

5TH AFRICAN ENTREPRENEURSHIP, EDUCATION, TECHNOLOGY & SOCIAL SCIENCES CONFERENCE

CONFERENCE THEME

Entrepreneurship, Technology & Sustainable Industrialization in Africa: Identifying New Opportunities

CONFERENCE OBJECTIVE

The conference provides a platform for policy makers, entrepreneurs, industry bodies, researchers and academicians to share ideas on the best practices in entrepreneurship promotion through education and training.

CONFERENCE DATE

Wednesday 25th - Thursday 26th October, 2017

CONFERENCE VENUE

UNESCO (NBTE) Centre of Excellence, Kaduna State, Nigeria - West Africa

TIME: 10:00 am

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Vice Chancellor

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Former Rector, Kaduna Polytechnic, Kaduna

CONFERENCE CONTACT

Dr. John Aliu Nma

Director, College of Business & Management Studies

Kaduna Polytechnic, Kaduna State - Nigeria

CONFERENCE SECRETARIAT

+234 8174380445

+234 7084635135

+233 246663206

E-mail: strategies@internationalpolicybrief.org

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Conference Programme

Day One: Wednesday 25th October, 2017 Arrival of Guests/ Conferees/Delegates		
Day Two: Thursday 26th October, 2017 Opening Session/ Plenary		
9:00	- 10:00am	Conference Registration
10:00	- 10:15am	Opening Prayer/ Welcome Remark
10:15	- 10:30am	Institutional Brief/ Chairman's Opening Remark
10:30	- 12:00noon	Lead Speaker / Guest Speakers
12:00	- 1:00pm	Launch Break / Group Photograph
2:00pm	- 4:00pm	Plenary Session
4:00pm	- 5:00pm	Policy Review Session
Day Three: Friday 27th October, 2017 Departure of Guest/ Conferees/Delegates		

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University of Abuja, Nigeria

ED. Jonah Ulebor
Lextra Education Ltd
Leeds, LS11 7HL, UK

PT. Hussein Botchway
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Sunyani, Ghana

Dr. Margret Kabuoh
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Book of Proceedings

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Conference
Abstracts

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Enabling Business Environment and Micro, Small and Medium Enterprises (SMEs) Sustainability in Kaura-Namoda, Zamfara State, Nigeria

¹Ishaku Mikailu & ²Yusau Audu

^{1&2}*Department of Business Administration and Management,
Federal Polytechnic, Kaura-Namoda, Zamfara State, Nigeria*

Abstract

The environment, which includes all factors affecting operations, constitutes a failure or success factor for businesses. This paper examined the relationship between enabling business environment and the sustainability of micro, small and medium enterprises (MSMEs) in Kaura-Namoda, Zamfara State, Nigeria. A sample size of 200 registered and unregistered operational MSMEs in Kaura-Namoda were selected using a stratified random sampling technique. Data were collected using questionnaires and statistical analyzed using z-test. Results showed that there is a significant relationship between enabling business environment and sustainability of MSMEs. It is therefore recommended that Government should provide an enabling business environment for the sustainability of MSMEs which will bring economic growth of Nigeria.

Keywords: *MSMEs, Business environment, Economic growth, Kaura Namoda*

Impact of Electronic Banking on Customers Satisfaction: a Study of Selected Banks in Abuja, Nigeria

Nana Usman Bature PhD

Department of Business Administration University of Abuja, Nigeria

Abstract

Nigeria being a cash based economy has consistently experienced high cost of cash transactions by all parties involved in such transactions, that is, high cost of cash management by banks and the cost expended by bank customers in form of waiting time, loss of productive man-hours and associated costs involved in banking transactions. The main objective of the study is to assess the impact of cashless banking on customers satisfaction in selected banks in Abuja. In view of the above cause, data was collected from both primary and secondary sources. 400 questionnaires were administered to the respondents and 357 questionnaires were returned successfully which was used as the bases for the research analysis. The research findings revealed that banking and customers cost of transaction is negative which implies that, the increase in the application and use of electronic banking, the cost of transactions incurred by customers will continue to reduce. It was concluded on the note that products such as ATM, Smartcard, telephone, banking and electronic banking will, no doubt, reduce or totally eliminate cost of processing cheques, customers' waiting time and the risk associated with bulk cash movement. It was recommended that regulatory authorities and the bank should embark on a comprehensive awareness campaign to enlighten both existing and potential customers of the cost saving benefits of electronic banking.

Keywords: *Cash movement, Electronic banking, Customers satisfaction, Cost of transactions, Waiting time*

Technology Incubation Financing and Marketing Mandates on Entrepreneurship Programme in Nigeria

Dr. Abdulmalik Ndagi

*Department of Business Administration, Faculty of Management and Social Sciences
Ibrahim Badamasi Babangida University, Lapai*

Abstract

This research study examined the Technology Incubation financing and marketing mandates on entrepreneurship programme in Nigeria. The research problem is the lack of appropriate performance appraisal and evaluation of incubatees of technology incubation in relation to entrepreneurship programme in Nigeria. The major objective of this study is to examine the effect of technology incubation financing and marketing on entrepreneurship programme in Nigeria. Structured closed ended questionnaire was used for data collection from the quota-sampled population of the six (6) geo-political zones of Nigeria. Descriptive statistics was used to analyse the data while multiple regression was used to test the hypotheses. The results revealed that there is a significant and positive effect of technology incubation financing on entrepreneurial funding portfolio and there is no significant impact of technology incubation marketing mandate on entrepreneurial turnover. The study recommended Technology Incubation to facilitate access to innovation/risk funds, cheap capital and encourage establishment of venture capital. They should improve on there marketing mandate to encompass all marketing needs of incubatees by expanding the incubation marketing strategy beyond trade-fair participation to distribution outlets, sales promotion, advertisement and general marketing mix. In conclusion, the sources of technology incubation financing, criteria for disbursement, monitoring of utilization and recovery mechanism has successfully increased the entrepreneurial funding portfolio but the technology incubation marketing mandate lacks some basic marketing support programme such as advertisement, distribution outlet, sales promotion etc; which culminated in the result that technology incubation has no significant impact on entrepreneurial turnover. However, trade-fairs participation has significant but limited impact on entrepreneurial turnover.

