

THE ROLES OF ENTREPRENEURSHIP EDUCATION IN THE ECONOMIC DEVELOPMENT OF NIGERIA

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Abstract

Entrepreneurship is a key driver of our economy. Wealth and a high majority of jobs are created by small businesses started by entrepreneurially minded individuals, many of whom go on to create big businesses. Entrepreneurially education should be regarded as a critical component of our educational curriculum because of the obvious need to generate alternative sources of employment. Entrepreneurship if given the requisite encouragement and boost can solve our employment issue. The introduction of entrepreneurship education is a welcome development capable of boosting the economy. Of note is that students with entrepreneurial ability should be identified early and encouraged.

Key Words: Entrepreneurship Education, Entrepreneur, Entrepreneurial, Economic Development.

Entrepreneurship Education

A recognizably modern idea of the entrepreneur begins to emerge in the eighteenth century. According to the National Content Standard for Entrepreneurship Education, entrepreneurship is a key driver of our economy. Wealth and a high majority of jobs are created by small businesses started by entrepreneurially minded

individuals, many of whom go on to create big businesses. People exposed to entrepreneurship frequently express that they have more opportunity to exercise creative freedoms, higher self esteem and an overall greater sense of control over their own lives.

Entrepreneurship education are two different concepts come together to form a single concept “Entrepreneurship Education”. The word Education could be defined as the process of learning to live as a useful and acceptable member of the society. From this definition of Education, it is obvious that the excess of education is functionality.

The inability of a graduate of the educational system to contribute meaningfully to the economic development of the nation by being self-employed was what informed the introduction of entrepreneurship education in schools. The call for the introduction of Entrepreneurship Education in schools is an indication of its importance in economic empowerment and job creation in particular. This education has become necessary as Nigeria continues to churn out graduates that are hardly self-reliant but solely dependent on white collar job.

Nwafor (2007) defined entrepreneurship as the willingness and ability of an individual to seek out investment opportunities in an environment and be able to establish and run as an enterprise successfully based on the identified opportunities. In this definition, the following words – willingness, ability and investment opportunities are integral to the understanding of entrepreneurship. In other word, the entrepreneur must have the ability/technical know-how in addition to being willing to establish an enterprise. This definition further reveals that not all opportunities that appear are worth.

Ugiagbe (2007) as cited in Owenvbiugie and Iyamu (2011) stressed that entrepreneurship is the process of bringing together creative and innovative ideas and coping with management and organizational skills in order to combine people, money and resources to meet an identified need, thereby creating wealth. In starting any business there are a lot of advantages such as choose a business name, location of site etc while one of the disadvantages is the mountain of unforeseen/expected problem generally associated with business formation and often encountered in the process of building a business.

According to Inegbenebor (2006) these problems may take the form of negative attitude of the consumers towards the product or service inadequate capital to finance operations and unexpected hitches in the performance of some of the fixed assets in the

business. The need for education in the developmental effort of any nation cannot be underestimated. The development of education sector is a sine - quanon for the development of all other sectors.

According to the European United Commission (2011) as cited in Ekankumo and Kemebardikumo (2011), Entrepreneurship Education seeks to provide students (especially those in tertiary schools) with the knowledge, skills and motivation to encourage entrepreneurial studies in a variety of setting.

When looking at the above meaning of entrepreneurship education, it shows that entrepreneurship education is not just about educating people to start a business, rather effective entrepreneurship education programmes equip graduates, with knowledge, skill and competencies to engage in more enterprising innovative and flexible manner in a changing workplace environment.

On this ground, Akudolu (2010) sees Entrepreneurship Education as the acquisition of knowledge, skills and attitude to enable the learner apprehend life challenges in whatever form and take decisive steps to realize new trends and opportunities for meeting those challenges in all aspects of human life.

The aim of entrepreneurship education is be seen as a systematic and deliberate attempt to inculcate in students a cultural of job and wealth creation from the vast human and natural resource that abound within their environment, in Nigeria and even beyond, rather than allow them pass in schools only to roam the streets of Urban cities seeking or scrambling for jobs that may not be there.

Who is an Entrepreneur?

The word entrepreneur came from the French language which means “between takers” the earliest use of the term reflected the sense of the “middlemen” who direct resources provided by others (Agbongiasede, 2008).

Therefore, an entrepreneur is a creative person and a risk bearer who invent innovative ideas at recognizing an opportunity, analyzing it making decision to act upon it collecting necessary resources and implementing a programme leading to a new enterprise for profit making.

