

IMPACT OF ENTREPRENEURSHIP DEVELOPMENT PROGRAMME ON INCOME AND EMPLOYMENT GENERATION AMONG THE YOUTH IN KANO STATE NIGERIA (LAFIYA JARI)

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ABSTRACT

This study was designed to assess the impact of entrepreneurship development entrepreneurs (EDP) in generating income (IG) and employment (EG) covering ten selected local government of Kano state. A sample of 300 entrepreneurs engaged in different business activities was taken for the study using stratified and simple random sampling. Descriptive statistics, Correlation, OLS regression and ANOVA analysis was employed. From the empirical result a positive and significant impact is seen on income generation by entrepreneurship development programme, while negative impact is reported on employment generation. The study concludes that most of the entrepreneurs in Kano state are operating a small micro business with no plan on expansion within the shortest possible period of time because, majority of the entrepreneurs operate their business individually without employing any labour this is due to factors such as business capacity, low capital, low rate of return and low profit etc. there is a need for policy makers to enlighten the existing (small, micro and medium) enterprises on the need to expand their operation which in the long run implies provision of job opportunities.

Key wards: Income (IG), Employment (EG), Entrepreneurship Development Programme (EDP).

1.0 INTRODUCTION:

Entrepreneurship is receiving greater attention from policymakers and experts in both developed and developing countries. New dynamic enterprises contribute to economic development in several ways: as an important channel to convert innovative ideas into economic opportunities, as the basis for competitiveness through the revitalization of social and productive networks, as a source of new employment, and as a way to increase productivity (Audretsch, Carree and Thurik, 2001).

Employment and income has always been a central issue in development. Jobs represent the means by which individuals gain a sense of personal purpose and satisfaction; support themselves and their families; and contribute to the productivity and health of their local and national economies. Employment is crucial to successful and sustainable development. Indeed, if a developed society is one in which individuals can lead healthy, productive lives, have access to the resources needed for a decent standard of living and participate in the life of the community, then jobs can make development happen (Amaeshi, 2007).

Many scholars have written widely on entrepreneurship development programme and its potency to generate employment and income, thus underscoring the quintessence, significance and relevance of these programmes in the development of any given economy. The experiences of developed economies in relation to the roles played by entrepreneurship development programme buttresses the fact that the importance of youth entrepreneurship cannot be overemphasized especially among the Developing Countries. In order to highlight its significance in relation to the growth and development of a given economy, entrepreneurship has been variously referred to as a “source of employment generation, income generation and poverty alleviation”. This is because entrepreneurship initiatives have been found to be capable of making positive impacts on the economy of a nation and the quality of life of the people (Adejumo, 2000).

Economic growth on the other hand is the increase in the value of the goods and services produced by an economy. It is conventionally measured as the percent rate of increase in real gross domestic product, or GDP (Jones, 2002). Growth is usually calculated in real terms, i.e. inflation-adjusted terms, in order to net out the effect of inflation on the price of the goods and services produced. In economics “economic growth” or “economic growth theory” typically refers to growth of potential output, i.e., production at “full employment,” which is caused by growth in aggregate demand or observed output (Erbee and Hagemann, 2002).

Similarly, the link between entrepreneurship as a catalyst of sustainable economic growth has been over flogged in the literature. Economics experts and various studies conducted across the globe envisage India and China to rule the world in the 21st 201 Journal of Sustainable Development Studies century on account of their entrepreneurship and small business promotion feats. For over a century, the United States has been the largest economy in the world but major developments have taken place in the world economy since then, leading to the shift of focus from the US and the rich countries of Europe to the two Asian giants -India and China (Economy Watch, 2007;Oyelola, et al. 2013).

