economy. Some of the problems highlighted in the body of literature as being responsible for the slow growth and development of the small and medium scale enterprises include: deplorable infrastructural facilities funding and financing challenges; inadequate managerial and entrepreneurial skills; corruption and lack of transparency arising from government regulation and regulators etc. It had been argued that the most disturbing among these challenging is funding, but concedes that most new small business enterprises are not attractive prospects for banks as they want to minimize their risk profile (Abereijo 2014).

Indigenous enterprise in Africa have therefore been found to rely largely on own savings, not only to grow, but also to innovate, whereas firms often need real services support and formal finance assistance, failing which under investment in long term capabilities (Training, Research & Development) may result on the other hand, indigenous enterprise in Nigeria had been blamed for poor performance on management practices, poor access to funds, low equity participation from stakeholders, poor infrastructural facilities, shortage of skilled manpower, multiplicity of regulating agencies and the over-bearing operating environment, societal and attitudinal problems, little access to markets and lack of access to information. In spite of these problems and challenges, Government and other financial institutions had held out programmes for the prospects of indigenous enterprise in Nigeria (Aigboduwa 2013).

The current economic reform process ongoing in Nigeria aimed at reducing poverty, unemployment and strengthening of basic institutions and sub-sector of the economy target at improving and enhancing the capacity of indigenous enterprise as instrument of economic growth and development. A lot has been said and written about indigenous enterprise in the world. It has also formed the subject of discussion in so many seminars and workshops both locally and internationally. In the same token, government at various level (Local, State and federal levels) have in one way or the other focused on the indigenous enterprise. While some governments had formulated policies aimed at facilitating, empowering the growth, development and performance of the indigenous enterprise to grow through soft loans and other fiscal incentives. International agencies and organizations (World Bank), United Nations Industrial Development Organisation (UNIDO), International Finance Corporation (IFC), United Kingdom, Department for International Development (DFID), European Investment Bank (EIB) etc are not only keenly interested in making indigenous enterprise robust and vibrant in them. Locally, the several non-governmental organizations such as fate foundation, Support and Training Entrepreneurship Program (STEP), the Nigeria Investment Promotion Commission (NIPC), the Association of Nigeria Development Finance Institution (ANDFI), as well as Individual Development Finance Institution (IDFI) have been promoting the growth of indigenous enterprise in Nigeria through advocacy and capacity building imitative and have continued to canvass for better support structures for operator in the indigenous enterprise subsector (World Bank 2011).

In the context of this study, indigenous enterprise has been referred to as SMEs. Small scale could therefore be referred to as cottage industry. And they can be best described based on some of their characteristics:

* Few numbers of employees
* Amount of investment and annual business turnovers
* Small in size within the industry
* Managers are also owners, etc (Aladekomo 2013).

The 3rd Nigerian National Development Plan (2011) defined small scale industry as a manufacturing establishment that employs less than 10 people and whose investment on machinery and equipment do not exceed N600,000 (six hundred thousand naira). From another perspective, the Central Bank of Nigeria in 2001, in its credit guidelines defined Small Business Enterprises as any business organization with an annual turnover of less than N500,000 (Five hundred thousand naira).

Alawe (2013) defined Small Scale Enterprises as organizations employing a minimum or rive employees and with a minimum initial capital outlay of not less than N5000 five thousand naira). Alas (2011) noted that an additional requirement to be tagged Small Scale Enterprises in Nigeria is that the number of employee is not greater than 50 in any situation and the financial capital outlay is not more than N150, 000 (one hundred and fifty thousand naira).

From the foregoing definitions, it could be seen that different individuals, institutions, or bodies and countries have given definitions to small scale enterprises. Therefore, as with entrepreneurship, it is difficult to have a generally acceptable definition of small scale enterprises, the best one can say is that small scale enterprises may be viewed as a business unit which is independently owned and managed and which does not dominate its relevant market segment of interest (Abriel 2015).

In Nigeria, the recent economic submit recommended the creation of 500,000 entrepreneurs on the assumption that if each entrepreneur employs 100 workers, a total number of 50 million jobs be created with the time frame.

Although, all these developments as commendable, however, the best way to eradicate poverty is not to throw money at if but to grow out of it. The various efforts of the government on the development of small and medium scale enterprises through various initiative and well- structured programs to encourage vocational educational centre in the state, with an interest of setting up those apportioned individuals as independent entrepreneur after successful completion of course proved abortive, the rate of survival of these newly set up enterprises are still very low which makes the effort of the government to result in futility and also making individuals to still became job seekers as against the normal goal of being an employer of labour and definitely still giving chance to poverty. However, this project work examines the respective strengths and drawbacks associated with the historical trends and efforts at developing indigenous enterprise. It identifies and analyses the opportunities provided for the promotion of indigenous enterprise in international business. Here, this study titled “the performance of indigenous enterprise in international business in Enugu coal camp spare parts”.

**1.2 Statement of the Problem**

The Nigerian National economy is characterized by mirage of problems which has constituted a sleepless night to developmental oriented governance. The most disturbing problems are that government has not played a favourable role towards the promotion and development of small and medium scale enterprises, in the sense that government creates unfavourable fiscal policy inconsistencies and lack of the infrastructural facilities by the government, which have stunted and stagnated the growth of indigenous enterprise in international business (Arriyo 2010).

Indigenous entrepreneurs are seen as veritable engines of economic development, but the growth and development of indigenous entrepreneurs in international business have been slow and in some cases even stunted, due to a number of problems and challenges confronting this all- important sub-sector of the economy. Some of these problems includes: financial problems, poor management expertise, poor accounting system, lack of materials etc, which the researcher tends to find solution to them. More so, in Nigeria, most small enterprises are folding up or lack competitiveness because they lack the much required financial capacity to prosecute their manufacturing concern. Another challenges facing international business is the use of language. Being an international business person who is not fluent in the local language such as having the ability to directly communicate with employees and customers, understanding the manner of speaking within business in the local area to improve overall productivity, gaining respect of customers and employees from speaking with them in their native tongue.

**1 .3 Objectives of the Study**

The objective of the study was to ascertain the performance of indigenous enterprise in internationally business a case study of coal camp spare part. The specific purposes of the study are:

1. To identify the various mode of entry into international business by indigenous entrepreneurs.
2. To identify the constraints confronting the development of indigenous enterprise in coal camp spare parts.
3. Assess the role played by government towards promotion and development of indigenous entrepreneurs.
4. To examine the financial support given to indigenous entrepreneurs by Government to improve their performance in international business.

**1.4 Research Questions**

The following research question will guide the study:

1. What are the various mode of entry into international business by indigenous entrepreneurs?
2. What are the constraints confronting the development of indigenous enterprise in coal camp spare parts?
3. What arc the role played by government towards promotion and development of indigenous entrepreneurs?
4. What are the financial supports given to indigenous entrepreneurs by Government agencies to improve their performance in international business?

**1.5 Research Hypotheses**

**H0:** There is no mode of entry into international business by indigenous entrepreneurs.

**HI:** There is a mode of entry into international business by indigenous entrepreneurs.

**H0:** There are no constraints confronting the development of indigenous enterprise in Coal Camp spare parts.

**HI:** There are constraints confronting the development of indigenous enterprise in coal camp spare parts.

**H0:** Roles are not played by government towards promotion and development of indigenous entrepreneurs.

**H1:** Roles are played by government towards promotion and development of indigenous entrepreneurs.

**H0:** Financial supports are not given to indigenous entrepreneurs by Government agencies to improve their performance in international business?

**HI:** Financial supports are given to indigenous entrepreneurs by Government agencies to improve their performance in international business?

**1.6 Significance of the Study**

This study when completed would be a valuable help to various stakeholders for implementations with the concerned efforts of all and sundry including: governments at all levels, SME promoters etc.

**Policy makers:** It guides them in making policies and regulations that will create enabling environment for indigenous entrepreneurs. SMEs: This study will enable them to identify the problems confronting the development of small enterprises.

**Investors/Entrepreneurs:** It will enable them to know what they expected of government in the promotion of small enterprises. It will also enable them to know the cost involvement in establishing the small enterprises and the obstacle faced by the indigenous entrepreneurs.

**Companies:** They will also benefit from this study, since they are interested in the overall success, operational and financial efficiency evaluation of the firm.

**Student/Researchers:** This study will also be a benefit to them, since there are curious in studying or knowing more about the topic and in their research work.

**1.7 Scope of the Study**

The study will be focused on the performance of indigenous enterprise in international business in Enugu coal camp spare parts.

**1.8 Limitations of the Study**

Certain limitations were encountered in the course of this study, key among these includes:

**Unavailability of Data**

One of the greatest challenges the researcher encountered in this study relates to access to and collection of hard data due to extreme data gaps.