It is the entrepreneurship education that equips someone to be an entrepreneur. Entrepreneurship education provide people with skills and knowledge they need in different areas of human endeavour such as agriculture, electronics, sales, marketing, computer application into mechanic, graphic art etc.

According to Iheonumekwe (2003) quoting Meredith (1983) say ‘An entrepreneur is a person who has ability to see and evaluate business opportunities, gather the necessary resources to take advantage of them and initiative appropriate action to ensure success.

It must be noted that everybody have that inherited ability to see and evaluate but still need entrepreneurship education to introduce the scientific method of hardly the business and also be up to date with government offer, it will help in co-ordinating the entrepreneur to spend wisely than of the para – entrepreneurs.

Characteristics of an Entrepreneur

Every business is an adventure, whether such business succeeds or fails will depend on the ability of the entrepreneur to effectively use his positive qualities and restrain his negative characteristics. It also depends on the entrepreneur’s ability to acquire and utilize effectively the experience of those who have succeeded or failed in the type of venture he/she wants to undertake. Some of the positive characteristics of an entrepreneur are:

1. **Self-Confidence:** This is one of the greatest characteristics the entrepreneur must possess. The entrepreneur believer in him/herself and not on fate. He/she sees obstacle or difficulties to achieving his/her goals as challenges, which must be faced squarely and conquered. He/she maintains a high level of emotional stability in the face of difficulties and is not afraid of making decisions (Hisrich, 2008). He/she abides by his/her decisions and accepts responsibilities for them.
2. **Risk Taking:** An entrepreneur must calculate the risks involved in the project being undertaking, assesses situations and focuses special attention on the risks involved. The entrepreneur assesses personal talent, skills, abilities, technical know-how, experience, attributes and values that can take care of risks (Vesper, 2006). The entrepreneur takes reasonable risks, which provide reasonable and challenging chances of success. The entrepreneur is not afraid of failure but takes responsibilities for the outcomes of his or her decisions.
3. **Task (Result) Orientation:** An entrepreneur is result-oriented. He/she sets difficult but achievable goals. The entrepreneur is persistent, persevering and determined. Every entrepreneur should set measurable goals. An example of measurable goal is “By the end of the first year operations, I shall be able to make a profit of 10 percent after tax”.

4. **Drive and Energy:** An entrepreneur exhibits a high level of drive and energy. He/she puts in a lot of physical and mental energy into the venture. Entrepreneurship requires long hours of work and mental work, which involve planning, organizing, coordinating and controlling activities.\
5. **Leadership:** An entrepreneur motivates, directs and guides people to accomplish goals (Hasty and Readon, 2007). These functions can only be effectively carried out by good leaders. Seeking, exploiting and selection investment opportunities, initiating projects, gathering the physical, financial and human resources needed to carry out the projects, setting goals for self and enterprise and guiding others, are all duties of an entrepreneur which can only be carried out by a leader. In large scale businesses specialists are employed to carry out these jobs. This is not however the case in small businesses, he is the manager and leader.
6. **Creativity:** The entrepreneur is innovative and thinks differently from others. Such a person looks for something government is supposed to provide but is not doing so, (Ihekwoaba, 2007).

What are the Roles of Entrepreneurship in Nigeria

Entrepreneurship is a very significant to the growth and development of economies (Garba, 2010). Let us take a look at some of the most important roles of entrepreneurship in economic development of our country.

1. Creation of the Job Opportunities

Entrepreneurship creates job opportunities, first for the entrepreneurs. However, entrepreneurs are referred to as job creators as well, because when they start a business for themselves they create jobs for other people. They reduce the business hire people, they reduces the unemployment rate in the country.

2. Development of Small and Medium-Sized Enterprises

Entrepreneurship in the country promotes and gives strength to small and medium sized enterprises (SMEs). The level of entrepreneurship development in a nation is determined by the number of small and medium sized enterprises (SMEs). The more SMEs a country has, the more likely it will attain progress.

3. Increase in Gross Domestic Product (GDP) and Per Capita Income

Gross domestic product is known as the total value of all goods and services that are produced by a country in one year. Per capital income is the average income earned per citizen or resident of a geographical region in one year. Per capital income is

calculated by dividing the total income of a geographical area by the population. Entrepreneurs make use of the resources in a country to produce more goods and services and added value. This will, in turn, increase the Gross Domestic Product of the country. Also, SMEs create employment income for people, thereby accounting for an increase in the per capita income of Nigeria as a country. A growth in the Gross Domestic Product (GDP) and a high per capital income are strong indices of economic development of a country.