Keywords: *Technology Incubation, Financing, Marketing, Entrepreneurship.*

Impact of Small and Medium Enterprises (SMEs) on Employment Creation in Nigeria


¹Umar D. Mohammed & ²Ekechukwu Chinonso Henry

^{1&2}*Department of Business Administration
University of Abuja, Nigeria*

Abstract

In Nigeria, SMEs are beset with a myriad of challenges which are in no small measure affecting the development of entrepreneurship. The objective of the study is to evaluate the impact of Small and Medium Enterprises (SMEs) on the employment creation in Nigeria. Data was collected from secondary source through the annual report and records as published by SMEDAN (2016) and analyzed using statistical model of multiple regressions with the aid of E-View statistical package. The research findings revealed that there is a positive significant relationship between Small and Medium Scale Enterprises (SMEs) and employment creation. It was concluded that Small and Medium Scale Enterprises contribute significantly to the creation of employment in Nigeria. It was recommended that the Government of Nigeria should through CBN provide loans to Small and Medium scale Enterprises (SMEs), so as to aid in the creation of employment.

Keywords: *Economic activity, Employment creation, Entrepreneurship development, Exploitation of new products, Small and medium scale enterprises*



Strategies for the Resolution of Security Challenges in the Library of Federal University Gashua

¹Muhammed Ibrahim Abbas, ²Rabilu Yunusa & ³Dr. Baba S. Aduku

^{1,2&3}University Library, Federal University Gashua,
Yobe State

Abstract

This paper examined the security challenges faced by federal university Gashua library Yobe state north east. The challenges among others include: working tools, knowledge, skills, experience. Users are first timers, lack of luggage cabinet, lack of emergency exist, student behaviour, lack of burglar proof, inadequate library assistant. Lack of CCTV cameras, inadequate number of security guard controlling entrance and exit, lack of alarm, lack of constant light and air at the reader's service of the library, building temporary situated. Computer challenge, lack of computer logo, computer jacket. These are the challenges facing federal university Gashua library.

Keywords: *Strategies, Behaviour and Inadequate security.*



Assessing the Opportunities for Solid Waste Source-Separation Business in Lagos Urban-Poor Communities; a Choice Experiment Approach

¹Adam S. U, ²M. N. Shamsudin, ³Sidique, S. F, ⁴A. Radam & ⁵K. Abdul Rahim

¹Department of Economics, Federal University Lokoja, Lokoja, Kogi State

²Department of Bioresource, Universiti Putra Malaysia, Selangor, Malaysia

³Institute of Agricultural and Food Policy Studies, Universiti Putra Malaysia

⁴Department of Economics, Universiti Putra Malaysia, Selangor, Malaysia

Abstract

Although private waste collection is no longer new but most operators still collect mixed (unsorted) waste. This has the effect of increasing landfill area requirement. Waste diversion from landfill site via solid waste source-separation (SWS) is currently upheld as an improvement policy target in the highly dense Lagos metropolis. While the success of such policy requires some inconvenient cost at the household level, studies assessing households' willingness to support such policy are rare and as far as our knowledge goes, no choice experiment (CE) study has been conducted to examine households' preferences for SWS despite the importance accorded to it in recent literature. Accordingly, this study explores the opportunities for such business by estimating urban-poor households' willingness to accept (WTA) compensation for providing source-separated waste using CE technique. Findings show that households WTA compensation to source-separate solid waste is sensitive to the configuration of the programme (programme characteristics). This is manifested in the varied WTA amount values ascribed to the different forms the programme could take. On average urban-poor household in the sampled area are willing to accept 35% of the current monthly waste bill in compensation to provide source-separated waste. This reflects households estimated welfare loss via reduced access to mixed waste disposal which they previously enjoyed. This evidences an opportunity for the business since the perceived welfare loss is less than the policy proposal of 50% discount on waste bill. Based on these findings, the study recommends a practical potential for implementing source-separation even in areas of Lagos dominated by the urban-poor.

Keywords: *Solid waste, Source-separation, Choice Experiment, Lagos metropolis*

Effect of Adaptation and Marketing Strategies on Small and Medium Enterprises Development

¹Akhamiokhor, S., ²Olaniyan, T. S., ³Adeoye, I., ⁴Ogbuanu, B. & ⁵Oduguwa, A. S.

^{1,2,3,4&5}Department of Business Administration and Marketing,
Babcock University, Ilishan Remo, Nigeria

Abstract

SME has been applied in businesses to create growth and its activities, policies and practices advances the private and public sectors. The global competition faced by SMEs has brought about a growing pressure from their customers. In Nigeria, SMEs there is improper integration and coordination of various corporate subsystems in their organizations, which results to failure in achieving the goals and objectives. Hence, this research aims at determining the effect of adaptative strategies on the development of SMEs in Ogun State, Nigeria. The design adopted for this study is the survey design. The total population for the study was 2425 with the sample size of 446. A total of 446 questionnaires were distributed and analyzed in Statistical Package for Social Sciences (SPSS) using simple linear regression analysis. The result showed that market orientation strategy and market share showed a positive and significant relationship with $p < 0.05$, $R = 0.492$, $R^2 = 0.242$, $B = 0.395$ and $F = 130.155$. A positive and significant effect was established between adaptation strategy and business policy with $R = 0.744$, $R^2 = 0.553$, $p < 0.05$, $B = 0.717$ and F value = 504.339. Consequent to the results, adaptation strategy significantly affects business policy as a tool for SME development in Ogun state and it is consistent with findings revealed in the work and related literatures.

