

Full Length Research

The Contributions of Entrepreneurship Centre to Small and Medium Scale Businesses in Nigeria: An Evaluation of National Directorate of Employment (NDE) Lafia Nasarawa state.

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Accepted 21 October 2022

It is evidence around the world that small scale enterprises provide effective means of inspiring indigenous entrepreneurship in enhancing greater employment opportunities and per unit of capital invested and aid development of technology. Through a wide spread, they offer an effective means of mitigating rural-urban migration and resource utilization. Furthermore, small and medium enterprise produced intermediate products for use in small scale enterprises and it contributed to the strengthening of industrial linkages in the country in general. The objectives include: To assess the importance of identified roles of small scale enterprises in the development of national directorate of employment and also, to determine whether or not the small scale enterprises make use of all the credit facilities available to them and the reasons for the stand they take, in relation with their initial capital. The challenge here include: Nigeria is currently witnessing an alarming rate of unemployment rate as it is growing in geometric progression. The economy is also increasingly finding it difficult to cope as Nigerian economy is waning and lot of experts have called for the creation of an enabling environment for small-scale enterprise to thrive. The research finding x-rayed that since the calculated value is less than the table value, we accept Ho and conclude that government policies have not been favorable to the establishment of small scale enterprise in Nigeria and aiding the NDE centre's.

Keywords. Small-scale, Enterprise, Employment, Entrepreneurship, Capital, Economy.

Citation: Anyesha, A.A., Asheaddzi,.D. A., Oyigbenu, E. Z.(2022). The Contributions of Entrepreneurship Centre to Small and Medium Scale Businesses in Nigeria: An Evaluation of National Directorate of Employment (NDE) Lafia Nasarawa state. Inter. J. Econ. Bus. Manage.10(5): 149-160

INTRODUCTION

For the past decades, small business enterprises in Nigeria were characterized as essentially backward and part in the wheel of the overall development of the Nigeria economy. As a result of this, there has been a prevalent feeling that such businesses could be assisted only for social reasons, not as a promising opportunity for national development. Obviously, too little attention has been paid to the benefits to be derived from helping small enterprises of modernize and grow. This attitude arose partly amongst both the citizens and government and mainly from the very nature of the small business which made it difficult for its impact to be felt in the economy.

The dormant contributions which small business can make are now attracting recognition and the awareness is manifest in the ever increasing number of Nigerians who daily strive to put up their personal ideas and abilities to effective use by starting small business ventures. Evidence around the world indicate that small scale enterprise provide an effective means of stimulating indigenous entrepreneurship in enhancing greater employment opportunities per unit of capital invested and aiding the development of technology.

However, successive governments in Nigeria have for the past three decades shown great interest in the financing of small businesses by establishing specialized banks and other credit agencies/schemes to provide customized funding.

It is therefore not surprising that the issue of financing is of major concern to small business organization. Despite that, the role of SMEs in Nigeria cannot be underestimated. It is noteworthy that most of the small businesses in Nigeria are sole proprietorship and partnerships.

STATEMENT OF THE PROBLEM

Nigeria is at present witnessing an alarming rate of unemployment rate it is growing in geometric progression. The economy is also increasingly finding it difficult to cope as Nigerian economy is declining; a lot of experts have called for the creation of an enabling environment for small-scale enterprise to flourish.

However, it is evident that a lot is being done to empower the growth of this sub sector of the economy. The role of small scale industries in the development of indigenous technology cannot therefore be over emphasized.

OBJECTIVES OF THE STUDY

Moreover, in this study, attempt will be made to achieve the following objectives:

1. To assess the importance of the identified roles of small scale enterprises in the development of national directorate of employment Nasarawa State Nigerian.
2. To determine whether or not the small scale enterprises make use of all the credit facilities available to them and the reasons for the stand they take in relation with their initial capital.
3. To consider the nature and level of financial assistance desired and compares with the already available forms of financial assistance desired and compares it with the already available forms of financial assistance.

Research Questions

What are the roles of National Directorate of Employment in the development of small scale enterprise in Nasarawa State?