Previous Studies indicate that small enterprises are the leading force in the development of African economies and are essential for economic growth in many developing countries (Chu, Kara, Benzing, 2010). Entrepreneurial initiatives especially innovation, risk bearing, employment creation, new opportunities identification and the commercialization of results of inventions have indeed contributed to the prosperity in many regions of the world (Schumpeter, 1950; Ukaegbu, 2000, Chu, Kara and Benzing, 2008). In Africa, the contribution of entrepreneurship cannot be underscored. For instance, Ghanaian micro-enterprises employ less than 5 people, yet accounted for 70 percent of country's workforce (Government of Ghana, 2003; World Bank, 2006). Similarly, Kenya's private SMEs sector employed 3.2 million people and contributed 18 percent to the nation's GDP (OECD, 2005).

Nigeria has not been able to experience accelerated growth because it is a mono-product economy with the large proportion of government revenue coming from oil wealth, while numerous other solid minerals remain unexploited and untapped. The economy has disproportionately relied on the primary sector (subsistence agriculture and the extractive industry) without any meaningful value

addition to growth and development. In light of this, the little growth recorded in the economy, thus far, has been without commensurate employment, positive attitudinal change, value reorientation, and equitable income distribution, among others. These bleak growth indicators could be attributed to poor leadership, poor implementation of economic policies, weak institutions, poor corporate governance, endemic corruption, et cetera (Sanusi, 2001; Oyelola, et al. 2013)

Kano State is one of the largest State in Nigeria with highest population of over 9 million people according to census of 2006 (NPC, 2006). As the centre of commerce for over 60 years, the State suffers from youth unemployment over the years, which leads to social and political instability across the state. Previous studies revealed that the rate of youth unemployment rises yearly due to so many religious cultural and social factors in the state. Therefore there is the need for stake holders to intervene in order to create more opportunities and ensures that every youth is committed to doing something with the aim of reducing unemployment rate in the state and the level of social and political crisis emerged.

With the return of the country into democratic system of government, Kano state have witness various entrepreneurship development programmes with the aim of reducing level of youth unemployment and income generation which will help in alleviating poverty in the state. This programme as it is designed to train and developing youth to involve in almost all business activities for self-defence in order to reduce over dependence on government.

The study seeks to investigate the connection between entrepreneurship initiatives, income generation and youth employment generation in Kano state; assessing the level of employment and income generation by the entrepreneurship development programme; how these entrepreneurship initiatives has thrived; and also examines the major problems of entrepreneurship and thus proposing some plausible strategies that can promote effective and successful implementation of entrepreneurship development programme in Kano so as to help quell unemployment and thus generate employment for the Kano youths in particular.

1.1 Statement of the problem

Chronic poverty and mass unemployment in Nigeria is realover the past years. One of the most serious socio-economic problems facing the nation today is the twin problem of unemployment and poverty. In 21st century, unemployment is one of the major macro-economic problems in Nigeria. Unemployment among Nigerians especially the youth have continued to retard Nigeria's pace of economic growth and development. Policy makers as well as authorities concern have been struggling and busy developing and designing programmes towards tackling unemployment problem. The history of development planning process is replete with policy pronouncement aimed at poverty reduction an employment generation.

However, the real sectors, particularly agriculture and manufacturing, performing poorly and In the absence of a buoyant Public Service, vibrant Private sector being unable to absorb the growing population, an option considered viable is that of self-employment and self-reliant initiatives commonly called entrepreneurship.

Entrepreneurship Development Programs (EDP) were designed to curtail the need to stimulate new ventures with the aim of empowering beneficiaries with the ability to face risks and to turn their business ideas into feasible business ventures. It is necessary therefore, to analyse critically and see if EDPs is the most advantageous way to deal with youth unemployment problem. If this rethinking justifies EDPs, then this research needs to examine if government policies provide appropriate business environment which favour entrepreneurship development and small business growth.

Kano state is the center of commerce among the 36 states of Nigeria with highest population, has been suffering from serious problem of unemployment for the past 30 years (Anyadike, 2012).

In this regard, the role of quality entrepreneurship development programmes in job creation and nurturing entrepreneurship potential among youth is becoming apparent to policy makers perhaps that is among the reasons, the Nigerian government has developed various entrepreneurship development initiatives to boost employment. However, capacity of these programmes to bringing about desired level of jobs seems to be still far-fetched.

