

GOVERNMENT INITIATIVES TOWARD ENTREPRENEURSHIP DEVELOPMENT IN NIGERIA

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ABSTRACT

Government policies and programs promote entrepreneurship and investing in new ventures. This paper examines various government policies and programs towards the development of entrepreneurship in Nigeria. A random sample of 1,159 beneficiaries of EDP-NDE programs were selected and structured questionnaires were used to obtain information from the selected EDP-NDE beneficiaries. The result shows that government credit policies and programs have no significant effect on the development of entrepreneurial beneficiaries of the EDP-NDE program. We recommend that governments enforce laws and regulations that link institutional development and the entrepreneurial endeavor and to create an environment that will encourage entrepreneurs to develop business and new ventures.

JEL: L26

KEYWORDS: Government; Initiatives; Entrepreneurship Development; Nigeria

INTRODUCTION

Over the last decades, Nigeria has undergone a conceptual reorientation of social policies followed by dramatic changes in institutional mechanisms traditionally akin to social policies. These processes have been imposed by multilateral agencies, pushing a structural adjustment agenda in addressing the complex relationship between state, market and society with respect to poverty reduction and employment generation. The global economic crisis which is manifested in balance of payment deficits and high levels of inflation and poverty, calls for coordinated efforts by all, especially the youth, to overcome societal shocks and financial imbalances (Burns, 2001:31).

All Nigeria post-independence National Development Plans and National Budgets emphasize employment generation and promotion of gainful employment among their cardinal objectives (Bello, 1995; Damachi, 2003). Some policies designed to generate employment include short-term monetary and fiscal measures aimed at stimulating the domestic supply of goods and services, reducing inflation pressures, and preventing the balance of payments deterioration. Medium and long-term intervention programs and projects were meant to raise production levels and generate employment.

An enduring claim in the field of entrepreneurship is that entrepreneurial activity promotes economic growth and development. This realization, in turn, generated a significant amount of interest in how government policies may be instrumental in fostering entrepreneurial activity, and whether their effects may be consistent across countries. In 1934, Schumpeter stressed the role entrepreneurship plays in the development and spreading of innovation.

Entrepreneurial development has been conceived by successive governments as a program of activities to enhance the knowledge, skill, behavior and attitudes of individual and groups to assume the role of entrepreneurs. They have put in place confidence for building successful programs in different parts of Nigeria (Owualah, 1999). In this regard the Federal Government has adopted several strategies and policies towards entrepreneurial development in Nigeria, by establishing Institutions and Agencies, which provide support services to entrepreneurs. Some of these Institutions and Agencies and their' contributions are discussed in this paper. The policy implementation resulted in the introduction of

entrepreneurship development programs (EDP) in Nigeria. These programs are usually targeted at owner-managers of small business firms as well as those possessing potential for self-employment (Owualah, 1999). For instance, participants in Nigeria's National Directorate of Employment (NDE) and similar programs in the country are expected to undergo EDP training. This usually includes entrepreneurial tools ranging from the preparation of a business plan with emphasis on finance, marketing, management and production, identification of new business opportunities, alternative suppliers and market, sources of finance, cash flow analysis and record keeping to training people to think and act in an entrepreneurial way (Amaeshi 2005).

The fact remains that in the last twenty years, governments in developing countries have introduced a number of policies and interventions aiming at promoting entrepreneurship through small and medium enterprise (SME) development. The main impetus for these "interventions" are specific constraints encountered by SMEs. Burns (2001:32) argued that though the SME sector can be much more responsive and flexible to changes in the marketplace, it is also less able to influence such developments. Limited access to finance, a low degree of professionalism, difficulties in recruiting qualified personnel, dependency on clients and suppliers and the absence of economies of scale are identified as core SME sector weaknesses and the main areas where SMEs may require special attention (Burns, 2001). In this respect, understanding the problems faced by SMEs in the specific context of development could provide the necessary background to develop policies for SME support and hence generation of employment.

The paper seeks to answer the following research questions: 1) How does a government credit policy enhance the development of entrepreneurship in Nigeria? 2) Does government effort in creating enabling environment for entrepreneurship help its development?, and 3) Do government policies have significant effect on the development of EDP-NDE in Nigeria?