**Time and Funds**

Another limitation of this study relates to time, funds and logistics constraints, which limited the intensity of the spread or are of coverage of the study.

**CHAPTER TWO**

**REVIEW OF RELATED LITERATURE**

**2.1 Introduction**

**2.2 Conceptual Framework**

**2.2.1 Concept of indigenous entrepreneur**

Indigenous entrepreneur are individuals that exploit business opportunities in their local environment. They gather resources to exploit such perceived local opportunities thereby generating funds and creating employment opportunities. This indigenous entrepreneur can be related or said to be synonymous with small scale business owners.

Therefore, a small-scale enterprise may be seen as a business which is independently owned and managed and which does not dominate its relevant market segment of interest. (Onodugo 2010).

In recent times, attention has been directed towards the contribution and role of Small Business Enterprises (SBE) within the world economy due to their contribution to economic development e.g employment creation, development of local technology, mobilization of savings etc.

Many Indigenous populations around the world face enormous challenges of relatively high unemployment, poor health and integrating into modem society. The Nigeria government is seeking to address these problems through social procurement initiatives that encourage construction clients and firms to employ Indigenous businesses in their supply chain. The aim is to build supply chains through regulation, which more closely reflect the demographics and social needs of the communities in which they build. However, many barriers to entry exist for Indigenous businesses and through a national survey of Nigeria Indigenous entrepreneurs it is shown that these include adjusting to unique construction industry cultures and practices, breaking into existing business networks and being under-cut by industry incumbents and competitors when tendering for projects. Compared to non-Indigenous business, they appear to face special difficulties in starting and scaling-up their businesses due to inadequacy of mentoring, capital and finance. The development of successful businesses by Indigenous Nigeria is an important part of the strategy for improving the quality of life for many Indigenous communities and Nigerians. Indigenous businesses provide jobs for the indigenous community provide important pathways to Indigenous self-determination and provide new possibilities for Indigenous youth and Indigenous communities in urban, regional and rural Nigeria (Uzoagulu, 2014).

According to national census data, there has been a remarkable growth of Indigenous businesses in Nigeria in recent years. The number of Indigenous entrepreneurs increased threefold in the past twenty year (1-lunter 2011). Nevertheless the rate of entrepreneurship among Indigenous Nigeria is still very low compared to that of other countries. Closing the ‘entrepreneurship gap’ is a key part of the broader aims to close the socio-economic, health and education gap between Indigenous and non-Indigenous Nigeria.

There are a number of forms of Indigenous business engagement and Indigenous entrepreneurship in Nigeria that are very different horn each other. One important development over the past decades relates to partnerships between corporations and Indigenous community organizations. Some of these relate to Land Rights and the Federal Native Title Act. Other indigenous entrepreneurs re established as business co-operatives. Others are not-for-profit business enterprises established by Indigenous community organizations to provide goods and services to Indigenous communities that are not provided by non-Indigenous entrepreneurs. Many of these are located in rural and remote areas of Nigeria. Other Indigenous businesses are micro, small and medium private enterprises (Banmack 2015).

There is now a much better understanding of the dynamics of Indigenous entrepreneurs and the critical contributions that they make not only to Indigenous employment generation and economic growth but also to community development because Indigenous entrepreneurs care as much about their social contribution as they do about their business profits and sustainability. There is also a much clearer picture of the pathways to Indigenous entrepreneurship, the personal and business challenges that they face and the successful strategies that Indigenous entrepreneurs have employed to overcome these difficulties. New insights into new strategies to improve the vitality of the Indigenous business sector have emerged.

**2.2.2 Concept of International Business**

International business involves border transactions of goods and service between two or more countries. Transactions of economic resources include capital, skills and people for the purpose of the international production of physical goods and services such as finance, banking, insurance, and construction. International business is accelerated by globalization. Globalization refers to the international trade between countries, which in turn refers to the tendency of international trade, investments, information technology and outsourced manufacturing to weave the economies of diverse countries together. International business is the study of the internationalization process of multinational enterprises. A multinational enterprise is a company that has a worldwide approach to markets, production and/or operation in several countries. (Ihua, 2010).

**2.3 Barriers to Entry for Indigenous Entrepreneurs**

According to Hindle and Moroz (2010), Indigenous business offers new opportunities for governments to address Indigenous social, economic and health problems through Indigenous wealth creation, social advancement and the strengthening of local communities. However, Foley (2012) warns that Indigenous entrepreneurs face more barriers than non-Indigenous entrepreneurs in building a business. Sullivan and Sheffrmn (2014) define a barrier to entry as an obstacle that makes it difficult for a business to enter a given market. These barriers may involve lack of transport infrastructure, and inefficiency and opacity in border administration. Other obstacle include barriers to market access, such as import prohibitions, import/ export licensing regulation that are designed to provide price protection to local manufacturers from lower quality imports.

Delays at Nigeria’ s ports are caused by inefficient border administration and seem to stem from general mismanagement undereped transport infrastructure and corruption. Indigenous entrepreneurs consistently complain about dealing with too many government agencies, arbitrary fees and illegal clearing agent at the port.

A high percentage of Nigeria’s imports pass through the Lagos port complex at Apapa and the tin can Island port, both in Lagos, for further transport by road to the rest of the country. But the road outside the ports are in such poor condition that moving goods out of Apapa can take an entire day instead of 45 – 60 mins. That delay is one contributor to port congestion. It also poses a major challenges for indigenous importers.

Unlike other countries with significant Indigenous populations like South Africa and Canada, where governments have introduced social procurement policies to encourage the removal of Indigenous barriers to entry, there has been no research into barriers to entry for Indigenous businesses into the Australian construction industry. For example, Ruthensamy (2012) found that South Africa’s Preferential Procurement Policy Framework designed to help South African construction enterprises owned by historically-disadvantaged individuals (HDI’ s), has increased participation and success of HDI owned construction enterprises in government construction tenders. However, it was also found that supply side constraints limited their penetration into the market arguing that a strategy of unbundling was needed to provide greater business opportunities for JIDI owned construction enterprises, supported by a better enabling environment to help such companies access the market. Similarly, in Canada, Mah (2014) found that Canada’s procurement policies for Aboriginal business have increased the number of Aboriginal firms competing for and obtaining government contracts. However, it also highlighted an over-reliance on the program by Indigenous businesses, inconsistent implementation and success rates across Canada and increasing competition for government contracts which crowded-out indigenous businesses. Mah (2014) found that to be effective, social procurement policies needed to be supported by complimentary programs that reduce barriers to entry for Indigenous businesses.

**2.4 Constraints on Capital Experienced by Indigenous**

A lack of access to capital has been cited as a key reason for low participation in entrepreneurial activities by indigenous peoples of the Pacific region (de Bruin & Mataira 2013). Rather than taking a narrow purely financial view of capital, this paper will explore a wider, and arguably richer, understanding of capital that can be found. For example, Bourdieu (2011) argued that beyond economic, or financial, capital there are additional forms of capital - in particular cultural capital and social capital. Firkin (2012) advances this reasoning by arguing the following forms of capital are relevant to entrepreneurs: financial, human, social, physical, organisational and technological. If an entrepreneur lacks access these forms of capital, this is likely to have negative outcomes for the entrepreneurial venture (de Bruin and Dupuis 2013; Firkin 2013). An extended discussion of these different types of capital and the likely access that an Indigenous person has to them are as follows.

**2.4.1 Access to Financial Capital**

Historically, financial capital for indigenous projects has either been provided on the basis that the work will never be sustainable, or that an enterprise has to demonstrate long term viability before it is eligible for financial assistance (Daly, 2014). Remote communities with small populations pose significant challenges to the implementation of any financial services program, since it is very difficult for such programs to become self sufficient. This may explain why financial institutions are not present in many communities. Curran (2011) is critical of the lack of incentives provided to banks by state governments for the provision of financial services in remote and rural communities, which are necessary precursors to the development of effective markets. McDonnell (2013) argues that partnership arrangements between Indigenous organizations, financial service organizations and the government must be implemented in order to address this deficit. Obtaining ‘capital within Indigenous communities is virtually impossible when no-one has significant private property or accumulated assets. While land is available, most land owned by Indigenous communities under Native Title legislation is inalienable, and consequently cannot be used as collateral for loans. This can affect the viability of some joint ventures, where the non-Indigenous partner has no security for their investment (Iromala 2014). It also limits the ability or willingness of banks to issue loans to Indigenous communities as there is no collateral.

Studies of small business generation in other nations found that lack of capital affected the startup of small businesses. Likewise Indigenous communities in Nigeria often lack access to financial institutions and financial capital with many communities lacking basic financial services. The lack of capital causes many varied stresses on the business and the entrepreneur, lack of stock, lack of purchasing power, poor liquidity and so on. Access to capital is therefore one of the key aspects to securing economic independence for Indigenous entrepreneurs. However, access to financial capital needs to be supported with development of human capital through management training and support (Miller, 2012).