Keywords: *Adaptation strategy, Business policy, Entrepreneurship, Market Share, Small and Medium Enterprise Development*

Arms Race and the Threat to Global Peace: a Perspective from the North Korean Nuclear Tests

Jooji, Innocent Tyomla,
*Department of Political Science and Diplomacy,
Veritas University, Abuja*

Abstract

The reality of the threat to global peace is fast dawning on the community especially with the recurrent nuclear tests across its borders by the North Korean Authority (Pyongyang). This study is an unbiased assessment of the recent incidents of nuclear tests by North Korea beyond its frontiers i.e. South Korea and Japan. Data was obtained from secondary sources which include books, journals, periodicals, magazines, the internet, etc. Its mode of analysis is content analytic while the theory of frustration and aggression by Donald, Doob, Miller, Mowrer and Sears (1939) was adopted as the theoretical framework. The paper ran in parts- introduction, literature review (conceptual, theoretical framework, empirical), and the research gap. Our analysis reveals the worldwide condemnation and imminent reprisal/retaliation from South Korea, Japan, and even the United States which poses a great threat to the fragile global peace. The paper finally recommended that the United Nations rises to the challenge of initiating an early warning process that is capable of checkmating the activities of provocation from the Asian (North Korea) country.

Keywords: *Arms race, Global peace, Content analysis, Global community,
North Korean threat*



Local Content as a Veritable Instrument of Sustainable Development in Africa: a Study of Nigeria

¹Oguchi, Chinweuba Benjamin & ²Anyanwu, Christianus Izuchukwu

^{1&2}Department of Economics

Veritas University, Abuja

Abstract

The concept of 'transfer of technology' is as utopian as it is a mirage. This is to say that while technology constitutes the springboard to the growth and development of any economy, its reality is a function of local ingenuity. This underscores the need for an inward-looking (endogenous) approach to technology and technological innovations. This study examined the need for making local content the centerpiece of any development strategy. Data is obtained from secondary sources like books, journals, magazines, the internet, etc. its methodology followed content analysis just as it ran in parts - introduction, the problem, literature review, the gap, methodology, findings, conclusion and recommendations. The endogenous growth theory constituted the theoretical framework.

Keywords: *Technology innovations, Instrument and Sustainable development*



Entrepreneurship Education for Sustainable Development: a Nigeria Perspective

Oguch, Chinweuba Benjamin


Department of Economics

Veritas Universty, Bwari- Abuja

Abstract

Given a situation where employment generation has turned the major concern of the global community, developing nations are coming to terms with the need for entrepreneurship education as the pathway to self-reliance and national development. Against this backdrop, this paper examined the need to embrace entrepreneurship education to fast track the rate of employment and the material development. Specifically, the study addressed the major concern of gainful employment to ameliorate the poverty situation and achieve a reduction in inequality. Data was generated from secondary materials such as books, journals, periodicals, newspapers, the internet, etc. It adopted content analysis as its mode of analysis while the theory of entrepreneurship by David McClelland (1960) constituted the theoretical framework. The results of the investigation were quick to reveal that given a conducive business environment, entrepreneurship education can enhance a nation's pace of sustainable development. Hence the study recommended that government should pay adequate attention to the provision of conducive business environment and entrepreneurship education to enhance its quest for sustainable development.

Keywords: *Entrepreneurship, Education, Employment creation and Sustainable development*



Federalism and Sustainable Development: a Study of the Nigerian State


Jooji, Innocent Tyomlia

*Department of Political Science and Diplomacy,
Veritas University, Abuja*

Abstract

It makes all the sense to argue that the political structure of any nation determines the extent it can go in attaining the lofty ideals of sustainable development. It is in this vein that this paper assessed the Nigerian federal structure and its implications for national development. Specifically, the paper examined the 36-state structure and its significance for the attainment of poverty alleviation, the reduction of inequality as well as provision of social infrastructure. Data was obtained from secondary materials which include books, journals, newspapers, magazines, periodicals, the internet etc. The neo-classical theory of a closed linear system was adopted as its theoretical framework while the methodology was content analytic in approach. The paper was structured in parts which consisted of –the introduction, the problem statement, the literature review (conceptual theoretical framework, empirical) and the research gap. The results of the analysis revealed that the current federal structure in Nigeria has facilitated the broad spread of the dividends of democracy. However, the study also exposed some inadequacies in the structure, the agitations and acrimonies generated there from.

Keywords: *Federalism, Poverty alleviation, Inequality, Agitation, Sustainable development.*



Political Stability as a Springboard to Sustainable Development: an Assessment of Nigerian Democracy


Jooji, Innocent Tyomlia

*Department of Political Science and Diplomacy,
Veritas University, Abuja*

Abstract

There is a common consensus that a stable polity is essential for the development of any nation. This study is an assessment of the effect of the measures of Nigeria's political stability and its effect on the nation's quest for sustainable development. Specifically, it examined the extent to which the measure of political stability enjoyed over the years has enhanced the business environment and social infrastructure particularly in the areas of health and education. Data was obtained from secondary sources which include books, journals, periodicals, newspapers and the internet. Content analysis was adopted as its methodology while the theory of justice by John Rawls (1958) was adopted as the theoretical framework. The study was organized in segments beginning with the introduction, statement of the research problem, literature review (conceptual, theoretical framework, the empirical) the research gap, methodology, findings, conclusion and recommendations. The result of the study showed that the measure of stability enjoyed in within the polity has enhanced the nation's quest for sustainable development. It recommended that the nation should do more to sustain and improve on its degree of political stability to fast track the attainment of the goals of sustainable development.