LITERATURE REVIEW

Entrepreneurial development has been defined in various dimensions (Amaeshi, 2006). However, common threads run through each definition: the ability to identify business opportunities, the ability to be able to harness the necessary resources to use opportunities identified, the ability and willingness to initiate and sustain appropriate actions towards the actualization of business objectives. Entrepreneurship Development refers to the process of enhancing entrepreneurial skills and knowledge through structured training and institution-building programs. ED aims to enlarge the base of entrepreneurs in order to hasten the pace at which new ventures are created. This accelerates employment generation and economic development. Entrepreneurial development focuses on the individual who wishes to start or expand a business. Furthermore, entrepreneurship development concentrates on growth potential and innovation. Essentially this means the acquisition of skills that will enable an entrepreneur to function appropriately and adequately in terms of: 1) Attaining present result based on previous decisions and planning for the future, based on present circumstance, 2) Maintaining and developing the organized capability which makes achievement possible, and 3) Coordinating the specialist functions that should enable a firm to perform the technical task in marketing, personnel, research and development, manufacturing, finance and control, especially in the face of changing technology and dynamic industry trend.

To perform these functions, the entrepreneurial development process, procedures and skill acquisition must entrench certain skills. These include conceptual skills, human skills and technical skills, which will transform the entrepreneur into a taskmaster, mediator and motivator. This study examines Government Initiatives toward Entrepreneurship Development to encourage the development of entrepreneurship in Nigeria. The seriousness of unemployment has attracted government attention over the years. Employment generation featured prominently in the post medium-term National Development Plans (1962-1985) and this led to the establishment of several government parastatals in addition to the creation of institutions such as the Industrial Training Fund (ITF), to drastically reduce the problem of

underemployment. For the effective implementation of government programs and policies towards entrepreneurship and small business enterprises, various Nigerian governments have established some agencies and policies including: Various credit guidelines prescribed by government for loans and advances which banks should make available to Nigerian small business firms; National Directorate of Employment (NDE); Industrial Development Canters (IDC); National Economic Reconstruction (NERFUND); Nigeria Export Promotion Council (NEPC); Nigeria Agricultural Cooperative and Rural Development Bank (NACRDB), formed in the year 2000 from the merging of People's Bank of Nigeria (PBN), Family Economic Advancement Program (FEAP), and the Nigeria Agricultural Cooperative Bank (NACB); The National Poverty Eradication Program (NAPEP); and Research Institutes, among others, (Osuagwu, 2006).

Various Nigerian governments have designed fiscal and monetary policies and incentives for entrepreneurs and small-scale sub-sectors of the economy. For example, the federal government of Nigeria adopted a strategy of training and motivating unemployed graduates, in addition to out-of-school entrepreneurship development and training programs. Through these programs, and on the presentation of viable business project proposals, the National Directorate of Employment (NDE) disbursed approved loans through pre-selected commercial banks. The federal government of Nigeria has been reasonably involved in assisting, developing and promoting small business enterprises in Nigeria (Philip, 1992).

According to Collier (1998), there are certain policies that are peculiar to the Nigerian economy for its growth and development. These policies include good governance, privatization and commercialization of public utilities, export-oriented manufacturing emphasis, reduction of poverty, illiteracy and empowering Nigerians through the reduction of unemployment (Osuagwu, 2006). The adoption of Structural Adjustment Program (SAP) ushered in the NDE whose primary responsibility is to generate employment opportunities with emphasis on the development of entrepreneurship and self-employment. Besides NDE, other programs with employment implications established by the government include: the Directorate of Food, Roads and Rural Infrastructure; the Better Life for Rural Women/Family Support Program; the Development of Small-Medium Scale Enterprises; the Raw Materials Research and Development Council; the Peoples' Bank of Nigeria and the Community Banks.

The current poverty alleviation program also focuses on the unemployed. In spite of these efforts, unemployment remains a grave problem in Nigeria. According to Owualah (1999), quoted by Osemeke (2012), the policy implementation saw the introduction of entrepreneurship development programs (EDP) in Nigeria. These programs are usually targeted at owner-managers of small business firms as well as those identified as paving potential for self-employment. For instance, participants in Nigeria's National Directorate of Employment (NDE) and similar programs in the country are expected to undergo EDP training. This usually include entrepreneurial tools which range from the preparation of a business plan with emphasis on finance, marketing, management and production, identification of new business opportunities, alternative suppliers and market, sources of finance, cash flow analysis and record keeping to training people to think and act in an entrepreneurial way (Amaeshi 2005).