**2.4.2 Development of Human Capital**

Daly (20 14) concluded that 90% of the factors causing lower rates of indigenous earnings can be accounted for by lower levels of education of indigenous men, and their location outside of urban areas. Indigenous people with higher education qualifications earned higher salaries than Indigenous people without such qualifications (Daly, 2014), and were twice as likely to be employed as those without qualifications (Miller 2012). While increased levels of education does not automatically result in increased income for Indigenous people (Daly 2005), increased education does result in increased income, if there are jobs available in communities (Daly and Smith, 201 4). Gray and Hunter (2011) agree finding that the greatest single determinant indicating the likelihood of an Indigenous person being employed was possession of a tertiary qualification

In indigenous communities Miller (2012) found that government sponsored training programs have not historically targeted management and business, and that training was not prioritized by Indigenous organizations. Multiple studies have shown that lack of financial and managerial skills has a detrimental effect on the success of indigenous small businesses, both in Australia and in other Pacific nations (Dc Bruin, 2011).

Lower levels of education are seen as inhibitors to Indigenous participation in small business enterprises (Daly, 2014). Daly (2014) argues that increasing the education levels is imperative in order to ensure the expected financial incentive for finding work exceeds that of remaining on welfare.

Likewise the increase in skills is considered a co-requisite in order to establish effective indigenous businesses. Research conducted in the Pacific Islands also found that the development of good management skills was one of the key factors leading to the development of successful Indigenous businesses.

Miller (2012) argue that such training needs to be provided prior to the establishment of indigenous entrepreneurs , and that ongoing support needs to be provided during establishment and early operation, so that problems can be addressed early. The Traditional Credit Union ETCU1 (TCU, 2012) expanded this concept and believes that training in financial literacy is an area that cannot be underestimated and advocates provision of training to all levels of indigenous society, including community elders and clan leaders, women’s groups, school students and the general community. McDonnell (2013) argue for the expansion of TCU’s financial literacy programs through partnerships with major financial institutions.

**2.4.3 Organizational, Physical and Technological Capital**

One of the key factors affecting Indigenous communities is their remoteness. Miller (2012) found that attempts to establish Indigenous entrepreneurs that failed to acknowledge the isolation encountered in remote Indigenous communities, simply failed. Access to physical, labour, and information marketplaces are extremely limited (Miller 2012), as are access to financial institutions (Daly 2014), with many indigenous communities without banking facilities. In remote regions, transport costs are high and there are low levels of local demand (Daly, 2014). This lack of access to markets (labour markets, information markets and economic markets) caused by remoteness is seen by some Indigenous leaders as causal to the present marginalization of indigenous people (Pearson, 2010). Innovative solutions are needed in order to foster access to markets by government, as greater economic independence for Indigenous Australians involves, somewhat paradoxically, greater links with the mainstream Australian economy (Council for Aboriginal Reconciliation 2011). This integration into the wider Australian economy has proved difficult for various reasons.

**2.4.4 Access to Social Capital**

Dense social networks can provide rich sources of financial, intellectual and social capital to entrepreneurs. If a network is over-embedded it can paradoxically limit access to resources. For Indigenous entrepreneurs, social networks can even result in a drain on resources, as an Indigenous person in business is expected to share their wealth with their kin - even if this wealth is floor stock that needs to be sold in order to create operating surplus (Foley 2012). This withdrawal of assets from a small business has also been referred to as the ‘trader’s dilemma’ in Pacific Island nations, as the entrepreneur needs to make a profit to succeed in business, but is also expected to distribute wealth among kinship networks. These calls for support and favours from extended networks of relations can often overwhelm new enterprises. Sharing resources within Indigenous communities is more than an economic investment - it is also a social investment (Ogechukwu, 2014).

**2.5 Prospects of Indigenous Enterprises for International Business in Nigeria**

In spite of the challenges confronting indigenous entrepreneurs (SMEs) in Nigeria, government realized the role of indigenous entrepreneurs (SMEs) as the catalyst for economic growth and development through employment and their contribution to macro-economic development. It is therefore only proper to say government is making tremendous effort in ensuring that these challenges are tacked. This explains why, a part from the past effort by government, the emergence of democracy has also increase government effort since democracy is tied with economic development, (Omotola, 2014). Government in the past has established various support institutions and reliefs measures aimed at enhancing and improving the capacity of indigenous enterprise. Example of such includes specialized banks meant to offer investment credits and loans to improve the investment capacity of indigenous enterprise. In addition, government also initiates regulatory and preferential laws as a measure of protection and offers preferential treatment to small and medium scale enterprises (SMEs) for the purpose of its improvement and development.

However and despite government effort in the past there is a renew support for small and medium scale enterprises since 1999; the government has since commence economic reform which small and medium scale enterprises (SMEs) are central to its objectives. The opportunity on the future of small and medium scale enterprises (SMEs) has started yielding result, because the economic reforms had shown evidence of improvement in the legal and regulatory environment, particularly regarding company registration, taxation, infrastructural improvement (especially telecommunication). The establishment of bank of industry (BOT), small and medium scale enterprises (SMEs) development agencies of Nigeria, the facilitation of small and medium scale enterprises equity investment scheme (SMTEIS) and other employment generation and poverty alleviation scheme at various levels of government. Such as National Economic Empowerment and Development Strategies (NEEDS at national level), (SEED- at state level) and (LEEDS — at Local Government level).

As Onugu (2010), put it the economic reform program would aid the creating and consolidation of existing small and medium scale enterprises (SMEs) because of its focus on income generating opportunities for the people (Onugu, 2010). Similarly, Ornotola (2014), views the current effort of government since 1999 towards revamping small and medium scale enterprises (SMEs) as a sustainable process capable of building the prospect of small and medium scale enterprises and a path to national recovery of the Nigeria railing economy.

While landing government effort, the organized private sector is also making a vital contribution in this direction. As Onugu (2010), observed the capital market driven by the Nigeria Stock Exchange (NSE) have not only been expanding its facilities, but also for cost effectiveness for small and medium scale enterprises (SME5 to access funds from the market. In 2005, during the commissioning of small and medium scale enterprises development agency of Nigeria (SMEDAN), the former president of Nigeria, Olusegun Obasanjo urged the Central Bank of Nigeria (CBN) to realize the objective of small and medium scale enterprise equity investment scheme (SMIETS) which is expected to complement the development effort of financial institution in terms of loan assessment on a short and long-term basis for investment purposes. The current thrusts of the establishment SMESAN give some measure of optimism as it portrays government serious engagement and cultivation of small and medium scale enterprises. Currently the agency has completed a nation-wide survey on small and medium scale enterprises (SMEs) as basis of articulating ideas for micro, small and medium scale enterprises policy thrust. This policy thrust would aid in facilitating improvement and capacity building program, support service and intervention for the small and medium scale enterprises (SMEs) in Nigeria.

At the international front, the globalization and current economic reforms which has liberalization, commercialization and privatization has its main component has also open up vista for the small and medium scale enterprises (SMEs) and entrepreneurs. The liberalization of trade through world trade agreement has open-up opportunity to small and medium scale enterprises (SMEs) to access international market and the African growth opportunity act which offer incentives to exporter from African Countries to the United State of America (Onugu, 2010, Omotola. 2014). This international effort is further enhanced by Tony Blair Commission for Africa. In February 2005, the President of the Institutes of Directors Mrs. Benedicta Molokwu confined that the Tony Blair commission for Africa is to assists small and medium scale enterprises (SMEs) in Nigeria by creating access to loan and on lending through banks. In the same direction, the government through SMEDAN has also called the G8 to assist in providing an enabling environment for small business to thrive in Nigeria. In a paper titled Developing Africa’s small and medium scale enterprises (SME) potential. “How G8 can do more to help Africa organized by the Africa business roundtable and Tony Blair Commission for Africa in Lagos”.

According to Mrs. Modupe Adelaja the Director of SMEDAN she sought support from the GX to assist the effort of the stakeholder to streamline and simplify the procedure for business registration and taxation at the three tiers of government adding that this would allow small and medium scale enterprises (SMEs) to move from informal to formal level.

There is no doubt that, if the current economic reform program in Nigeria can be sustained, the capacity of small and medium scale enterprises (SMEs) would be enhanced and improved. This would no doubt have a positive effect for employment generations, wealth creation, and poverty alleviation etc. Above all, it would set Nigeria economy on the path to recovery, promote economic growth and national development.