Keywords: *Political stability, Sustainable development, Democracy, Political instability, Business environment.*



Skill Acquisition, Employment Creation and Sustainable Development: the Role of the Nigerian Entrepreneur

Oguchi, Chinweuba Benjamin


Department of Economics,

Veritas University, Bwari- Abuja

Abstract

The process of sustainable development is certainly underpinned by the desire for the acquisition of skills and competences for purposes of employment creation. This paper is an evaluation of the extent to which skill acquisition, competences and knowledge can go in enhancing employment generation to boost poverty alleviation and the reduction of income inequality for sustainable development in a developing economy such as Nigeria. Data was obtained from secondary sources such as books, journals, periodicals, magazines, newspapers, the internet, etc. Content analysis was adopted as our methodology while neo-classical theory of sustainable development constituted the theoretical framework. The paper was structured along the lines of introduction, statement of the research problem, literature review (conceptual, theoretical framework, empirical) and the research gap. The analysis yielded the results which showed that skills and competences acquired enhanced job creation and ushered the necessary attitude towards the attainment of sustainable development. It went ahead to recommend that government policies geared towards sustainable development must give prominence to the acquisition of skills and competences.

Keywords: *Skill acquisition, Competences, Employment creation, Attitude, Sustainable development*



The Socio-Economic Implications of Entrepreneurship Development: the Nigerian Perspective

Oguchi, Chinweuba Benjamin

Department of Economics,

Veritas University, Bwari- Abuja

Abstract

The essence of development of any sector of an economy is to create some positive impact on the economy. This study examined the socio-economic benefits of developing the entrepreneurship sub-sector of the Nigerian economy. Specifically, the paper examined the effect of the subsector's development in the areas of job creation and food security. Data sourced from secondary materials like books, journals, periodicals, magazines, newspapers, the internet, etc was analyzed using content analysis while the entrepreneur: economic theory by Mark Casson (1982) was adopted as its theoretical framework. The paper was segmented into introduction, the statement of the research problem, literature review (conceptual, theoretical framework, empirical) the gap, methodology, findings, conclusion and recommendations. Results from the analysis showed that the benefits of entrepreneurship development cut across job creation, improved nutrition, reduction in social vices such as prostitution, robbery, and terrorism. These are all necessary ingredient for a sustainable development anywhere. The paper therefore, concluded that Nigerian government should do all it can by way of provision of more funding for entrepreneurship in Nigeria.

Keywords: *Entrepreneurship, National development, Food security,
Sustainable development*

Socio Cultural Environment and Entrepreneurship Development in Nigeria

¹Opusunju Michael Isaac, ²Zwingina Twaliwi Christy & ³Murat Akyuz, PhD

^{1,2}*Department of Business Administration, Nasarawa State University, Keffi*

³*Senior Lecturer of Nile University of Nigeria*

Abstract

The study investigates the effect of socio-cultural environment on entrepreneurship development in Nigeria with a particular reference to North Central of Nigeria. The study used survey research design employing the used of point in time data through structured questionnaire administered to 400 owners of SMEs across the six zone of North Central states of Nigeria and the population was 432280 owners of SMEs according to SEMDAN report, 2013 and was reduced using Taro Yamane formula to 400. The study proxies socio-cultural environment as religion, norms, culture, beliefs and life style. Entrepreneurship development was proxies as innovation, risk taking, finance and creativity. The study used correlation, regression, mean and test of normality with the help of statistical software packages such as e-view 9.00, SPSS 23.00 and excel. The finding of this study reveals that there is a significant relationship between socio-cultural environment and entrepreneurship development in North Central zone of Nigeria. Other findings were that religion and beliefs are insignificantly leads to entrepreneurship development in North Central zone of Nigeria. Also, culture, norms and life style are significantly leads to entrepreneurship development in North Central zone of Nigeria. Thus, the study recommended that entrepreneurs should try to respect socio cultural environment indicants like religion and beliefs and provide innovation or create goods and services along these principles even if it is insignificant in realizing entrepreneurship development in North Central zone of Nigeria but the result will be otherwise in the future if proper respect is given to these indicants. They should continue to create and innovate their goods and services in respect of people's culture, life styles and norms since it significantly contribute to entrepreneurship development in North Central Zone of Nigeria.

Keywords: *Entrepreneurship development, Socio-cultural environment, Religion, Norms and beliefs*

The Impact of E-Commerce on Customer Satisfaction; a Case Study of Kaduna State Metropolis in Nigeria

¹Iluno Ezinne Chinyere & ²Yakubu Joy Asmau

^{1,2}Department of Economics, Faculty of Social and Management Science, Nigerian Defence Academy, Kaduna- Nigeria

Abstract

This research seeks to examine the impact of E-commerce on customer satisfaction in Kaduna State Metropolis, as E-commerce seems to be the trend that is taking over Nigeria and the world at large. Since with the coming of internet facility, it has taken over the way and manner things were done before as it is no more business as usual. Therefore the need to evaluate the level of satisfaction derived from these services provided. Satisfaction is the customer's evaluation of a product or service in terms of whether that product or service has met their needs or expectations. Kaduna metropolis was selected based on simple random sampling, as Kaduna is one of the major cities in northern Nigeria, and northern Nigeria is known to be slow in development compared to the southern and western parts of Nigeria. Therefore if analysis obtained proves a significant level of customer satisfaction in E-commerce, it would be safe to conclude for Nigeria at large. Basically this paper adopts both descriptive and regression analysis. The study revealed that internet reliability, inefficiency and security have significant impact on customer satisfaction. The paper concludes by suggesting that service providers of internet accessibility involved in E-commerce should improve efficiency and security in their service delivery to justify the benefits of E-commerce and also instill customer's confidence.