An analysis of these agencies showed that NDE, established in 1987, has the main task of creating job opportunities and implementing government policies directed at solving the growing unemployment problem of the economy. It also serves as a vehicle for promoting entrepreneurship. The directorate has four programs viz. (i) Small-scale Industries and Graduate Employment Program, (ii) National Youth Employment and Vocational Skills Development Program, (iii) Agricultural sector Employment program, (iv) Special Public Works programs (Nigeria Rural Development Sector Strategy Main Report, 2004).

Furthermore, SMEDAN, was established by the small and medium industries development Act, 2003 to facilitate and promote micro, small and medium enterprises access to resources required for their growth training and Development. It also lays down a structured medium and small industrial enterprises sector

which encourages and enhances sustainable economic development of Nigeria (Osemeke, 2012). Rather than examining policies individually to determine their effects on specific entrepreneurial activities the need to examine entrepreneurship policies from a more strategic perspective exists. This strategic perspective considers the fit (Lawton, 2002:9) of these policies with the needs of the firms operating in entrepreneurial environments and examines how government policies may serve as a linking mechanism between the network of actors throughout the various stages of an entrepreneurial venture's lifecycle.

According to (Waziri, 2012), the Nigerian government promotes entrepreneurial culture through initiatives that builds business confidence, positive attitude, pride in success, support and encouragement of new ideas, social responsibility, providing technological supports, encouraging inter-firm linkages and promotion of Research & Development. Others considerations are cheap financial resources, free access to market, prompt registration/advisory service to businesses, promotion of entrepreneurial skills acquisition through education and manpower development, production of infrastructure, export incentives, stable macroeconomic environment, security of investment, stable political climate *et cetera*.

To further, develop SMEIS, the central Bank of Nigeria in 2010, established a N200billion Small and Medium Scale Enterprises Guarantee Scheme. The main objectives of the scheme were to: fast track the development of the SME/Manufacturing sector of the Nigerian economy; set the pace for the industrialization of the economy; and increase access to credits by promoters of SMEs and manufacturers. The scheme provides guarantees on loans by banks to the sector in order to absorb risks that had inhibited banks from lending to the real sector. Activities covered under the scheme include: manufacturing, the agricultural value chain, educational institutions, and any other activity as may be specified by the CBN. Also at end- December, 2010 two applications valued at N7.5million and N100 million had been processed under the scheme. The applications were awaiting management approval (Osemeke, 2012).

Most policies and incentives designed to promote entrepreneurship focus primarily on activities central to the first two years of a firm's existence (NDE, 2007). Perhaps a more interesting and illustrative case of the impact of entrepreneurship is the case of France. Despite government efforts to liberalize the operating environment for venture capital firms, reducing capital gains taxes and instituting a number of policies to facilitate the creation of new businesses (Dubocage and Rivaud-Danset, 2002:25), France does not rank highly on either of the measures used to classify the countries participating in the Global Entrepreneurship Monitor (GEM) studies (Reynolds *et al.*, 2004).

The economic and institutional contexts are key drivers of entrepreneurship and economic development (Leff, 1979). Economic context includes industrial infrastructures, economic growth, and capacity for innovation as important determinants of entrepreneurial activity (Furman, Porter, and Stem, 2002). Recent behavioral research in entrepreneurship suggests that institutions play an important role in entrepreneurial activity. For example, Bruton and Ahlstrom (2002) compared the roles of venture capitalists in different economic contexts. Similarly, George and Prabhu (2002) highlight the role of developmental financial institutions in fostering entrepreneurship in emerging economies through lending policies and prioritizing of national industrial-development goals. They all agreed that the economic and institutional contexts play a causal role in creating a climate for innovation and entrepreneurship.

Both directly and indirectly, governments affect the development of an environment that could support entrepreneurship. Literature also suggests that, "the need for the development of a conducive environment may be greater in emerging market economies and in developing countries" (El-Namaki, 1988:98). This is because "there is sufficient evidence that environmental forces ranging from purely cultural and social factors go quite a long way towards straining the driving force behind entrepreneurs", (El-Namaki, 1988:100). Furthermore, compared to large-scale enterprises, the need for a conducive environment could be greater in the case of small-scale enterprises because such enterprises may have little control over the environment in which they operate (Dubocage and Rivaud-Danset, 2002:25). These enterprises may lack

resources and ‘political clout’ that usually are needed to influence an enterprise’s environment. However, this submission has stirred a debate.

Environmental conditions have been discussed in five dimensions (Fogel and Gnyawati, 1994); government policies and procedures, socioeconomic conditions, entrepreneurial and business skills, financial support to businesses, and nonfinancial support to businesses. Governments can influence the market mechanism and make them function efficiently by removing conditions that create market imperfections and administrative rigidities. They can also create an “enterprise culture” that enables firms to take reasonable risks and seek profits.