**2.6 The Role and Importance of Indigenous Enterprise to the Nigeria Economy**

In developing country like Nigeria, the importance of indigenous enterprise (SMEs) in the process of social economic development cannot be overlooked. Indigenous enterprise are very important to the economy in the sense that large percentage of their production inputs are sourced locality thus, reducing the pressure on the limited foreign exchange earnings, helping to eliminate some of the deficit in the balance of payment. Ikherehon (2014) enumerates the roles of indigenous enterprise as summarized below:

* Indigenous enterprises constitute the very basis of the national economy.
* Developing of local technology.
* Provide an effective means of stimulating indigenous entrepreneurship.
* Mobilization and utilization of domestic savings.
* Greater employment creation per unit of capital employment.
* Ensure the structural balance in terms of large and small industry sectors as well as rural urban areas.
* Ensure the supply of high quality parts and components and intermediate products thereby strengthening the international competiveness of manufacturer’s goods.
* Stimulate technological development and innovations, produce specialized item in small quality to meet current and diverse demands.
* Effective in subcontracting with large enterprises.
* Increase efficiency by reducing cost and improving flexibility.
* Capacity to expand export possibly and substitute import effectively.

In addition to above, Nwadozie (2013), on the importance of indigenous enterprise, stressed that “it is now realized that the large scale enterprises have not played the dynamic role they are supposed to play in the rapid growth and development of the economy”. This role includes substantial contribution of the sector to the economic development of a nation in the form of improved GDP, employment generation, increasing local value added, technological development among others. However, the importance of indigenous enterprise in the development of the country has been summarized in Nigeria third national development plan 1975-1980 as the generation of employment opportunities, stimulation of indigenous entrepreneurship, facilitation of effective mobilization of local resources including capital and skill as well as reduction in regional disparities (Ireghah, 2012)

**2.7 Theoretical Framework**

**2.7.1 The Cognitive Approach Theory**

Cognitive theory was propounded by Taylor (2010). The theory assumes that individuals do not possess a perfect knowledge of the world because there is too much information out there to handle. As a consequence they have to select information and interpret them based on their previous experiences and so, see and know the world differently. Behavioural patterns are the products of two psychological processes. The first process operates through the selection of environments and the second through the product of environments. When people have gained certain preferences and standards of behaviour, they tend to choose activities and individuals who share the same set of preferences, thereby mutually reinforcing pre-existing personal inclinations and fixed courses of actions. More precisely, the individual characteristics leading to an entrepreneurial career are: only activated when exposed to a. favourable socialization process, where an entrepreneurial career is as a viable possibility among others. Thus the social environment is of primary importance to foster future entrepreneurs.

The general idea is that individual characteristics are precursor traits and in the context of a given cafeteria of experiences’ help to determine both: how experiences are weighted or attended to and how the individual reacts, to those experiences. That is,’ individuals will only activate their entrepreneurial potential if they have a certain specific ability and sensitivity, there are environmental possibilities and if, they have social support. These three i prerequisites’ must be fulfilled if actions arc to be taken to become an entrepreneur.

Actually, this interaction between ability or skills, environmental possibilities and social support is likely to lead to a positive reinforcing spiral where the entrepreneur is supported and therefore can further develop his specific set of skills. Hence basic intelligence coupled with an interest in becoming an entrepreneur leads the individual to develop the skills needed to become successful. This theory explains why people engage in an entrepreneurial behavior. Thus, the social environment is of primary importance to foster future entrepreneurs. The general idea is that, individuals will activate their entrepreneurial potential if there are environmental possibilities and also if they have social support. According to empirical literature, entrepreneurial potential could be activated through entrepreneurship education because; Entrepreneurship education equips individuals with adequate skills to be successful in life. The use of cognitive theory enables a better understanding of why people engage in entrepreneurial behaviour. The contribution of this theory is that it makes it possible to understand better the interaction between the characteristics of the situation and characteristics of the entrepreneur. In other words, there is a movement from studying the personality of the entrepreneur to studying the situations that lead to entrepreneurial behaviour. Behaviour is heavily based on how individuals perceive the situation or environment and how the environment is presented to them. Applying this theory to our work, it becomes pertinent that the teaching and learning of entrepreneurship education releases the entrepreneurial potentials of students thereby enabling them to secure jobs after school or at best, becoming self-employed through the establishment of their own businesses through the plethora of knowledge and skills they may have acquired during their stay in school. Additionally, the theory explains that individuals activate entrepreneurial potentials when there are environmental possibilities. The environmental possibility in question is the teaching of entrepreneurship education. This means that with entrepreneurship education, individual’s entrepreneurial potentials and skills are enhanced thereby, enabling them develop skills that will be of great benefit to them and their society.

**2,7.2 The Ecological Approach Theory**

The ecological approach theory was propounded by Aldrich 2007. It incorporates the influence of the environment, and the notion that entrepreneurial behavior is planned intention. This approach is process-focused in that the interactions of several factors are examined in order to predict behavior. According to this theory, beliefs, perceptions and assumptions are learned within the context of a given environment. These attitudes and perceptions predict intentions/which in turn influence behavior. Thus, the ecological approach suggests that entrepreneurial characteristics can not only be learned, but can also vary across individuals and situations. An entrepreneurial intention is thus mediated in the following manner; environment or event causes an individual to form perceptions, attitudes and assumptions. These perceptions then translate themselves into intentions or potentials. Intentions or potentials then are expressed through behavior. The Ecological theory is related to the study in that the theory sees environment and events as a major determinant of entrepreneurial intentions and the study in turi, sees environment through entrepreneurship education as a determinant of entrepreneurial intention. In other words, the teaching of entrepreneurship education in the universities, create these enabling environments for imparting entrepreneurial skills in individuals. Both theories also, accept that individuals can activate their entrepreneurial potentials if there are environmental possibilities of which entrepreneurship education is one of the environmental possibilities that activate individual entrepreneurial potentials.

**2.8 Empirical Review**

The argument on the role of indigenous entrepreneurs in ameliorating the menace of unemployment in national economy has been in the front burner for years and this has geared many scholars on the subject to conduct researches that could beam light on the issue. It is in the same spirit that reviewing past research studies on the subject becomes imperative.

Considering a study conducted by Lawal, (2011) which was basically a survey of small and medium scale enterprises in local government in Lagos State and the purpose was to assess the strategic role of participating SMEs in economic development. Data for this study was generated from both primary and secondary sources through the use of self-administered questionnaires and structured interview. Content analysis of records particularly financial record of some participating SMEs were undertaken to obtain the secondary data. For this particular study, a total population of 2,670 was used among which stratified sampling techniques was employed to select 1,000 SMEs upon which the research instruments were administered. The result of the analysis conducted sequel to the study shows that international SMEs contributed more than domestic SMEs in all dimension of strategic importance. In other words, SMEs with international presence are stronger and perform better than those without international presence therefore making the former to be more of strategic importance to development than the latter.

In a similar study carried out by Okpetu (2012) in which key success factor in SMEs were researched since success is a measure of effectiveness of the sector and the impact of the sector on the overall development of participating firms and by extension national economy at large. In that study, the researcher adopted a cross sectional survey of small and medium enterprises in Lagos. The primary data were gathered through a self-administered questionnaire and complemented with content analysis of some published reports on small and medium enterprises.

A sample of 200 entrepreneurs selected across different industries was selected for the study. The choice of industries and selection of samples were based on accidental sampling method. Participating respondents were operators of small and medium enterprises who volunteered to respond to our questionnaire. The sampling method was adopted due to lack of comprehensive information on the population of small and medium enterprises operating in Lagos.

The main instrument used was a self-administered questionnaire divided into two main sections. Section A contained questions on success factors. Respondents: were provided with following options: Critically important coded 5 points, very important coded 4 points, important coded 3 points, somewhat important coded 2 points, and least important coded.

Section B of the questionnaire requested for the background information of the entrepreneurs and the organization. To empirically answer the research questions, descriptive statistics such as mean, mode median and standard deviation were employed in analyzing the responses of participating respondents. Out of the 2000 firms and entrepreneurs that participated usable and complete data were obtained from 195. The findings of this study reveal that considerable percentage of Nigerian working population (that id 20-49years) is increasing seeking for self- employment. This age group constitutes responsible men who have attended higher institutions.

The survey of these entrepreneurs also indicate that technology proper planning, financial survival of Nigerian small and medium enterprises.

In the contemporary business environment technology is a vital factor that must be reckoned with. Lack of technology will result from absence of research and inability to adopt modem techniques, thereby resulting into low productivity. Hence, there is no gainsaying in the fact technology is one of the challenges in the growth of Nigerian small and medium enterprises. The significance of finance in small, and medium, enterprises development is well established and generally accepted, successive governments over the years have implemented various financing arrangements at the micro level to assist small and medium entrepreneurs. Nigerian is blessed with vast natural, human and material, resources which imply that she has great potential for emergence of a vibrant industrial sector, particularly in small and medium enterprises.