Keywords: *Customer satisfaction, Internet security, Internet reliability, Internet efficiency*

Corporate Social Responsibility Practice and Corporate Performance of Selected Banks in Nigeria

¹Amadi, Jephther Alozie & ²Ndu, Eugene Chigozie

¹Manchester Metropolitan University

²Faculty of Management Sciences, University of Port Harcourt, Nigeria

Abstract

In this study, the corporate performance (CP) of selected deposit money banks (DMBs) was examined in relation to corporate social responsibility (CSR) practice. Philanthropic responsibilities was used as the sole dimension of CSR, while market share (MS) and liquidity were used as the measures of CP. Using data from the annual reports of five topmost banks in Nigeria (FBN, Zenith Bank, GTbank, UBA and Access bank), and the regression technique for data analysis, it was found that there is positive and significant association between CSR and MS; and that there is no significant association between CSR and Liquidity. Based on this, it was concluded that banks in Nigeria can improve their market share through improved CSR practices; while liquidity cannot be improved by CSR. The study recommended that CSR practices be fully incorporated into the Nigerian banking sector, with regulatory bodies empowered to ensure conformity to extant rules and standards; Banks should view CSR as a means of achieving some corporate objectives; They should liaise with relevant stakeholder groups to develop and execute desired / needed CSR programmes that directly impact on the people; Concerted effort should be made by banks to guard against illiquidity due to too much expenses on CSR programmes.

Keywords: *Corporate philanthropy, Current ratio, Customers deposit, Liquidity and Market Share*

Integration of Entrepreneurship Skills Acquisition into Colleges of Education Curriculum for National Development

¹Sallau Yushau & ²Ibrahim Gidado PhD

¹Department of Agricultural Education, College of Education Zing, Taraba State, Nigeria

²Centre for Entrepreneurship Development, College of Education Zing, Taraba State, Nigeria.

Abstract

One of the weaknesses of the Nigeria's Education system is its failure to prepare graduates for entrepreneurship skills acquisition and self employment. This system encourages the graduates to follow the tradition of Job seeking. The general notion is that a good job for many people is a government job, and not a job in a private sector. In Nigeria, the Economic environment has changed drastically so much so that the public sector is diminishing in job creation and economic liberalization is taking place to the extent that public enterprise are being privatized thus making the private sector an engine of economic growth. This article gives input on entrepreneurship skills acquisition by supporting its integration into the curriculum of Colleges of Education as a panacea for self-reliance and National development. Besides extolling the benefits derivable from entrepreneurship education, the article equally points out likely impediments of this innovative educational practice. Various affirmative action programmes for smooth implementation of entrepreneurship education in Colleges of Education curriculum were adduced.

Keywords: *Integration, Entrepreneurship, Education, Curriculum and National development.*

Determinants of Financial Reporting Quality: Evidence from Listed Agriculture and Natural Resources Firms in Nigeria

Echobu John

Federal University Dutsin-Ma

Katsina State - Nigeria

Abstract

This paper investigated the determinants of financial reporting quality in listed Agriculture and Natural Resources firms in Nigeria. Owing to the widespread advocacy to diversify the Nigerian economy, the choice of the Agriculture and Natural Resources sectors, being a prospective mainstay of the economy is necessary, so that investors and other stakeholders will understand the financial reporting practices in the sectors. The sectors comprise of 9 listed Agriculture and Natural Resources Firms, made up of 5 Agriculture and 4 Natural Resources firms. A sample of 7 firms was drawn from the population. Data was collected through secondary sources from annual financial reports of the firms from 2008-2015. The study adopted the correlation and ex-post factor research designs and employed the use regression as a tool for data analysis. The results showed a positive significant relationship between leverage, liquidity, board size and financial reporting quality, measured using residuals from the modified Jones model by Dechow, et al. (1995). It is recommended among others that managers of firms in the Agriculture and Natural Resources sectors maintain an optimum liquidity level and finance their operations from more of debt instruments, so as to ensure quality of reported accounting numbers. The Nigeria Stock Exchange (NSE) should review its monitoring rules to ensure specific rules for the prevention of window dressing activities by management in financial reporting.

Keywords: *Earnings management, Financial reporting quality, Firm characteristics and Nigerian listed Agriculture and Natural Resources firms*

The Role of Industrial Cluster in Addressing the Problems of Industries and Improving their Employment Generation Capacity in Nigeria: a Case Study of Bogo-Nasarawo Industrial Cluster in Gombe State


Sani, Yusuf Yusuf

*Department of Political Science, Faculty of Arts and Social Sciences
Gombe State University, Gombe, Gombe State - Nigeria*

Abstract

Many studies identified poor infrastructure and insecurity as major factors affecting the operation of industries in Gombe State (Abubakar, 2000; Innocent & Ibietan, 2012; Okey, 2013; Misbahu, 2015). In an effort to address these problems, Gombe State Government established Bogo-Nasarawo Rice and Groundnut Oil Millers Industrial Cluster. The government made it known that the policy was aimed at addressing the problems of infrastructure and insecurity affecting the operation of rice and groundnut oil millers in the state and improving their employment generation capacity (Gombe State Ministry of Trade and Industry, 2014). This research, therefore, set out to discover the role of Bogo-Nasarawo Industrial Cluster in addressing the problems of insecurity and infrastructure affecting the operation of rice and groundnut oil millers and in improving their employment generation capacity. Through the interview of key stakeholders and administration of questionnaires to sampled industries in the cluster, the research discovered that the cluster has significantly addressed the problems of insecurity and infrastructure affecting the operations of the industries. The research also discovered a significant improvement in the employment generation capacity of the industries. Hence, the research recommends that similar efforts should be made by the state government to cover other sectors in the state.