4. Wealth Creation and Distribution

Through the creation of business entities, wealth is mobilized and distributed by entrepreneurs. The public will benefit from the success and wealth of entrepreneurs in Nigeria. As businesses grow and expand, it allows for more investors to come into the market with their ideas to improve the goods and services and make them available at an affordable rate. The more capital and resources are being pooled into generating product and services, the more entrepreneurs, employees and the public will benefit from it. Wealth is created for the entrepreneurs and also distributed to the public in the form of employments, goods and services.

5. Improvement of the standard of living

The standard of living of a country is usually determined by the per capita income of the country. It is the amount of wealth, goods and services available to people especially of the lower socioeconomic class. Entrepreneurship through small and medium-sized enterprises will provide more employment income for Nigerians. As explained above, this will increase the average per capita income of Nigeria and as a result improve the standard of living. Also, innovative ideas of entrepreneurs who create wealth, goods and services that improve the lives of the people in the country.

The Concept of Entrepreneurial Skills

Thom-Otuya (2008) defined entrepreneurial skills simply as business skills, which an individual acquires for him to function effectively in the turbulent business environment as an entrepreneur or a self-employed or a self-reliant. These skills include according to Thom-Otuya (2008) in Ubulom (2003):

1. Ability to plan, organize and manage small-scale business.
2. Ability to source for fund for the running of a small scale business.
3. Ability to develop skill of keeping the accounting records of small-scale business.

4. Developing human and public relations skills.
5. Developing skills for the maintaining of law relating to the registration and running of small-scale business a coordination of both human and material resources.
6. Development skills for effective supervision and coordination of both human and material resources.
7. Ability to apply integrating business skills.
8. Ability to develop broad base investment planning and implementation skills.

Benefits of Entrepreneurship

Bank of Industry (2009) in U.S Department of State/Bureau of International Information programmes says that sometimes a person is frustrated with his or her current job and does not see any better career prospects any more. Sometimes a person realizes that his or her job is in jeopardy. A firm may be contemplating cutback that could end a job or limit career or salary prospects. Perhaps a person already has been passed over for promotion. Perhaps a person sees no opportunities in existing businesses for someone with his or her interests and skills. Some people are actually repulsed by the idea of working for someone else. They object to a system where reward is often based on seniority rather than accomplishment or where they have to conform to a corporate culture. Other people decide to become entrepreneurs because they are disillusioned by the bureaucracy or politics involved in getting ahead in an established business or profession. Some are tired of trying to promote a product, service or way of doing business that is outside the mainstream operation of a large company. However, some people are attracted to entrepreneurship because of its importance:

Entrepreneurs are their own bosses. They make the decisions. They choose whom to do business with and what work they will do. They decide what hours to work, as well as what to pay and whether to take vacations. They offer a greater possibility of achieving significant financial rewards than working for someone else. It provides the ability to be involved in the total operation of the business, from concept to design and creation. It gives an individual the opportunity to build equity, which can be kept, sold or passed on to the next generation.

Objectives of Entrepreneurship Education

A course in entrepreneurship is designed mainly to equip potential entrepreneurs to start and successfully manage small and medium scale enterprises (SMEs)

According to Sexton and Kasarda (2011), made the notion that the goals of most business education programmes are to prepare people for career success and to increase their capacity for future learning.

1. To Identify and Stimulate Entrepreneurial Drive, Talent and Skills

The major objectives is to make students with low I.Q to have something in common to discover why schooling most case students have something doing to train their skills before graduating from school. This is as a result of the key start by the lecture they have gotten from school.

2. To acquire Knowledge Germane to Entrepreneurship

Entrepreneurship Education inject knowledge to understand the situation of ventures to business and serve as an antenna which give direction of right track in competitive environment.

Moreover, feasibility study will be more explained for them to acquire their outcome in future of the current investment.

3. To Undo the Risk – Adverse Bias of many Analytical Techniques

Risk bearing which is one of the major challenge student who is engage in entrepreneurship education must be aware must be made known to them by their lectures of these institution and making them know that they cannot be no success without venture. By so doing laying techniques on how to manover such risk or reduce such risk.

4. To Devise Attitude Towards Change:

Entrepreneurship education in bid the attitude of an entrepreneur adopts to change whenever it is call for. Alternative for better ideas which come into mind as a result of expansion in investment.