The role of small and medium enterprises in the technological and industrial development of any nation justifies the need for greater attention to this sector. The foundation of growth in developed countries of the world is usually attributed to the contribution of the small and medium enterprises. In Nigeria, the successive administrations have adopted various policy measures aimed at stimulating, sustaining and supporting entrepreneurship, development in small and medium enterprises. The success of these measures will be dependent on the presence of some key factors such as technology, financial control, proper planning and productivity of labour force. All these factors attest to the fact that creation of enabling environment and effective management will assist in the growth and development of small and medium enterprises.

Relating the study conducted by Lawal (2011) to the one conducted by Okpetu (2012) it therefore follows that for SMEs irrespective of the nature of their business ideology, key success factors such as proper planning, good financial control, technology, sustainable improved employee productivity are germane to success of the organizations whether such SMEs are with international presence or only domesticated in Nigeria. Considering the above reviewed empirical studies, SMEs no doubt is an indispensable factor to ensure sustainable growth and development in an economy characterized by incessant kidnapping, political thievery, harm robbery and other socio vises brought about by unemployment. However, SMEs will not record speedy development even to going international if major success factors such as technology application, proper planning, adequate finance, good infrastructures among others are not provided as at when needed as supported by Okpetu (2012).

**2.9 Summary of Review Literature**

The role of indigenous entrepreneurs in the national economy cannot be underestimated. However, the importance of indigenous enterprise in the development of the country has been summarized in Nigeria as the generation of employment opportunity, stimulation of indigenous entrepreneurship, facilitation of effective mobilization of local resources including capital and skill as well as reduction in regional disparities.

Unfortunately, small and medium scale enterprises have not played the significant role they are expected to play in Nigeria economic growth and development. Small and medium scale enterprises in Nigeria have a long way to go for the sector to be productive enough and play the crucial role it is expected to be in relation to contributing to the growth and development of the economy of Nigeria. The challenges and problems of the small and medium scale enterprises in Nigeria arc hydra-headed and hence can only be effectively tackled by a multi-dimensional and concerted approach by all stakeholders i.e. the government (Federal, State and Local) and other agencies and parastatals, banks, regulatory authorities as well as small and medium scale enterprises (owner and management), the employees and other donor agencies. It has been summarized that the main causative factor as to why Nigerian small and medium scale enterprises are performing below expectation as to having a relationship to our environment. This includes our culture, government, lackluster approach to government policy enunciation and poor implementation among others.

**CHAPTER THREE**

**RESEACH METHODOLOGY**

**Introduction**

The research methods used for this study was discussed under the following sub-headings: Research design, Area of the study, Population of the study, Sampling size and samnpling technique, instrument for data collection, Methods of data collection, Validation and reliability of the instrument, Method of data analysis.

**3. 1 Research Design**

The research design adopted for this study was a survey design. According to Iketaku (2011) is one in which a group of people or items are studied by collecting and analzing data from only a few or items considered to be representative of the entire group. This design is used to elicit different opinion of people on an issue of wide concern. This is the overall plan scheme or programme of the research. It is a design that enables us to describe a number of decisions which need to be taken regarding the collection of data before ever the data are collected.

**3.2 Area of the Study**

The research was carried out in Coal Camp spare parts Enugu State.

**3.3 Sources of Data Collection**

Onodugo (2010) simply defines data as facts and figures. That it is the major pillar of research work. It is what differentiates research from guess work, imagination, myths and other sources of knowledge. Data can be obtained from two major sources. viz: primary and secondary. Both are extensively used in this work, for the purpose of drawing an empirical conclusion or analysis of the study so as to come up with fairly objective findings.

**Primary Source of Data**

These are original data collected basically for the purposes of the problem under investigation. According to Uzoagulu (2008), it contains the data originally assembled by the person who actually observed the phenomenon. Primary data mainly come from direct observation of event, manipulation of variables, contrivance of research situations including performance experiments and responses to questionnaire. Therefore, in this study data were obtained through distributed questionnaires designed for this purpose, in addition, oral interview were conducted briefly to supplement the information derived from the questionnaire. This is aimed at reducing the rigidity associated with the designed questionnaire and also to give the respondents the opportunity of supplying those information that the structured questionnaire did not accommodate.

**Secondary Source of Data**

These comprise sources of data which, though needed for the current study, were collected primarily for another study. Data from these sources were original to the researcher; they were assembled by another person. In this study secondary data collected include: University Library, textbooks, journals, magazines, encyclopedias, other people’s project reports, and websites in the internet (electronic sources).

**3.4 Instruments for Data Collection**

The generic tools for data collection are questionnaires, interviews and documentary or publications. A brief description of each shall be made hereunder as follows:

**(a) Questionnaire:** A Questionnaire is a list of question designed to elicit information from specified target respondents. This, they do, by filling in answers in spaces provided for that purpose. This is the most widely used tool especially for surveys covering a wide range of sample population. This is a set of questions relating to the aims and objectives of the research study to which the respondents are required to answer by writing in their responses. It is usually used when factual information is desired about the past, present and anticipated event and also the prevailing conditions and practices.

**(b) Oral interviews:** This is a question and answer situation between the researcher and the respondent with a view to eliciting relevant data for the study being carried out. Interviews could be done between the interviewer and the interviewee on one- on-one basis. It could also take place between the interviewer and a group of respondents.

**(c) Documentary Research:** This involves the location and examination of available data relevance to the research study. The research employed this method in locating information from libraries, journals lecture notes, and some were sources from publication in the internet.

**3.5 Determination of Population Size**

One simple way to capture the concept of population that all can relate to, is the concept of population from the perspective of demography. In this sense, population comprises all the elements of particular group. The population used for this study is based on the number of registered spare parts dealers in coal camp Enugu. However, there are 300 registered entrepreneur.

**3.6 Sampling size and Sampling technique**

The sample for this study is based on the study of the registered spare parts in coal camp Enugu state.

The researchers adopted the stratified sampling technique. The Taro Yamani sampling technique was adopted in determining and investigating the sampling size of this study. The Taro Yamane formula is as quoted by Nwabueze, (1986) was applied and its stated as follows:

n = N

 1 + N(e)2

Where,

n = sample size

N = population

e = estimated error

I = constant

Assuming, 5% level of significance

When, N = 300

e = 5%

n = 300

 1 + 300 x (0.0025)

 = 300

 1 + 0.75

 = 300

 1.75

Total number of the sample size = **171**

**3.7 Method of Data Collection**

The questionnaire was administered face to face through personal contact to all the respondents. Some of the questionnaire were filled immediately by the respondents and returned while others were collected later. A total of one hundred and seventy one (171) copies of the questionnaire were given out while fifty (50) copies were collected.

**3.8 Validation of the Instrument**

The instrument was validated by the researcher supervisor and one other research expert in the institution following their correction and suggestions. Their opinions formed the basis for determining the ability of instruments measuring what is was meant to measure.

**3.9 Reliability of tile Instrument:**

Reliability of the instrument refers to the process whereby a researcher instrument adopted by researchers’ measures exactly what it intends to measure—in this study the researchers adopted the test-retest method to establish the reliability of the instrument. Therefore the questionnaire items ensured consistency on what it sets out to measure.

**3.10 Methods of analysis and Hypothesis testing**

Data collected will be placed in appropriate categories. Response to the key questions will be tabulated and simple percentage used to analyse them.

The Hypothesis will be tested using chi-square, that is, the (x)2 statistical technique. To execute the test, the first thing to do is to determine the theoretical or expected frequencies with the formula for the chi-square (x)2 is

(x)2 = (01 –ei)2

 ei

**CHAPTER FOUR**

**PRESENTATION AND ANALYSIS OF DATA**

* 1. **INTRODUCTION**

In this chapter, the researcher intends to present, analyze and interpret data gathered in the course of this research. The researcher observed respondent’s answer and try to organize it for the purpose of analysis.

**4.2 PRESENTATION OF DATA**

The researcher administered 171 copies of the questionnaire of which 50 of the copies were returned, therefore the copies were found useful. Data collected are presented in table showing the comparison of various results so as to give effect to the hypothesis being tested using chi-square method.