REVIEW OF RELATED LITERATURE

Small Business Enterprise

In many respects, the meaning and concept of small businesses cannot be completely isolated from the operational environment. The perception and definition is highly dependent on the particular economy that provides the environment of operation. In Nigeria, there seems to be no clear cut definition or scope for determining small business enterprise. However, varied definition and scope were made by some agencies as follows:

The national directorate of employment defined it as being able to accommodate project with capital investment as loan as N5,000 and employing as few as three persons.

The Central Bank of Nigeria in its monetary policy guidelines 1980 defined small scale business as an enterprise whose annual turnover ranges between N25,000 and N50,000, also the Federal Ministry of Industries.

According to Structural Adjustment Programme [SAP] and Foreign Exchange Market, defined small scale business as any manufacturing, processing or service industry with capital investment of not more than N150,000 in plant and machinery.

The Nigeria Bank for Commerce and Industry also defines the small scale enterprise as firms' or companies with assets [including working capital but excluding land] not exceeding N750,000 and paid employment of up to 50 persons a such an establishment be wholly owned by Nigerians.

Measuring the appropriateness of some of these definition, Nwakobi [1985] criticized most of the definition describing them as merely “institutional” Nwabobi holds the views that the definitions do not sting a health picture of the growth of small scale business enterprise, considering the difficulties involved in capital formation and other discrimination of attitudes of the banks towards the owners of small scale business enterprise.

However, comparatively, most develop countries seems to have agreed on a maximum unit of 500 employees as a small firm [Feldman 1989]. However, a review of the performance induct of small scale business can be best anchored on the United Nations industrial development organization definition of small scale business as “an economic venture” that is characterized by the following:

i. Ownership and management being vested in the same Individual, while. capital is being made available by an owner whom the policy Decisions rest and the owner participating very actively in all decision making processes on a day to day operation basis with a high degree of rigid control.

Reflecting the characteristics, small scale business enterprises have emerged, especially in the developing world, with roles of employment generation, encouragement of rural development, assisting substantially in lifting gross domestic product, developing entrepreneurship and proving avenue for self-employment.

Basic Characteristics of Small Scale Enterprise

The overall business scene and activities in Nigeria appear to be dominated by small businesses which are established by individual, groups, companies and cooperatives.

Most business start off as small but with proper planning and management, then expand and grow. However, it will be risky to assume that small enterprises are exactly like big ones after musselman and huglice all the difference is size. But it is necessary to differentiate the small business from the large ones and to associate those characteristic with problems inherent in small business.

In summary, characteristics as identified by several writers among who Broom and Longnecker (1972), (1973) and yewande (1991) are presented here.

- 1).Management is not independent- generally; the managers are also the owners. This means that the manager/ owner can run the business as he pleases. Discipline as the control factor in this case may sometimes be missing. This lack of proper managerial discipline leads to business failures.
- 2).The size of the small business firm within industry is usually small. Thus they are not dominant in their individual field or operation.
- 3).Capital requirement is small and therefore within reach of the indigenous entrepreneurs.
- 4).Majorities of the modern small business units are labor intensive and are able to achieve high productivity. These units are concentrated in areas of low technology.
- 5).Capital is supplied and ownership is held by a small group or an individual. The initial capital usually equity holdings is supplied by the owner or co-owners of the business. Often for working capital, they depend on trade credit or credit finance or both.
- 5).The area of operation is mainly local employees/workers and owners all like in one home community. Most small scale firms even those identified as modern utilizing plants and machinery are run along family line. However, markets served by them are not always local, modern small firm’s serves market across ethnic cultural and even nations or state boundaries.
- 6). On other all-embracing characteristic of small scale business in Nigeria is the apparent lack of attention to managerial functions of planning, organizing, directing coordinating and controlling. In Nigeria, the entrepreneur usually sets out to achieve high return on investment. The workers generally are not adequately remunerated or sufficiently motivate.