Entrepreneurs may be discouraged to start a business if they have to follow many rules and procedural requirements; if they have to report to many institutions, and if they have to spend more time and money in fulfilling the procedural requirements (Young and Welsch, 1993). Examples of similar types of effects of rules and regulations can be found in many countries including Nigeria.

A favorable attitude of the society towards entrepreneurship and a widespread public support for entrepreneurial activities are both needed to motivate people to start a new business. In fact, social factors may be equally important as availability of loans, technical assistance, physical facilities and information. Certain infrastructural elements seem to make substantial impact on the entrepreneurial environment. These elements include the existence of universities and research and development programs, a well-educated and technically skilled labor force, and modern transport and communication facilities that provide easy access to suppliers and customers (Gartner, 1990).

Without having some business opportunities in the environment, and without having motivated and capable entrepreneurs in starting a business, any amount of government financial assistance may not increase entrepreneurial activity.

DATA AND METHODOLOGY

This study covers the 10 years between 2001 and 2010. The research work covers graduate youth in Nigeria. However, the study will be limited to two states in each of the geo-political zones in Nigeria. There are six geo-political zones. Each has common characteristics, especially in terms of cultural inclination. The entire beneficiaries of the Entrepreneurship Development Program (EDP) of National Directorate of Employment (NDE) training program is the population of the study. It is however, impossible to undertake such a task because the population is quite large, which made sampling inevitable. NDE beneficiaries were the focus of the study because NDE is accepted as a credible employment generating agency. At the end of 2010, 7,878 youths benefited from the NDE training program (NDE Report, 2011). To select the sample size, the 36 states of the federation were grouped according to their respective geopolitical zones. Then, a random number table was used to select two representative states for each geopolitical zone. In all, twelve states were covered in this study. Table 1 shows the sampled states, the number of beneficiaries, sample size and the percentage response rate of the study. Out of the 7,878 EDP-NDE beneficiaries, 1,576 respondents were surveyed on EDP-NDE but only 1,159 responded, resulting in a response rate of approximately 73.54 percent.

RESULTS

To access the level of government program and policies on the development of EDP-NDE development in Nigeria, a sample of 1,159 beneficiaries of the EDP-NDE Programs in Nigeria were randomly selected. Data were collected through a structured designed questionnaire and extracted for analysis. Reliability or internal consistency of the items within the structure of this study was assessed by Cronbach’s alpha and

gives the value of 0.76 for the questionnaire. The data were analyzed using frequency analysis and non-parametric chi-square test $\alpha = 0.05$ aided with the use of SPSS for windows 17.

Table 1: Population and Sample of the Study (EDP-NDE Beneficiaries & Trainees)

Regions	Sampled States	Population			Sample Size			Response Rate			
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Response %
North Central	Nasarawa & Niger	838	347	1,185	169	68	237	135	47	182	76.7
North East	Adamawa & Borno	975	327	1,302	195	65	260	117	71	188	72.3
North West	Kaduna & Sokoto	1,047	308	1,355	2107	61	271	104	89	193	71.2
South East	Imo & Enugu	882	247	1,129	177	49	226	106	65	171	75.7
South South	Rivers & Delta	837	236	1,073	168	47	215	89	76	165	76.7
South West	Lagos & Ekiti	1,437	397	1,834	289	78	367	167	93	260	70.8
Total		6,016	1862	7,878	1,208	368	1,576	452	707	1,159	73.54

Source: Field Survey, 2011

The research starts by soliciting information on the sex of the respondents. A majority of participants in the program are male. Males are more involved in the entrepreneurship development program than their female counterparts. These results are presented in Table 2. The result in Table 2 shows that out of the 1159 beneficiaries, 74% of the respondents are Male while 26% are Females.