**4.3 ANALYSIS OF DATA**

Frequency tables was used to summarize the demographic information and the research question in this study while the hypothesis was tested using chi-square analysis.

|  |
| --- |
| **Table 4.3.1 Sex** |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | MALE | 44 | 88.0 | 88.0 | 88.0 |
| FEMALE | 6 | 12.0 | 12.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field Survey 2018 via SPSS 23.0***

Table 4.3.1 above shows the gender distribution of the respondents, from the result, it can be ascertain that 44(88.0%) of the respondents are male, while 6(12.0%) of the respondents are female. Hence we conclude that majority of the respondents are male.

|  |
| --- |
| **Table 4.3.2 Marital Status** |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | MARRIED | 34 | 68.0 | 68.0 | 68.0 |
| SINGLE | 16 | 32.0 | 32.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Sources: Field Survey 2018 via SPSS 23.0***

The table which is descriptive table of values showing the Marital Status of the respondents, from the result, it can be ascertain that single respondent are 16(32.0%), Married respondents are 34(68.0%). Hence we conclude that majority of the respondents are Married.

|  |
| --- |
| **Table 4.3.3 Age** |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 21-30YEARS | 28 | 56.0 | 56.0 | 56.0 |
| 31-40YEARS | 6 | 12.0 | 12.0 | 68.0 |
| 51-60YEARS | 16 | 32.0 | 32.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table of frequency values shows that out of the age bracket, 6(9.4%) of the respondents are 31-40years, 16(32.0%) of the respondents are 51– 60years, whereas 28(56.0%) of the respondents are 21-30. it can be firmly ascertain that majority of the respondents are 21.30years.

|  |
| --- |
| **Table 4.3.4 Academic Qualification** |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | ND/NCE | 16 | 32.0 | 32.0 | 32.0 |
| B.Sc/HND/BA | 19 | 38.0 | 38.0 | 70.0 |
| M.Sc/MA/MBA/M.Ed | 15 | 30.0 | 30.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows that 16(32.0%) respondent are OND/NCE holder, 19(38.0%) respondents are BA /B.Sc/HND holder, and 15(30.0%) respondents are M.Sc /MA/MBA/M.ED holder. From the result majority of respondent are B.Sc holders.

**What are the various modes of entry into international business by indigenous entrepreneur?**

|  |
| --- |
| **Table 4.3.5** The identification of import business opportunities in the environment. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 14 | 28.0 | 28.0 | 28.0 |
| AGREE | 3 | 6.0 | 6.0 | 34.0 |
| STRONGLY AGREE | 33 | 66.0 | 66.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents of which 3(6.0%) respondents agree, 14(28.0%) of the respondents stronglydisagree, whereas 33(66.0%) of the respondents strongly agree. From the result, majority of the respondents strongly agree. Therefore, the statement above is strongly agree.

|  |
| --- |
| **Table 4.3.6** The identification of export opportunities in international business by indigenous entrepreneurs. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 23 | 46.0 | 46.0 | 46.0 |
| STRONGLY AGREE | 27 | 54.0 | 54.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

From the result of the table above, it can be ascertain that 23(46.0%) affirmed strongly disagree, whereas 27(54.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree. Hence we conclude that the statement above is ustrongly agree.

|  |
| --- |
| **Table 4.3.7** Through licensing and manufacturers’ representatives for indigenous entrepreneurs. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 18 | 36.0 | 36.0 | 36.0 |
| UNDECIDED | 13 | 26.0 | 26.0 | 62.0 |
| AGREE | 19 | 38.0 | 38.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 18(36.0%) respondents strongly disagree, 13(26.0%)of the respondents isundecided, whereas 19(38.0%) of the respondents agree. From the result, majority of the respondents agree. Therefore, there is a strong indication that through licensing and manufacturers’ representatives for indigenous entrepreneurs, they can enter into international business.

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| --- |
| **Table 4.3.8** Through turnkey operations in conjunction with foreign firms by indigenous entrepreneurs. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 5 | 10.0 | 10.0 | 10.0 |
| AGREE | 16 | 32.0 | 32.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

From the result of the table above, it can be ascertain that 5(10.0%) chooses undecided, 16(32.0%) of the respondents affirmed agree, whereas 29(58.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree. Hence we conclude that the statement above is true.

**What are the constraints confronting the development of indigenous enterprises?**

|  |
| --- |
| **Table 4.3.9** Poor management practices constrain the success of indigenous entrepreneur. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 14 | 28.0 | 28.0 | 28.0 |
| UNDECIDED | 6 | 12.0 | 12.0 | 40.0 |
| AGREE | 15 | 30.0 | 30.0 | 70.0 |
| STRONGLY AGREE | 15 | 30.0 | 30.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 14(28.0%) respondents strongly disagree, 6(12.0%)of the respondents isundecided while 15(30.0%)of the respondent agree, whereas 15(30.0%) of the respondents strongly agree. From the result, majority of the respondents agree and strongly agree. Therefore, the researcher accept the above statement.

|  |
| --- |
| **Table 4.3.10** Lack of infrastructural facilities hinders the performance of entrepreneur. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 2 | 4.0 | 4.0 | 4.0 |
| UNDECIDED | 6 | 12.0 | 12.0 | 16.0 |
| AGREE | 15 | 30.0 | 30.0 | 46.0 |
| STRONGLY AGREE | 27 | 54.0 | 54.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 2(4.0%) respondents strongly disagree, 6(12.0%)of the respondents isundecided while 15(30.0%)of the respondent agree, whereas 27(54.0%) of the respondents strongly agree. From the result, majority of the respondents strongly agree to the above statement.

|  |
| --- |
| **Table 4.3.11** Financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement.  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 8 | 16.0 | 16.0 | 16.0 |
| AGREE | 13 | 26.0 | 26.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

From the result of the table above, it can be ascertain that 8(16.0%) affirmed undecided,13(26.0%) of the respondents affirmed agree, whereas 29(58.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree. Hence we conclude that financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement.

|  |
| --- |
| **Table 4.3.12** Poor management expertise is a problem to my development. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 1 | 2.0 | 2.0 | 2.0 |
| UNDECIDED | 8 | 16.0 | 16.0 | 18.0 |
| AGREE | 7 | 14.0 | 14.0 | 32.0 |
| STRONGLY AGREE | 34 | 68.0 | 68.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 1(2.0%) respondents strongly disagree, 8(16.0%)of the respondents isundecided while 7(14.0%)of the respondent agree, whereas 34(68.0%) of the respondents strongly agree. From the result, majority of the respondents strongly agree. Therefore, there is a strong indication that Poor management expertise is a problem to my development.

**What are the roles played by government towards promotion and development of international business for indigenous entrepreneur?**

|  |
| --- |
| **Table 4.3.13** Government policies adequately support to improve and enhances the capacity of indigenous entrepreneurs in international business. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 14 | 28.0 | 28.0 | 28.0 |
| AGREE | 7 | 14.0 | 14.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

Table 4.3.13 which is frequency table of values showing the respondents opinion whether government policies adequately support to improve and enhances the capacity of indigenous entrepreneurs in international business; it can be ascertain that 14(28.0%) affirmed undecided, 7(14.0%) of the respondents affirmed agree, whereas 29(58.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree; hence we conclude that the government policies adequately support to improve and enhances the capacity of indigenous entrepreneurs in international business.

|  |
| --- |
| **Table 4.3.14** Government neglect indigenous entrepreneurs in the area of incentives and infrastructural development to facilitate involvement in international business. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 6 | 12.0 | 12.0 | 12.0 |
| AGREE | 15 | 30.0 | 30.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 6(12.0%)of the respondents undecided while 15(30.0%)of the respondent agree, whereas 29(58.0%) of the respondents strongly agree. From the result, majority of the respondents strongly agree. Therefore, there is a strong indication that the government neglect indigenous entrepreneurs in the area of incentives and infrastructural development to facilitate involvement in international business.

|  |
| --- |
| **Table 4.3.15** Provision of infrastructural facilities by the government. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 14 | 28.0 | 28.0 | 28.0 |
| UNDECIDED | 2 | 4.0 | 4.0 | 32.0 |
| AGREE | 19 | 38.0 | 38.0 | 70.0 |
| STRONGLY AGREE | 15 | 30.0 | 30.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 14(28.0%) respondents strongly disagree, 2(4.0%)of the respondents isundecided while 19(38.0%)of the respondent agree, whereas 15(30.0%) of the respondents strongly agree. From the result, majority of the respondents agree. Therefore, there is a strong indication that provision of infrastructural facilities by the government is one of the role played by government towards promotion and development of international business for indigenous entrepreneur.

|  |
| --- |
| **Table 4.3.16** Provision of favourable fiscal policy that will encourage business in international transactions. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 2 | 4.0 | 4.0 | 4.0 |
| AGREE | 13 | 26.0 | 26.0 | 30.0 |
| STRONGLY AGREE | 35 | 70.0 | 70.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

Table 4.2.16 which is frequency table of values showing the respondents opinion whether the provision of favourable fiscal policy that will encourage business in international transactions. It can be ascertain that 2(2.0%) affirmed undecided,13(26.0%) of the respondents affirmed agree, whereas 35(70.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree; hence we conclude that the provision of favourable fiscal policy that will encourage business in international transactions is one of the role played by government towards promotion and development of international business for indigenous entrepreneur.