Types of Small Business

The future of economic prosperity of Nigeria lies in the structuring and eventual growth of medium and small scale enterprises. This situation has been confirmed by the Nigeria institute of social and Economic Research (NISER), THE National Association of small scale Industry (NASSI), and the German based Frederick Elbert Foundation. Their very existence also confirms Oshagbenius (1985) categorizing of small scale industries as those which include, weaving, carpentry, pottery, ceramics, farming, fishing, piggery animal husbandry, poultry, wood and metal works, brick and block making and a host of others, operating under registered names and depending largely on local raw materials.

Source of Fund to Small Businesses Sources of Initial Capital

Traditionally, and with regards to sources, two types of capital are recognized, equity and borrowed.

Baum back is the view that the distinction between equity and debt capital in a small business is unclear. In any case, one thing is clear; equity financing denotes ownership while debt financing implies an obligation to repay the principal amount plus interest. In providing initial capital, a small business enterprise has a good normal source open to it. These include funds invested by the owner as well as funds made available by creditors. Credit takes the form of bank loans, trade credit, union loans from individuals, friends and relative and credit union loans. It is noteworthy that these and other sources of funds are made use of both at the beginning stage and in the subsequent day-to-day financing of business operations.

Personal saving: To a beginning firm, personal savings of the founder constitute a primary source of equity capital. Many writers are in support of this view. Broom says it is not only difficult but also quite hazardous to borrow venture capital. He is of the opinion that two third of initial should be form the owner. Baum back goes further to explain why initial capital should necessary come from those who have created the business.

Commercial Banks: Commercial banks are a primary source for debt capital. Although they tend to limit their learning to working capital needs of going concerns, some initial capital dose some from this source. The commercial bank has considerably changed from just supplying capital for an interest income to a more acceptable socio- economic role. It has development". Mr. Tina confirmed this when he said that have increased the amounts given out for loans the 20 percent (proportion of deposits government requires that should be set aside for small business loans are also given. One of those is the installment loans which may not exceed certain amount. Such a loan is repayable monthly or quarterly as prearranged but the maximum maturity period is one year. Over draft for up to a period of two years is also given. In spite of the new interest in small businesses, their problem with the banks has not changed. Their greatest problem is to meet the requirement of the banks. The bank considers the mode and time of repayment of the principal amount plus the interest. Many small businesses many not be in a position to start paying interest not to talk of the principal as and when due.

Trade Credit: Extended by suppliers' plays an important role especially to the beginning business. Trade credit tends to be widely used source of short tends funds to the small firm. This according to Baum back often provides a major point of the small business man's working capital needs especially in the retail fields. The amount of credit available to a particular firm depends upon the type of business and the supplier's confidence in the new firm. They extend credit more freely than the bankers. Competitions for sales volume force them to reach out for new small and financially weak customers by offering delayed payment. Even when such customer faulted in the credit terms, the suppliers often hesitate to react for fear that they might lose a promising customer.

Friends and Relatives: Very often, funds from friends and relatives are used to supplement initial owner equity capital. This usually character as poor business practice and in many cases based on erroneous assumptions may at times be necessary. This is with cognizance of the fact that many and family owned. It should be noted that family and business relationships are well as funds should not be mixed, if most desirable result are being obtained. Loans from friends and relatives tend to create a highly personal relationship such relationship may conflict with independence and business. The time for the repayment of the loan may not be defined. Interest payment may be deferred too. A business loan should be taken as a business transaction and not a favor. In such case, the inexperienced associate's advice can be easily rejected. Terms of the loan should be clearly defined and loans could be getting from lending institutions instead of from friends and relatives.

Credit Unions: According to (Arniel) defined a credit union as "a group of people bound by some intangible bond of association, perhaps the bond of the same employer, the same religion, the same politics, the same profession, trade, hobby or the same type of misfortune," credit unions are cooperative that encourage saving and lending on attractive terms. They also provide financial advice to members. The prime purpose of a credit union is to teach thrift. People save with the credit union for various reasons. These may include absence of banking house. The liberal lending policies of credit unions also attract membership. Credit unions obtain most of their funds from savings of members. Many small businessmen usually obtain loans which are eventually used up in business. Credit unions thus constitute an important source of funds for small business especially it the rural areas.