Table 2: Sex of EDP-NDE Beneficiaries

	Frequency	Percent	Valid Percent
Valid			
Male	861	74.3	74.3
Female	298	25.7	25.7
Total	1159	100.0	100.0

Source: Filed Survey, 2012

The response here is on the duration of the training program undergone by the NDE beneficiaries. The essence is to identify the numbers of years or months it takes the NDE agency to train it beneficiaries on entrepreneurship development. It therefore expects that beneficiaries can either spend 3 months or 6 months or 1 year or 1-3 years in the course of training. Table 3 presents the results of the respondents on duration of training program. The result in Table 3 show that 18% of the respondents attended training program for 3 months, 28% for 6 month, 46% of the respondent attended training for 1 year and about 7% of the respondents attended training between 1-3 years

Table 3: Duration of Training Program

	Frequency	Percent	Valid Percent
Valid			
3months	210	18.1	18.1
6month	326	28.1	28.1
1 year	538	46.4	46.4
1-3 years	85	7.3	7.3
Total	1159	100.0	100.0

Source: Field Survey, 2012

Government programs and policies toward incentives for EDP of NDE is a crucial factor that determines economic development and employment generation development in Nigeria. Several policies targeting entrepreneurship have typically focused on specific programs targeting tax incentives or venture

capitalists (Dubocage, Rivaud-Danset, 2002; Harding, 2002; Lawton, 2002; Keuschnigg and Nielsen, 2003) promote entrepreneurship across wider range (Verheul, Wennekers, Audretsch, and Thurik, 2002; Storey, 2003; OECD, 2004; Acs, Arenius, Hay, and Minniti, 2005). Table 4 presents the results on level of satisfaction of beneficiaries on the government policies. From the 1159 respondents who are beneficiaries of EDP-NDE Programs, the result in Table 4 shows that about 18.2% of respondents rated the government program and policies toward the incentives for EDP-NDE development in Nigeria as Average, 46.2% rated it low, 15% high and 4% of the respondents rated it as satisfactory.

Table 4: Government Programs and Policies toward the Incentives for EDP-NDE Development in Nigeria

	Frequency	Percent	Valid Percent
Valid			
Satisfactory	243	21.0	21.0
High	169	14.6	14.6
Average	211	18.2	18.2
Low	536	46.2	46.2
Total	1159	100.0	100.0

Source: Field Survey, 2012

Credit policies as well as funding of entrepreneurial ventures from business angles, micro-lending facilities can promote and/or dissuade as the sources are often subject to many government policies, directly or indirectly. The federal government of Nigeria has been reasonably involved in assisting, developing and promoting small business enterprises in Nigeria (Philip, 1992). Table 5 shows whether there is satisfaction among beneficiaries of the NDE entrepreneurship development program on government policies affect their business credit follow. Table 5 shows satisfaction with government credit policies for entrepreneurship, about 52% of the respondents rated it as Average, 25% low, 14% high and about 9% of the respondents rated it as satisfactory.

Tale 5: Government Credit Policies for Entrepreneurship Development

	Frequency	Percent	Valid Percent
Valid			
Satisfactory	109	9.4	9.4
High	161	13.9	13.9
Average	601	51.9	51.9
Low	288	24.8	24.8
Total	1159	100.0	100.0

Source: Field Survey, 2012

An institutional framework comprises both formal rules and informal constraints. Formal rules or institutional arrangements include political and judicial rules, economic rules and contracts. Political rules define the hierarchical structure of the policy and its basic decision structure. Economic rules on the other hand define property rights while contracts contain the provisions which are specific to a particular agreement in exchange. Table 6 presents beneficiaries observation on government institution framework for entrepreneurship development in Nigeria. The Table shows how this framework is rated by the beneficiaries on the scale of; Satisfactory, High Average and Low.

On the government institutional framework for entrepreneurship development rate in Nigeria, Table 6 shows that 46% of respondents rated the government framework policies to entrepreneurship development in Nigeria as satisfactory, about 3% rated it low, 27% high and about 24% rated the institutional framework as average.

Table 6: Government Institutional Framework for Entrepreneurship Development

	Frequency	Percent	Valid Percent
Valid			
Satisfactory	531	45.8	45.8
High	316	27.3	27.3
Average	281	24.3	24.3
Low	31	2.7	2.7
Total	184	100.0	100.0

Source: Field Survey, 2012

Government policy aimed at creating an enabling environment in terms of security and economic stability is examined next. Table 7 provides information on the how respondents view the activities of government toward creating enabling environment for entrepreneurship development. Table 7 shows, 24% of respondents rated the effort of the government toward creating an enabling environment in terms of security and stability for entrepreneurship development as low, 53% average, about 18% high and only about 6% rated it satisfactory.

Table 7: Effort of the Government toward Creating an Enabling Environment in Terms of Security and Stability for Entrepreneurship Development

	Frequency	Percent	Valid Percent
Valid			
Satisfactory	64	5.5	5.5
High	203	17.5	17.5
Average	619	53.4	53.4
Low	273	23.6	23.6
Total	1159	100.0	100.0

Source: Field Survey, 2012

Analyses of the hypotheses are based on respondents who are beneficiaries of the EDP-NDE training perception on government program and policies. A non-parametric chi-square statistic at $\alpha = 0.05$ is applied. The test analysis is given in Table 8.