Keywords: *Industry, Industrial cluster, Insecurity, Infrastructure, Employment Generation*



Technological Determinism, SMEs and Economic Development in Africa: the Infrastructure Dilemma

Izu, Iroro Stephen

*Department of Political Science and International Relations,
University of Abuja, FCT, Abuja, Nigeria*

Abstract

This research exercise is a modest attempt to interrogate the centrality of technology in modern development of nations to the end that it naturally becomes impossible for there to be any marked material advancement and an improvement in the overall socio-economic survival feasibility of citizens without it. The import of this position stems from the fact that the industrial revolutions of current advanced nations which have enthroned substantial development in their climes were all midwived by one form of technological explosion or innovation, or the other. This study however notes that it is not enough to possess technology but to have the capacity and capability to produce it from within nations' own borders so as to have the necessary local contents that would not only engender autocentric development but also impact meaningfully on the life conditions of the people through the creation of economic activism and activities that will consequently create jobs, and other livelihood opportunities. This is where the Small and Medium Scale Enterprises which have proven, all over the world, to be major drivers and sustainers of technological creativity and application, comes to play. Employing an adapted version of Rostow's Stages of Development Theory and the qualitative data collection and analysis methodology, this study critically examines how the parlous state of basic infrastructures have hindered or blocked SMEs' survival and in the process stifled technological breakthroughs which are expected to trigger off the long-anticipated development on the continent. To this end, it posits that until basic infrastructures like electricity, roads, education, security, etc, are fixed across the continent, in general, and Nigeria, in particular, for SMEs to thrive, the requisite technological breakthroughs which would engineer sustainable development, would remain elusive.

Keywords: *Technological determinism, SMEs, Development, Infrastructures, Africa*

The Hierarchical Procedures of Writing a Well Articulated Quantitative Academic Paper

¹Abdulrahman, S. & ²Musa, N. U.

¹Department of Accounting, Faculty of Social and Management Sciences
Bauchi State University, Gadau, Bauchi State

²Science Laboratory Technology Department,
The Federal Polytechnic Bauchi, P.M.B. 0231, Bauchi

Abstract

The study examined the logical stages of writing a well-articulated quantitative academic paper based on reviewing a well scholarly write ups. The paper is a conceptualized article that restricted itself within the saying and perceptions of the worldwide recognized scholars from the field of research methodology. As a researcher in the field of research, his abstract is expected to constitute of 7 points namely: Objectives, methodology, major findings, policy implication, contribution to knowledge, major critics, and frontier of research.

Keywords: *Academic Article, Quantitative Data, Data Collection, Theories*



Analysis of the Effect of Financial Leverage on the Performance of Quoted Manufacturing Companies in Nigeria

¹Eunice Ezeduru & ²Omolade Olajide

^{1&2}Department of Business Administration,
Kaduna State University

Abstract

The debt-to-equity ratio of a firm determines how cash flows will be shared between equity holders and debt holders. Financial managers face difficulty in determining the optimal leverage. The main objective of this study is to determine the effect of financial leverage on the performance of quoted Manufacturing firms in Nigeria. The sample data was extracted from 92 manufacturing companies registered by the Nigerian stock exchange (NSE) from the period 2007 to 2016. Return on Equity (ROE), Return on Asset (ROA) and Return on Investment (ROI) represent performance of dependent variables. While Debt/Equity ratio represent financial leverage as independent variable. Simple Least Square regression method was used as a tool of data analysis and findings of the paper reveal that, Debt equity ratio has insignificant effect on the performance of quoted Manufacturing firms in Nigeria, it also shows a positive effect relationship between financial leverage and Debt equity ratio. The coefficient of determination shows 81% of the total variation in the dependent variable (Leverage) can be explained by the explanatory variables (Debt equity ratio). Therefore it is recommended that, management of quoted manufacturing firms should work very hard to improve financial leverage of their quoted Manufacturing firms in order to increase Debt equity ratio such as return on assets, returns on equity and return on investment and earnings from their business transaction. The Management of Nigerian quoted manufacturing firms must caution against the apparent benefits of greater leverage simply as a device for controlling managerial opportunistic behavior.

Keywords: *Debt equity ratio, Leverage, Return on equity, Return on asset, Return on investment.*

An Analysis of the Relationship between Government Spending and Economic Growth in Nigeria (1985-2015)

¹Mercy Ekele & ²Adams Audu

^{1&2}Department of Business Administration,
Kaduna State University- Nigeria

Abstract

The objective of this paper is to investigate the relationship between government spending and economic growth in Nigeria during the period “between” 1985-2016. To achieve the goal of this study, Cointegration approach was applied. The results indicate a long-run relationship between economic growth, government capital expenditure, government recurrent expenditure and net export. Also, the study further reveals an insignificant negative impact between government capital expenditure on economic growth. However, the results indicate that there is a positive impact for both government recurrent expenditure and net export on economic growth. Major findings of this study included that government spending has a mixture of both negative and positive impact on economic growth in the long run. As such, a major challenge before the executive and legislative arms of government to bridge the funding gap in Nigeria. The study therefore recommends that government should intensify effort to ensure that resources are properly managed and invested in productive sectors as well as diversification of the economy so as to raise the level of productive activities and most importantly raise economic growth.

Keywords: *RGDP, GCEXP, GREXP, NEXP, GOVS.*

Establishing a Frequency Monitoring Network to Study Electric Power Quality Problems

¹Musa Mohammed & ²Muhammed Najib Umar

^{1&2}*Department of Electrical Engineering Technology
Federal Polytechnic, Kaura Namoda*

Abstract

Quality of power supply is very important in any power network particularly to electricity end users. Power quality encompasses availability of supply, frequency and voltage magnitude. A Frequency Monitoring Network (FNET) was established using a Frequency Disturbance Recorder (FDR), a personal computer and storage (data based) which enables measurements of power quality parameters. This paper presents the establishment of FNET as well as result of prolong monitoring of Nigerian power grid with a view to study the power quality of the grid at consumer terminals. The results provide an inside on poor power quality of the system in real time.