Other Sources of Funds: In addition to the already discussed sources of funds for initial capital, a good number of

small businessmen still make use of some local sources. Such include borrowings "issue" (a group of persons who agree to make contributions regularly). Members take turns to benefit from these contributions. Some of the funds got from the "issue" are used for small business operation.

Sources of Working and Expansion Capital

For the business to survive and grow after successful launching, the continuous need for funds must be met the following sources are used largely for procuring initial capital namely, personal saving, commercial banks, trade credits, unions, and friends and relatives. These sources may continue to provide funds for the going concern operations. Some of them could be eliminated. Brooms and Longnecker suggest this should be done by liquidating loans as those from friends and relatives personal savings too may become less important through funds could continue to come from there.

Retained Earnings: Retained earning provides a natural type of expansion for many small enterprises. As profit are realized, they are ploughed back into the business by foregoing dividends, for firms that use only retained earnings, the rate of expansion is limited by the amount of profit generated by the business. These funds are often insufficient to meet the heavy capital needs of a rapid expanding firm.

The firm, thus still has to look for other avenues for funds.

Sales of Capital Stock: The firms are usually faced with severe competition. In this situation, it may have to expand or die. To expand it need working capital, most of which must be inevitably be borrowed. The small firm has a disadvantage in that it has to pay interest charges on the debt capital both in good and bad times. Sale of capital stock to outsiders eliminates these disadvantages.

Government Influence on Small Business Enterprises

Government tax policies generally make it difficult for the small businesses to exit. In fact, government fiscal policies and the way they are designed are a major cause of dissatisfaction among small businessmen. Tax problems of small concerns have not arisen because the tax measures were directed at small business as such. The central point is that the system weights excessively on them by virtue of their sizes and character. Most businessmen fail to understand this and nurse the feeling that government does not want them to survive. This is wrong as the growth of small business organizations has become the concern of many governments. In Nigeria, the government's effort to promote small business was materialized in national development plans. With the aid of international organizations, a normal of assistance centers to meet the technical and financial needs of small and medium sized enterprises were created. To further show government interest emphasis is land on more effective use of the bodies responsible for the promotion and guidance of small, and medium sized enterprises. These bodies include:

The national directorate of employment, Small Industries Corporation, National economic reconstruction fund, Nigeria industrial development bank, The Nigerian Agricultural and Cooperative Bank. For such assistance to be given, the importance of the project has to be critically confidence the socio-economic point of view.

Obviously, there is evidence that with proper guidance, most small scale industries that do not depend solely on personal income have been known to have found it relatively easier to deal with these prescribed government agencies than with the conventional profit oriented commercial and financial institutions. But it has also been revealed that most of the small scale entrepreneurs have not made use of these facilities because they are not equipped to deal with the bureaucracies associated with procuring loans. This attitude of the small scale entrepreneurs has the tendency of effect the efficiency of some of these lofty. Government policies designed specifically for the growth of small scale business.

The Role of Small Scale Business in the Development of Nigeria Economy

Hardly, can any major industry succeed in isolation of the services and contributions of small business enterprise. The relative strength of their importance and role vary from one industry to another. In fact, the importance of small scale business in any economy cannot be overestimated. Firstly, continuous growth in the economy of any nation depends to a large extent on the startups of small businesses. Even on a recessionary economy, small scale enterprises are a legitimate and viable component in any strategy for reconstructing the economy. Furthermore, it is emphasized that the small scale enterprises make the possibility of the equitable distribution of national income more realistic of providing employment opportunities on a large scale.

The role of small scale businesses in the development of Nigeria economy has made it very possible for firms to depend less on imported goods or materials. They often rather depend on locally made machines and local raw materials as inputs. One can buttress this point further by the fact that non dependence of small businesses on imported raw materials as inputs leads to a reduction in the demand of foreign raw materials thereby saving the foreign exchange earnings of the nation. Worthy of mention also is the advantage of solving payment problems as a result of less dependence on imported inputs.