**What are the support given to indigenous entrepreneur by government agencies to improve their performance in international business?**

|  |
| --- |
| **Table 4.3.17** Making foreign exchange available to indigenous entrepreneurs in international business. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 21 | 42.0 | 42.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

From the result of the table above, it can be ascertain that 21(42.0%) affirmed undecided, whereas 29(58.0%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree. Hence we conclude that making foreign exchange available to indigenous entrepreneurs in international business is one of the support given to indigenous entrepreneur by government agencies to improve their performance in international business.

|  |
| --- |
| **Table 4.3.18** Provision of loan at single digit interest rate through banks. |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | UNDECIDED | 15 | 30.0 | 30.0 | 30.0 |
| AGREE | 6 | 12.0 | 12.0 | 42.0 |
| STRONGLY AGREE | 29 | 58.0 | 58.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 15(30.0%)of the respondents isundecided while 6(12.0%) of the respondent agree, whereas 29(58.0%) of the respondents strongly agree. From the result, majority of the respondents strongly agree. Therefore, there is a strong indication thatprovision of loan at single digit interest rate through banks is one of the support given to indigenous entrepreneur by government agencies to improve their performance in international business.

|  |
| --- |
| **Table 4.3.19** Reduction in import duties paid by indigenous entrepreneurs in international business.  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 2 | 4.0 | 4.0 | 4.0 |
| DISAGREE | 6 | 12.0 | 12.0 | 16.0 |
| UNDECIDED | 7 | 14.0 | 14.0 | 30.0 |
| STRONGLY AGREE | 35 | 70.0 | 70.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

Table 4.3.19 which is frequency table of values showing the respondents opinion whether reduction in import duties paid by indigenous entrepreneurs in international businessis a support given to indigenous entrepreneur by government agencies to improve their performance in international business. It can be ascertain that 2(4.0%) affirmed strongly disagree, 6(12.0%) affirmed disagree,7(14.0%) of the respondents affirmed undecided, whereas 35(70%) of the respondents affirmed strongly agree. From the result, majority of the respondents affirmed strongly agree; hence we conclude thatreduction in import duties paid by indigenous entrepreneurs in international business is one of thesupport given to indigenous entrepreneur by government agencies to improve their performance in international business.

|  |
| --- |
| **Table 4.3.20** Making formation of entrepreneurial activity a government priority |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | STRONGLY DISAGREE | 7 | 14.0 | 14.0 | 14.0 |
| DISAGREE | 6 | 12.0 | 12.0 | 26.0 |
| UNDECIDED | 7 | 14.0 | 14.0 | 40.0 |
| AGREE | 18 | 36.0 | 36.0 | 76.0 |
| STRONGLY AGREE | 12 | 24.0 | 24.0 | 100.0 |
| Total | 50 | 100.0 | 100.0 |  |

***Source: Field survey 2018 [SPSS COMPUTATION]***

The table above shows the result of the respondents 7(14.0%) respondents strongly disagree, 6(12.0%) of the respondents disagree, 7(14.0%)of the respondents undecided while 18(36.0%) of the respondent agree, whereas 12(24.0%) of the respondents strongly agree. From the result, majority of the respondents agree. Therefore, there is a strong indication thatmaking formation of entrepreneurial activity a government priority is one of the support given to indigenous entrepreneur by government agencies to improve their performance in international business.

**4.4 TEST OF HYPOTHESES**

This section is concerned with the testing of hypotheses earlier stated. In doing this, chi-square was used. A test of hypotheses help to decide which of the contradictory claims is correct. It acts as guide through the research work in order to draw a logical or empirical conclusion.

**Decision Rule**

If the calculated chi-square value is greater than the critical value (0.05), we accept thealternative hypotheses and if the calculated chi-square value is less than the critical value (0.05) then we accept the null hypothesis.

**HYPOTHESES ONE**

**Hi:** **There is a Mode of Entry into International Business by Indigenous Entrepreneurs.**

|  |
| --- |
| **ANOVA with Friedman's Chi-SquareTest** |
|  | Sum of Squares | df | Mean Square | Friedman's Chi-Square | Sig |
| Between People | 25.205 | 49 | .514 |  |  |
| Within People | Between Items | 99.375a | 3 | 33.125 | 27.668 | .0005 |
| Residual | 439.375 | 147 | 2.989 |  |  |
| Total | 538.750 | 150 | 3.592 |  |  |
| Total | 563.955 | 199 | 2.834 |  |  |
| Grand Mean = 3.5150 |
| a. Kendall's coefficient of concordance W = .176. |

The table of values above, intend testing if there is a mode of entry into international business by indigenous entrepreneurs. It is positive at a significant of (5.000), indicating that making out several modes of entry into international business, will help indigenous entrepreneurs in participating in international trade. The chi-square value is 27.668 which is higher than 0.05, on this ground, we accept H1 and conclude that there is a mode of entry into international business by indigenous entrepreneurs.

**HYPOTHESES TWO**

**Hi: There are Constraints Confronting the Development of Indigenous Enterprise in Coal Camp Spare Parts.**

|  |
| --- |
| **ANOVA with Friedman's Chi-Square Test** |
|  | Sum of Squares | df | Mean Square | Friedman's Chi-Square | Sig |
| Between People | 54.120 | 49 | 1.104 |  |  |
| Within People | Between Items | 42.300a | 3 | 14.100 | 27.768 | .0005 |
| Residual | 186.200 | 147 | 1.267 |  |  |
| Total | 228.500 | 150 | 1.523 |  |  |
| Total | 282.620 | 199 | 1.420 |  |  |
| Grand Mean = 4.1300 |
| a. Kendall's coefficient of concordance W = .150. |

The table of values above, intend testing if there are constraints confronting the development of indigenous entrepreneur in Coal Camp Spare Parts. It is positive at a significant of (5.000), indicating that theconstraints confronting the development of indigenous entrepreneur in Coal Camp Spare Parts can hinder their participation in international trade. The chi-square value is 27.768 which is higher than 0.05, on this ground, we accept H1 and conclude that there are constraints confronting the development of indigenous entrepreneurs in Coal Camp Spare Parts.

**HYPOTHESES THREE**

**H1: Roles are played by government towards promotion and development of indigenous entrepreneurs.**

|  |
| --- |
| **ANOVA with Friedman's Test** |
|  | Sum of Squares | df | Mean Square | Friedman's Chi-Square | Sig |
| Between People | 58.680 | 49 | 1.198 |  |  |
| Within People | Between Items | 44.860a | 3 | 14.953 | 35.323 | .0005 |
| Residual | 145.640 | 147 | .991 |  |  |
| Total | 190.500 | 150 | 1.270 |  |  |
| Total | 249.180 | 199 | 1.252 |  |  |
| Grand Mean = 4.2100 |
| a. Kendall's coefficient of concordance W = .180. |

The table of values above, which intend testing if there is arole played by government towards promotion and development of indigenous entrepreneurs. It is positive at a significant of (5.000), indicating thatthere is arole played by government towards promotion and development of indigenous entrepreneurs. The chi-square valued at 35.323 which is higher than 0.05, on this ground, we accept H1 and conclude that government plays some setting roles towards the promotion and development of indigenous entrepreneurs.

**HYPOTHESES FOUR**

**Ho: Financial supports are not given to indigenous entrepreneurs by Government agencies to improve their performance in international business?**

|  |
| --- |
| **ANOVA with Friedman's Test** |
|  | Sum of Squares | df | Mean Square | Friedman's Chi-Square | Sig |
| Between People | 63.920 | 49 | 1.304 |  |  |
| Within People | Between Items | 22.800a | 3 | 7.600 | 15.545 | .001 |
| Residual | 197.200 | 147 | 1.341 |  |  |
| Total | 220.000 | 150 | 1.467 |  |  |
| Total | 283.920 | 199 | 1.427 |  |  |
| Grand Mean = 4.0200 |
| a. Kendall's coefficient of concordance W = .080. |

From the table of values abovewhich intend testing if financial supports are not given to indigenous entrepreneurs by Government agencies to improve their performance in international business. It is positive at a significant of (1.00), indicating that financial supports are given to indigenous entrepreneurs by Government agencies to improve their performance in international business. The chi-square value is 27.768 which is higher than 0.05, on this ground, we accept H1 and conclude that there are financial supports given to indigenous entrepreneurs by Government agencies to improve their performance in international business.

**4.5 DISCUSSION OF THE FINDINGS**

Table 4:3.1 to table 4:3.4 was meant to find out the bio data of the respondent. The result shows that the majority of the respondents are male, majorities are married, majority of the respondent are 21-30years old, and the majority of the respondent are BA/B.Sc/HND.