Hypothesis 1: H_0 : Government credit policies have no significant effect on the development of entrepreneurial beneficiary of the EDP-NDE Program.

Table 8: Test Statistic

Government credit policies have no significant effect on the development of entrepreneurial beneficiary of the EDP-NDE Program	
Chi- Square	6.97
Df	4
Asymp. Sig	0.096

Source Author Analysis

The test result in Table 8 shows that Government credit policies have no significant effect on the development of entrepreneurial beneficiary of the EDP-NDE Program, since the p-value (.096) is greater than the alpha level (0.05), we therefore accept the H_0 . The test statistic result is also supported with the result in Table 5, as 52% of the respondents rate the Government credit policies as average on the development of entrepreneurial beneficiary of the EDP-NDE Program.

Hypothesis Two: H_0 : Government Policies and Program have no significant effect on the development of EDP-NDE in Nigeria

Table 9 shows that government program and policy has no significant effect on the development of EDP-NDE in Nigeria, since the p-value (.07) is greater than the alpha level, we therefore accept the H_0 . The test statistic result is also supported with the result in Table 4, as 46% of the respondents rate the government program and policies as low to the development of EDP-NDE in Nigeria.

Table 9: Test Statistics

Government Policies and Program has no significant effect on the development of EDP-NDE in Nigeria	
Chi- Square	8.07
Df	4
Asymp. Sig	0.071

Source: Author Calculations

The result of the analysis shows that a majority of EDP-NDE beneficiaries attended training for less than a year (i.e. 6 months) and the government program and policies towards the incentives for the EDP-NDE development was rated low by the beneficiaries. The credit policy and creating enabling environment for entrepreneurship development stability was rated as average. The result of the hypothesis therefore shows that the government credit policies and government programs has no significant effect on the development of entrepreneurial beneficiaries of the EDP-NDE program.

CONCLUDING COMMENTS

This study examines government initiatives toward entrepreneurship development in Nigeria and evaluates the job creation capacity of the entrepreneurship development programs on Nigerians. Government program and policies are designed to promote entrepreneurship activity including the establishment of a business or investing in a new venture. The methodology was design to examine the subject matter to investigate the level of government programs and policies on the development of EDP-NDE development in Nigeria, a sample of 1,159 beneficiaries of EDP-NDE Programs in Nigeria were randomly selected. Data were collected through a structured questionnaire and extracted for analysis. Reliability or internal consistency of the items within the structure of this study was assessed by Cronbach's alpha giving a value of 0.76 for the questionnaire. The data were analyzed using frequency analysis and non-parametric chi-square test $\alpha = 0.05$.

The study found that government credit policies have no significant effect on the development of entrepreneurial activities in the country and mostly EDP-NDE beneficiaries do not derived maximum satisfaction from government programs and policies. Often the government policies are compromised by other policies, thereby negating the intended positive effects for entrepreneurs and the economy, both the mid-term and long term effect. The problems faced by SMEs necessitated the background for the development of policies to support SMEs.

A major limitation of this research relied largely on the opinions and views of beneficiaries whose contact addresses were given by NDE officials. Secondly, lack of a data base from NDE and frequent changes of addresses by beneficiaries make contact a little bit difficult. Data limitations also made it difficult to study in-depth the impact of government policies towards entrepreneurship development in Nigeria. However, the generalization of available data clearly indicates reliability of the data within the established boundaries of the study.

Based on the research work, we recommend that governments should enforce laws and regulations that link institutional development and the entrepreneurial endeavor and to create an environment that will encourage entrepreneurs to develop business and new ventures.

Further research is required to study other variables not covered in this study. An investigation of the nature and characteristics of a set of institutional arrangements that accounts for successful entrepreneurial events in the Nigerian small business sector would be beneficial. More specifically, there is a need to investigate how potential and existing small-scale entrepreneurs in various economic sectors respond to change in institutional arrangements. There is need for further investigation on successful entrepreneurial behaviors to be included in the EDPs curriculum. The entrepreneurial success is a function of specific entrepreneurial behaviors and in different economic environments, different types of entrepreneurial behaviors will be effective.

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ACKNOWLEDGEMENT

The author acknowledges my sources of data for this paper and most especially National Directorate of Employment (NDE). Also acknowledge the helpful comments of two unspecified reviewers.

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