This has an attendant blessing of creating an interest in the promotion of home made products. In this way small business ventures generate revenues and strengthen the Nigeria economy. Small industries have a shorter gestation period and as a result, yield quicker returns on investment. They facilitate balanced industrial development in that only such small scale ventures can easily be established in many rural areas. In this regard, that present a potent means of reducing rural urban migration and its consequential urban congestion, unemployment and other social vices. Small businesses also serve as a training school for indigenous entrepreneurs and provide the opportunity for acquisition of skills for a large number of workers. They facilitate a speedy development of Nigeria economy.

Problems of Establishing Small Business Enterprise in Nigeria

Lack of indigenous entrepreneurial initiative for industrial development is a characteristic of most development countries. Limited resource of capital and skilled labour, lack of technological and managerial knowledge and limited markets are important handicaps to the acceleration of industrial development in Nigeria.

Unfortunately, the small scale industries do not enjoy such benefits and as such dependent almost entirely on indigenous entrepreneurs. Some of the problems facing small scale industries come from the owners while some come from unpredictable environmental force which is external to the business and they include government unit's competition etc. Some other problems can be identified in different functional areas such as manufacturing marketing, financial and labour. The major factor militating against the establishment of small scale enterprises in Nigeria includes:

Lack of Start-up Capital: The early stage financing is usually the most difficult and costly to obtain. There two types of financing at this stage. Seed capital and startup capital. Seed capital is relatively small amount of fund needed to prove concept and fiancé feasibility study. It is the most difficult to obtain because the venture capitalist is usually not interested at this level of funding. While start-up capital is involved in determines if commercial sales are feasible. It is also very difficult to obtain. No good business ideas can ever surface without fund.

Lack of Land and Good Locations: Before any small scale industry is established, this is the need to acquire land on which the factory site or the warehouse will be built. In urban areas, land is not usually available and when available, it will be very expensive beyond the reach of the small scale entrepreneur. In the rural area where land is bound to be available at the reduced cost, other necessary infrastructures will be lacking. Good location of our businesses is very important for the easy survival of the enterprise but it is very difficult to get and where available, the cost will not be affordable for any small business operator.

Poor Government Policies: Nigeria government has not been able to help entrepreneurs in establishment process of small scale business. Instead, one horrible policy or the other was used in making things difficult for young entrepreneurs. Government is only interested in revenue generation without noticing how is has hindered the establishment of more small business in Nigeria. Every new business that is still struggling to survive is expected to pay between N5,000 to N20,000 as business premises and a lot of other permit. The business is also expected to pay almost the same amount of the local government where it is situated. All these end up pulling the business down.

Insecurity of Lives and Properties: Security problems are one of the major problems of establishing small scale enterprise in Nigeria. Even the large scale businesses that can afford to employ the services of security personal are not free from this social menace. Any business that deals on highly valued products is not safe. Consequently, many prospective investors opted to keep their money in banks or use item and buy empty lands for re-sale in future than to risk the money by establishing any business at all.

Psychological Factors such as: Lack of Self Confidence, Lack of Creativity and Fear of Failure.

METHODOLOGY

The study contained the known nature of the problem under investigation requires an approach that will guarantee accuracy, has decided to employ survey research design. And the population was precisely consulted. Therefore, for the purpose of this study, the population of the study is registered small and medium enterprises by (NDE) Lafia, through Questionnaire administered

Hypothesis Testing

H_0 : Small scale has no role in the development of indigenous technology capability.

H_1 : Small scale has a role in the development of indigenous technology capability.

| CLASSIFICATION | YES | NO | PERCENTAGES |
|-----------------|-----------|-----------|-------------|
| Manufacturing | 10 | 15 | 27 |
| Servicing | 18 | 5 | 23 |
| Trading | 10 | 4 | 14 |
| Mixed operation | 8 | 10 | 18 |
| Total | 46 | 34 | 80 |

Source: Field Survey, 2022.