Table 4:3.5 to table 4:3.8 was used to answer the question of what are the various modes of entry into international business by indigenous entrepreneur. From the result of the findings it shows that indigenous entrepreneur have various modes of entry into international business.

In line with this Hindle and Moroz (2010), stated that Indigenous business offers new opportunities for governments to address Indigenous social, economic and health problems through Indigenous wealth creation, social advancement and the strengthening of local communities.

Table 4:3.9 to table 4:3.12 was meant to find out the constraints confronting the development of indigenous enterprises, which include poor management practices constrain the success of indigenous entrepreneur, lack of infrastructural facilities hinders the performance of entrepreneur, financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement, poor management expertise is a problem to my development. These arethe constraints confronting the development of indigenous enterprises.

Foley (2012) stated that Indigenous entrepreneurs generally suffer from poorer business experience, education and training, poorer business networks and industry experience and higher levels of racial discrimination and prejudice compared to non-Indigenous entrepreneurs trying to enter a similar market.

Table 4:3.13 to table 4:3.16 was used to answer the third research question, what are the roles played by government towards promotion and development of international business for indigenous entrepreneur. This results shows that government plays some roles towards the promotion and development of international business for indigenous entrepreneur.

Okpetu (2012) therefore follows that for SMEs irrespective of the nature of their business ideology, key success factors such as proper planning, good financial control, technology, sustainable improved employee productivity are germane to success of the organizations whether such SMEs are with international presence or only domesticated in Nigeria, the government have to play some setting roles to see that the indigenous entrepreneurs participate in the international trade.

Table 4.3.17 to 4.3.20 was used to answer the research question, what are the support given to indigenous entrepreneur by government agencies to improve their performance in international business which include making foreign exchange available to indigenous entrepreneurs in international business, provision of loan at single digit interest rate through banks, reduction in import duties paid by indigenous entrepreneurs in international business, making formation of entrepreneurial activity a government priority. The result shows that support are given to indigenous entrepreneurs by the government agencies to improve their performance in international business.

**CHAPTER FIVE**

**SUMMARY OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS**

**5.0 Introduction**

This chapter is aimed at summing up the findings of this study as well as to draw the conclusion from the research work. Secondly the researcher gives recommendations based on the findings of the study.

**5.1 Summary of findings**

From the analysis of data presented, a number of findings were made from the study which investigated the performance of indigenous entrepreneur in international business and are as follows:

1. That indigenous entrepreneur have various modes of entry into international business.
2. There are some constraints confronting the development of indigenous enterprises such as poor management practices constrain the success of indigenous entrepreneur, lack of infrastructural facilities hinders the performance of entrepreneur, financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement, poor management expertise is a problem to my development.
3. To a great extent, government plays some roles towards the promotion and development of international business for indigenous entrepreneur.
4. It was also noticed that support are given to indigenous entrepreneurs by the government agencies to improve their performance in international business.
	1. **Conclusion**

The study was carried out to establish the performance of indigenous entrepreneurs in international business. The findings of the study indicated that to an extent Enugu Coal Camp Spare Parts indigenous entrepreneurs performs well in international business. This study shows that indigenous entrepreneur have various modes of entry into international business. Finally, there are some constraints confronting the development of indigenous enterprises such as poor management practices constrain the success of indigenous entrepreneur, lack of infrastructural facilities hinders the performance of entrepreneur, financial problems or inadequate capital by indigenous entrepreneurs hinders my improvement, poor management expertise is a problem to my development.

**5.4 Recommendations**

Based on the findings, the researcher recommended as follows;

1. The government should put more effort in showing support and making it easy for indigenous entrepreneurs to participate in international business.
2. The indigenous entrepreneurs should try and observe the state constraint confronting their performance in international business and also in their domestic trade.
3. The government agencies which sees the affairs of the indigenous entrepreneurs should make sure that they keep to the standard of which any participant most adhere to.
4. The indigenous entrepreneur at Coal Camp should always endeavour to have a good relationship with the government in other to have free trade without inviting law enforcement agencies.

It is hoped that if these recommendations are strictly adhered to by all concerned, it will increase the performance of indigenous entrepreneurs at Coal Camp.

**5.5 Suggestion for Further Studies**

Research could be carried out on the following

1. Factors influencing the performance of indigenous entrepreneurs in international business.
2. The impact of the socio-economic factors on the performance of international business.
3. The environmental factors affecting the entrepreneurial activities.

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Department of Business Management

Faculty of Management and Social Sciences

Godfrey Okoye University

Thinker’s Corner Enugu

June, 2018.

Dear Respondent,

**QUESTIONNAIRE**

As part of my academic program, the researcher is conducting a research survey to find out **“THE PERFROMANCE OF INDIGENUOUS ENTREPRENEUR IN INTERNATIONAL BUSINESS IN COAL-CAMP ENUGU.”**

This questionnaire is purely for academic purpose. The information supplied will be treated with utmost confidentiality and should be utilized only for the purpose of this study.

Please, your precise answer to the question items would be highly appreciated.

Yours Sincerely,

**Paddy-Okafor Olisaemcka**

**U14/MSS/MAN/037**

**08062366177**

**QUESTIONNAIRE**

Instruction: In each of the questions below, there are options in the boxes. Tick against any option of your choice in the box provided at the end of each question.

**SECTION A**

**BIOGRAPHY**

1. Sex: a.) Male [ ] b.) Female [ ]

2. Marital status: a.) Married [ ] b.) Single [ ] c.) Divorced [ ]

 d.) Widow [ ] e.) Widower [ ] f.) Separated [ ]

3. Age: a.) 21 – 30yrs [ ] b.) 31 – 40 yrs [ ] c.) 41 – 50yrs [ ]

 d.) 51yrs and above [ ]

4. Academic Qualification:

a.) FLSC [ ] b.) WAEC[ ] c.) ND/NCE [ ]

d.) BA/B.Sc/HND[ ] e.) M.Sc/MA/MBA/MED [ ]

f.) Ph.D [ ]

**SECTION B**

**THE PERFROMANCE OF INDIGENUOUS ENTREPRENEUR IN INTERNATIONAL**

**BUSINESS IN COAL-CAMP ENUGU**

Kindly indicate to the extent you agree with the following statements on performance of indigenous entrepreneur in international business. Key: SA=Strongly Agree; A=Agree; UD=Undecided, D=Disagree; and SD=Strongly Disagree;

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **S/N** | **QUESTIONNAIRE ITEMS** | **SA** | **A** | **UD** | **D** | **SD** |
| **What are the various modes of entry into international business by indigenous entrepreneur?** |  |  |  |  |  |
| 1. | The identification of import business opportunities in the environment |  |  |  |  |  |
| 2. | The identification of export opportunities in international business by indigenous entrepreneurs. |  |  |  |  |  |
| 3. | Through licensing and manufacturers’ representatives for indigenous entrepreneurs. |  |  |  |  |  |
| 4. | Through turnkey operations in conjunctions with foreign firms by indigenous entrepreneurs. |  |  |  |  |  |
| **What are the constraints confronting the development of indigenous enterprises** | **SA** | **A** | **UD** | **D** | **SD** |
| 5. | Poor management practices constrain the success of indigenous entrepreneur. |  |  |  |  |  |
| 6. | Lack of infrastructural facilities hinders the performance of entrepreneur. |  |  |  |  |  |
| 7. | Financial problems or inadequate capital by indigenous entrepreneurs hinder my improvement. |  |  |  |  |  |
| 8. | Poor management expertise is a problem to my development. |  |  |  |  |  |
| **What are the roles played by the government towards promotion and development of international business for indigenous entrepreneur?** | **SA** | **A** | **UD** | **D** | **SD** |
| 9. | Government policies adequately support to improve and enhance the capacity of indigenous entrepreneurs in international business. |  |  |  |  |  |
| 10. | Government neglect indigenous entrepreneurs in the area of incentives and infrastructural development to facilitate involvement in international business.  |  |  |  |  |  |
| 11. | Provision of infrastructural facilities by the government. |  |  |  |  |  |
| 12. | Provision of favourable fiscal policy that will encourage business in international transactions. |  |  |  |  |  |
| **What are the supports given to indigenous entrepreneur by government agencies to improve their performance in international business?** |  |  |  |  |  |
| 13. | Making foreign exchange available to indigenous entrepreneurs in international business. |  |  |  |  |  |
| 14. | Provision of loan at single interest rate through banks. |  |  |  |  |  |
| 15. | Reduction in import duties paid by indigenous entrepreneurs in international business. |  |  |  |  |  |
| 16. | Making formation of entrepreneurial activity a government priority. |  |  |  |  |  |