Keywords: *Power, Quality, Network, FDR.*



Techno-Economic Viability between Standby Generator and Solar Powered System: a Homer Legacy Software Approach

¹Muhammed Najib Umar & ²Musa Mohammed

^{1&2}Department of Electrical Engineering Technology,
Federal Polytechnic, Kaura-Namoda

Abstract

The privatized Electricity distribution companies (Discos) of Nigeria may find extending power to some remote communities prohibitive, due to high cost involved and low revenue generation. These remote communities have predominantly relied on standby generators. This paper presents a simple energy demand of a typical village home, examining a gasoline generator that will feed the home, provide an alternative design of a solar powered system and finally the economic aspect of the two supplies were forecasted using homer legacy software with the view of finding out the optimal configuration. It was observed that, the solar powered system has higher advantages when compared with the standby generator.

Keywords: *Discos, standby generator, Forecast, homer legacy software, Optimal configuration.*

Effect of Entrepreneur Marketing on SMEs Development in Nigeria

¹Olaniyan, Toyin, ²Ogbuanu, Basil & ³Oduguwa, Adedara

^{1,2&3}Department of Business Administration and Marketing,
Babcock University, Ilishan Remo, Nigeria

Abstract

Small and medium enterprise (SMEs) has always been an interesting subject for research. In comparison to larger business organizations, SMEs faced many challenges including how they manage daily marketing activities and make marketing related decision. This study compiles the related literature review on the issues of marketing mix and entrepreneurial marketing. This study aims to explore the effect of entrepreneurial marketing and SMEs development in Oyo State, Nigeria. The design adopted for this study is the survey design. This design was considered in order to investigate the relationships that exist among variables of the research and also to collect data. The result of this study that adaptation strategy will significantly affect business policy as a tool for SME development in Oyo state and is consistent with findings revealed in the work of Ibidunni, Iyiola & Ibidunni (2014) revealed in their study titled Product adaptation, a survival strategy for small and medium enterprises in Nigeria. This study uses a small number of SME companies in one region and therefore the generalizability of the findings may be limited. Further research could extend the number of SME companies and to other regions of Nigeria. The findings have a bearing on the Malaysian SME performance. This study offers insights into how the marketing practices in Nigerian SMEs needs to be adapted in light of the findings to ensure marketing practices of SMEs are compatible with current digital approaches.

Keywords: *Effect, Entrepreneur Marketing, SMEs Development, Nigeria*

Identifying New Opportunities in Sustainable Toilet Design, Construction and Entrepreneurship in Bauchi

¹Osunkunle AbdulMageed, ²Murtala Aliyu Babaji, ³Zakari Kabiru & ⁴Abubakar Aliyu Munkaila

^{1,2,3&4}*Department of Architectural Technology, Federal Polytechnic, Bauchi*

Abstract

The problematic national unemployment rate is steadily climbing which paved way for harnessing opportunities in sustainable toilet design, construction and entrepreneurship as a solution. Recent concerns for the introduction of entrepreneurship development have led to a revival on the rate of unemployed youths and also that of the built environment. The professional practice of construction architects in actualizing various current national development issues can never be over emphasized in response to many challenges of national development in the government national programmes such as National Directorate of Employment (NDE), Technology Incubation Programme (TIP), New Partnership For African Development (NEPAD), National Poverty Eradication Programme (NAPEP), Millennium Development Goals (MDG), Sustainable Development Goals (SDG) and Entrepreneurship Education Development (EED), e.t.c. Also, a healthy nation is central to all physical, social and economic growth. The Nigerian health sector is faced with inadequate sanitary facilities. In most African countries, especially some states in Nigeria have not actually migrated to the next higher level in terms of hygiene as open defecation is still a norm. Hence, this work focused the various opportunities in sustainable toilet design, construction and entrepreneurship on three selected open defecation free areas of Bauchi metropolis in Dass, Warji and Gamawa local governments. The study area under investigation also further discusses issues of immense contribution to sanitation marketing which recommended that government should strictly enforce the law on sanitation marketing towards the attainment of sustainable toilet design, construction and entrepreneurship in Bauchi metropolis.

Keywords: *Development, Opportunities, Government, Sustainable, Toilet.*

Intergovernmental Financial Transfer and Socio-Economic Development at the Grassroot in Nigeria: an Empirical Study of Selected Local Governments in Lagos State

¹Dr. Fatile, Jacob Olufemi & ²Adejuwon, Kehinde David

^{1&2}Department of Public Administration

Faculty of Management Sciences, Lagos State University, Lagos, Nigeria

Abstract

The issues of resources sharing and distributing among the components system of government have remained controversial due to lack of an acceptable formula that litigating grassroots development in Nigeria. The study notes that sharing resources among the three levels of government has remained controversial due to lack of an acceptable formula. It generates tension and bad blood among the three tiers of government. The main objective of this study is to examine the effect of intergovernmental financial transfer on socio-economic development at the grassroots in Nigeria. It adopts a descriptive survey design, and it relied on both primary and secondary sources of data. Primary data was obtained from selected local governments in Lagos State. Interviews were conducted with the major informants. Data collected were analyzed using descriptive statistics such as simple percentage, frequency distribution, and the hypotheses were tested through Correlation Co-efficient and Analysis of Variance. Secondary data was also obtained through the review of extant literature from journals, scholarly articles from the internet, books, newspapers articles and data from library archives. The finding reveals that fiscal arrangement among the different tiers of government in a federal structure engenders effective socio-economic development at the local level. The study concludes that intergovernmental financial transfer is remarkable in federal structure because it assists in the division of public sector functions and finances among differentiate tiers of government which emphasize the need to focus on the necessity for improving the performance in the public sector. The study, therefore, recommends among others that, there is a need for resources mobilization and financial management to promote socio economic development at local level.