Using the chi-square method of analysis

$$X^2 = \frac{\sum (O - E)^2}{E}$$

Where O = Observed value

E = Expected value

\sum = Summation

And the expected value = $\frac{\text{Row total} \times \text{Column Total}}{\text{Grand total}}$

Using 0.05 level of significance

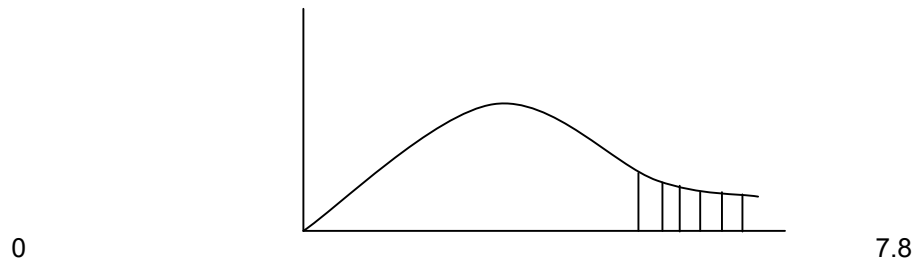
Degree of freedom = $(C - 1)(R - 1)$

Where R = no. of rows and C = no. of columns

Degree of freedom = $(2 - 1)(4 - 1)$

= $1 \times 3 = 3$

DECISION RULE: Reject the null hypothesis i.e. H_0 if the calculated value is greater than the table value otherwise do not reject H_0 .



To calculate the expected value

$$R_1C_1 = \frac{48 \times 27}{80} = 16.2$$

$$R_1C_2 = \frac{34 \times 27}{80} = 11.475$$

$$R_2C_2 = \frac{48 \times 23}{80} = 13.8$$

$$R_2C_1 = \frac{34 \times 23}{80} = 9.775$$

$$R_3C_1 = \frac{48 \times 14}{80} = 8.4$$

$$R_4C_1 = \frac{48 \times 18}{80} = 10.8$$

$$R_1C_1 = \frac{34 \times 18}{80} = 7.65$$

| O | E | O - E | (O - E) ² | $\frac{(O - E)^2}{E}$ |
|----|------|-------|----------------------|-----------------------|
| 12 | 15.8 | -3.8 | 14.44 | 0.9 |
| 15 | 11.2 | 3.8 | 14.44 | 1.3 |
| 18 | 13.5 | 4.5 | 20.25 | 1.5 |
| 5 | 9.5 | -4.5 | 20.25 | 2.1 |
| 10 | 8.2 | 1.8 | 3.24 | 0.4 |
| 4 | 5.8 | -1.8 | 3.24 | 0.6 |
| 8 | 10.5 | -2.5 | 6.25 | 0.6 |
| 10 | 7.5 | 2.5 | 6.25 | 0.8 |

$$X^2_{3, 0.05} = \sum (O - E)^2 / E$$

$$X^2_{3, 0.05} = 8.2$$

Since the calculated value is greater than the table value, we reject the null hypothesis H₀ and conclude that small scale business has a vital role in the development of indigenous technology capability in Nigeria.

H₀: Government policies have not been favorable to the establishment of small scale enterprise in Nigeria.
 H₁: Government policies have been favorable to the establishment of small scale enterprise in Nigeria.

| CLASSIFICATION | YES | NO | TOTAL |
|-----------------|-----|----|-------|
| Manufacturing | 14 | 16 | 30 |
| Servicing | 5 | 10 | 15 |
| Trading | 8 | 10 | 18 |
| Mixed operation | 10 | 7 | 17 |
| Total | 37 | 43 | 80 |

Source: Field Survey, 2022

Using the chi-square method of analysis

$$X^2 = \sum \frac{(O - E)^2}{E}$$

Where O = Observed value

E = Expected value

∑ = Summation

And the expected value = $\frac{\text{Row Total} \times \text{Column Total}}{\text{Grand Total}}$