5. To Develop Understanding and Support for all Unique Aspect of Entrepreneurship:

Entrepreneurship Education helps to create rapid understanding on the process and the outcome of it in future date. Moreover it help to nurture the spending habit of the entrepreneur on how to manage capital for business growth and by so doing create sense of manner of understanding.

The Need of the Establishing of Entrepreneurship Development Centre

The primary role of the centre is stimulation of entrepreneurship competencies among students, staff and the community.

1. To develop and offer courses seminars, workshops and conference to advance and propagate entrepreneurship.
2. To serve as National centre for the training and development of experts in entrepreneurship.
3. Provide inventors and innovators technical and professional expertise to patent and further their inventions or innovations.

The Important of Entrepreneurship Education to Small and Medium Scale Business

Generally, Entrepreneurship Education can greatly help in addressing the level of poverty in the country. The issue of poverty eradication has been a top priority of many government and institutions, especially in developing countries. To eradicate the poverty, it therefore call for small and medium scale business. And this requires knowledge of entrepreneurial.

According to Agbongiasede (2008) the economic importance of entrepreneurship rests on the formation of small and medium scale business units. At this stage, business units have high potential for job creation. Therefore, the strength of any economy depend on the strength at it small and medium-scale business.

One of the significance characteristics of a flourishing and growing economy is a booming and blooming small and medium enterprise (SME) sector, SME contribute to economic development in various ways which include.

The creating employment for rural and urban growth labour force, providing desirable sustainability and innovation in the economy as a whole, and at this stage large number of people rely on small and medium enterprises directly or indirectly.

Most of the large enterprise have their origin have their origin in small and medium enterprise, SMEs are different from large scale enterprise in three main aspects uncertainly innovation and evolution.

Small and medium enterprises are the starting point of development in the economic distribution, tax revenue and employment, efficient utilization or resource and stability of fairly income.

According to the statistics, in industrialized countries, SMSs contributes to over 50% of GDP and over 60% of total employment in high income countries.

There are number of factors responsible for the importance of SMEs in the development of a nation.

Firstly, SMEs bolster an entrepreneurial spirit. Secondly, SMEs emanate the fastest growing export sub-sectors such as cotton weaving an surgical instrument. Thirdly, they can support the poverty alleviation endeavours through employment generation process.

Ways of Encouraging Entrepreneurship Education in Nigeria

According to Robyn, (2017), the following are some of the ways in which Entrepreneurship Education in Nigeria can be encouraged.

- 1. All Centre of Learning Should be Entrepreneurs Centre:** Most especially all the institutes of higher learning in Nigeria should teach entrepreneurial skills in all field of study.
- 2. Supporting Innovative Product Ideas:** The concept of entrepreneurship can be spread by ensuring new and creative ideas to be uncovered through award contents in a manner that will cover every education and age group throughout the country.
- 3. Facilitating Access to Finances:** Insufficiency of financial resource is asserted to be the biggest obstacle to entrepreneurs. Increasing functionality of Nigerians small and medium enterprises promotion agency and obtaining financial support of a bank can be effective.
- 4. Entrepreneurs with different skills should be sent to secondary schools time to time to encourage student in secondary level:** This can be of help in exposing students and the entrepreneurs then servers as role model to the students.

Conclusion

Paradoxically, a significantly high number of entrepreneurs may lead to fierce competition and loss of career choices for individuals. With too many entrepreneurs, levels of aspirations usually rise. Owing to the variability of success in entrepreneurial ventures, the scenario of having too many entrepreneurs may also lead to income inequalities, making citizens more – not less unhappy. However, the interesting interaction of entrepreneurship and economic development has vital inputs and inferences for policy makers, agents and charitable donors. We understand the benefits

and drawbacks, a balanced approach to nurturing entrepreneurship will definitely result in a positive impact on economy and society.

Entrepreneurship puts new business ideas into practice. In doing so, it creates jobs that facilitate personal development. With their innovative and disruptive ideas, entrepreneurs can tackle social problems too. It is a worthy pursuit to consider, but if it is not for you, see how to pass down its principles to the next generation and enroll in how to encourage and teach our children thus, it is clear that entrepreneurship serves as a catalyst of economic development. On the whole, the role of entrepreneurship in economic development of a country can best be put as “an economic is the effect for which entrepreneurship is the cause”.

Recommendations

- There should be a professional entrepreneurship educationist and skill worker posted to our higher education of learning.
- Workshop and seminars should be organized periodically for students and businessman ensured to aware of this entrepreneurship education.
- The teaching of entrepreneurship education should be more on practical than theory.
- The government should be of help to businessmen financially and otherwise.

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