Keywords: *Intergovernmental Relations, Horizontal Transfer, Vertical Transfer, Socio-Economic Development, Local Government*

Marketing Practices and Entrepreneurial Development: an Impact Study of SMEs in North Central Nigeria

¹Ibrahim, Yusuf Ohida, PhD & ²Adigizey, John Dollay

^{1&2}*Department of Business Administration*

Faculty of Administration, Nasarawa State University, Keffi

Abstract

Majority of small and medium enterprises (SMEs) in Nigeria have difficulties in appreciating the relevance of marketing practices in their operations. At the other side of the spectrum, government support programmes for SMEs are poorly managed to the detriment of their survival and growth. Furthermore, there is palpable lack of innovation toward product branding, product-line development, ineffective promotional strategies, etc. The study thus focused on determining the impact of marketing practices on entrepreneurial development using selected SMEs in North Central Nigeria. To achieve this objective, three models were specified to rhyme with our three set study objectives. To test the models, structured questionnaires were distributed from which 364 were accepted and analysed, using correlation and ordinary least square (OLS) simple regression to examine how marketing practices proxied by product lines, branding, innovation and promotion had impacted on business expansion, sales growth, employment creation and profitability in the last ten years. Findings from the study showed that marketing services have contributed to the growth of small scale businesses in Nigeria. Marketing services through branding and innovation have provided avenues for employment creation for the unemployed and have enhanced business expansion. An effective marketing practice is therefore essential to the development and survival of small scale business. It is therefore recommended that for the small scale business to survive and grow there is the need to engage in dynamic marketing practices.

Keywords: *Marketing practices, Innovation, Product line, Branding, Promotion, Sales volume, SMEs, Employment creation, Profitability.*

Inventory Control and Performance of Cement Manufacturing Companies in Nigeria

¹Ndu, Eugene Chigozie & ²Opusunju, Michael Isaac

¹Department of Hospitality Management and Tourism, University of Port Harcourt

²Department of Business Administration, Nasarawa State University

Abstract

This study evaluated the impact of inventory control on the performance of cement manufacturing companies in Nigeria. The study sought to find out how inventory (raw materials, work in progress and finished goods) enhances performance (sales volume). The problem of the study was that of inefficient and ineffective inventory control in the cement manufacturing companies in Nigeria. This has become a major threat to their performance leading to dwindling production and sales; declining customers' loyalty and switching of customers to competitors; with the resultant effect of poor earnings. Five quoted cement companies in Nigeria formed the population; out of which 3 were chosen as the sample using the purposive sampling technique. The Ordinary Least Square regression model was adopted for the analysis. The findings revealed that inventory is statistically significant in achieving high performance. It also revealed that raw materials, work in progress and finished goods significantly contribute to high sales volume. The study therefore recommends that cement manufacturing companies in Nigeria should monitor and control their inventory levels (in terms of raw materials, work in progress and finished goods) efficiently; so as to maintain the right mix that can be used to achieve significant increases in sales volume.

Keywords: *Inventory, Raw material, Work-in-progress, Finished goods and sales volume*

Impact of Globalization on Socio-Economic Development in Nigeria

¹Opusunju Michael Isaac & ²Lucy J. George

¹Department of business administration, Nasarawa State University, Keffi

²College of Arts, Science and Technology, Kurgwi-Jos

Abstract

The study empirically investigates impact of globalization on social economic development in Nigeria. The study find out how globalization (import, export and FDI) affects socio- economic development (employment generation). Time series data were collected from secondary source covering a period of 15 years from 1999-2015. Youths are graduated are into the Nigerian economy every years and Nigeria economy is weaker by mono-cultural dependence and unfavourable terms of trade in its export trade, import trade and foreign direct investment. This mono cultural dependence affects employment generation in Nigeria. The Ordinary Least Square was adopted and findings reveal that there is no significant relationship between globalization and socio-economic development in terms of employment generation in Nigeria. However, it is therefore recommends that Nigeria government should discourage importation of goods and services or exportation since it will not allow the infant and domestic industry to grow. They should discourage FDI inflow into the country since it does contribute to the socio economic development in terms of employment generation. However, the FDI inflows into Nigeria should discourage to enable the stability of the economy and dependence.

Keywords: *Globalization, Import, Export, Foreign direct investment, Socio-economic development and Employment generation*

Effects of Entrepreneurial Marketing Strategies on Growth of SMEs: a Study of Selected Fast-Food Restaurants in Keffi, Nasarawa State, Nigeria

¹Ibrahim Yusuf Ohida, PhD & ²Adigizey, John D.

^{1&2}Department of Business Administration

Faculty of Administration, Nasarawa State University, Keffi

Abstract

The high expectation on government to generate full employment for the teeming unemployed Nigerians, or create an enabling economic environment for business to thrive and to drive economic growth, is gradually becoming a mirage as the economic reality has shown. This is reflected by the low performance of the SMEs subsector that has negated the expected role that should be played in the economic growth and development of Nigeria. Moreover, most SMEs have high mortality rate and hardly survive beyond three years. But entrepreneurial marketing can help to improve the situation that will not only spur new entrants into the SMEs subsector, but will also help in its growth, survival and sustainability. The study thus examined the impact of entrepreneurial marketing on SMEs growth using selected fast food restaurants in Keffi. Descriptive research technique was adopted, with analysis done using simple regression method. Findings from the study revealed that entrepreneurial marketing strategies through product development strategy have positive and significant correlation with sales growth, hence the entrepreneurial growth. The practical implication here is that as firms introduce new products into the market as a means to sustaining customers' interest in the company, more sales are recorded. Also, the findings from the study showed that entrepreneurial marketing strategies through pricing strategy have positive correlation and significant relationship with SMEs' business expansion. It showed that as more price variation strategies are adopted, business expands, and enhances entrepreneurs' capacity utilization thereby leading to overall growth. Finally, the study revealed that entrepreneurial marketing practices through place strategy has hugely enhanced the growth of market share opportunities created for most SMEs. An effective entrepreneurial marketing practice is therefore essential to the growth and survival of small scale business, requiring that SMEs should engage in dynamic entrepreneurial marketing practices.

Keywords: *Entrepreneurial marketing, Product strategy, Pricing strategy, Place strategy, Business Expansion, Sales growth, Market share.*