Using 0.05 level of significance
 Degree of freedom = $C - 1)(R - 1)$

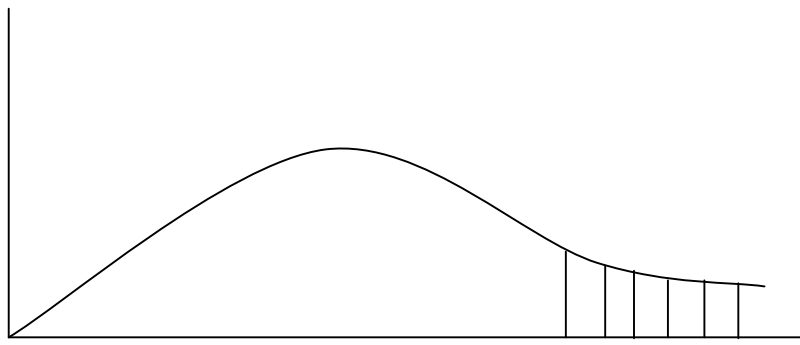
Where R = No. of Rows and C = No. of Columns

Degree of freedom = $(2 - 1)(4 - 1)$

= $1 \times 3 = 3$

DECISION RULE:

Reject the null hypothesis (H_0) if the calculated value is greater than the table value otherwise do not reject H_0 .



To calculate the expected value

7.8

$$R_1C_1 = \frac{39 \times 30}{80} = 14.625$$

$$R_1C_2 = \frac{43 \times 30}{80} = 16.125$$

$$R_2C_1 = \frac{39 \times 15}{80} = 7.313$$

$$R_2C_2 = \frac{43 \times 15}{80} = 8.1$$

$$R_3C_1 = \frac{39 \times 18}{80} = 8.8$$

$$R_3C_2 = \frac{43 \times 18}{80} = 9.7$$

$$R_4C_1 = \frac{39 \times 19}{80} = 9.3$$

$$R_1C_2 = \frac{43 \times 19}{80} = 10.12$$

| O | E | O - E | (O - E) ² | $\frac{(O - E)^2}{E}$ |
|----|------|-------|----------------------|-----------------------|
| 14 | 14.3 | -0.3 | 0.09 | 0.006 |
| 16 | 15.7 | 0.3 | 0.09 | 0.006 |
| 5 | 7.1 | -2.1 | 4.41 | 0.62 |
| 10 | 7.9 | 2.1 | 4.41 | 0.56 |
| 8 | 8.6 | -0.6 | 0.36 | 0.04 |
| 10 | 9.4 | 0.6 | 0.36 | 0.04 |
| 12 | 9 | 3 | 9 | 1 |
| 7 | 10 | -3 | 9 | 0.9 |

$$\chi^2_{3, 0.05} = \sum \frac{(O - E)^2}{E}$$

$$\chi^2_{3, 0.05} = 3.172$$

Since the calculated value is less than the table value, we accept H_0 and conclude that government policies have not been favorable to the establishment of small scale enterprise in Nigeria.

CONCLUSION

The role of small scale businesses in the development of indigenous technology capability in Nigeria cannot be over-estimated. Firstly, the continuing growth in the economy of any nation depends to a large extent on the startups of small businesses, which depends on locally fabricated machinery and local raw material inputs. Secondly, it is a considerable solution to balance of payment problems resulting from less dependence on imported inputs and also serves as a training school for the indigenous entrepreneurs and provides grounds for the acquisition of skill for a large number of workers.

RECOMMENDATIONS

The findings and conclusions recommended that the small scale business contributes in strengthening industrial linkages by producing intermediate products for use in large enterprise in Nigeria. The study also showed that government tax policies have not been favorable in the establishment of small scale enterprises in Nigeria for many years now. So government should know how it will be amending some of these tax policies they feel is affecting the establishment of small business in order to encourage more people into venturing into it. Government should also encourage the growth of small business by giving them the necessary assistance as regards to fund raising and equally advices them on how to utilize it effectively. Also, small businesses should form mergers; by this their capital would be placed in a better position when dealing with lending institutions. Their tax burden will not be heavily felt again.

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