Previous researches have addressed the potency of entrepreneurship education to affect the development of entrepreneurship talent, and also, there is learning theory associated with programme content and the pedagogy of entrepreneurial development; along with empirical evidence supporting entrepreneurial education as an intervention tool for influencing youth attitudes towards entrepreneurship (Ruhland, 1995 Calcich, 1998). However, none of the researchers have addressed whether entrepreneurial development programmes (EDP) are appropriate in imparting entrepreneurial skills and abilities to youths in Nigeria leading to self-employment, economic self-sufficiency and employment generation through long-term education or short-term training. Identifying and nurturing entrepreneurial potentials among youth can have long-term implications for economic growth and development.

In order to highlight the rapid growing unemployment particularly among the youth of Kano state, various entrepreneurship programmes were designed and implemented more especially with the return of the state into democratic system of government. These programmes include Dogaro Dakai (2003), Adaidaitasahu (2005) Lafiya Jari (2011), to mention but few. In order to highlight its significance in an economy as a whole, entrepreneurship has been viewed as a “source of Income and employment generation”. This is because entrepreneurship development programmes (EDP) have been found to be capable of making positive impacts on the economy of a nation and the quality of life of the people (Adejumo, 2000). Taken a case of emerging countries like china, India, Singapore, Japan, Brazil etc., entrepreneurship development programme have played a significant vital role in eradicating and alleviating unemployment in their various respective economy (UNCTAD, 2007).

The study focuses on examining the impact of entrepreneurship development programme (EDP) in generating income and employment among the youth of Kano state. The target is to find out whether various entrepreneurship programmes designed and implemented in Kano state have contribute in reducing unemployment and income generation from 1999 to date .

The justification for choosing these period is that; the country witness the return of democratic system of government in the country which is believe to be the government for the people, by the people and to the people; within these period, Kano witnesses various entrepreneurship programmes as mention earlier which to the knowledge of the researcher their impact have not been analysed; secondly, Kano as center of commerce, according to 2006 national census have the highest population figure among the 36 states of the federation, both federal, states and local governments as well as some private organisations all committed to the youth empowerment which aim at eradicating poverty and employment generation, all this effort have not been analysed; Finally among the entrepreneurship programmes implemented in the state within the period of 1999 to date, which one is more effective and efficient in eradicating poverty and employment generation? This study will fills all the above mention gaps using a primary data to investigate whether entrepreneurship programmes stimulates employment and income generation in Kano.

1.2 Objectives of the Study

Generally, the study is designed to examine the impact of entrepreneurship development programmes in stimulating employment and income generation in Kano state. Other specific objective includes:

- i. To assess the effectiveness of entrepreneurship programmes in Kano state.
- ii. To examine the major obstacles experiences by the entrepreneurship programmes in Kano.
- iii. To explore the entrepreneurs' attitude towards entrepreneurship programmes.
- iv. Finally, to recommend some policies towards ensuring effective and efficient implementation of subsequent entrepreneurship development programmes in Kano.

LITERATURE REVIEW

2.1 The Concept of entrepreneurship development programme

Entrepreneurship is the process of creating something new with value by devoting the necessary time and effort, assuming the accompanying financial, psychic, and social risks, and receiving the resulting rewards of monetary and personal satisfaction and independence(Hisrich, 2005).

Timmons (1989) Viewed Entrepreneurship as the process of creating and building something of value from practically nothing. That is, it is the process of creating or seizing an opportunity and pursuing it regardless of the resources currently controlled. It involves the definition, creation and distribution of values and benefits to individuals, groups, organizations and society. Entrepreneurship is very rarely a get rich-quick proposition (not short term); rather it is one of building long term value and durable cash flow streams.

The term entrepreneurial development has been defined in various dimensions (Ndechukwu, 2001, McOliver, 1998, Ameashi, 2006). However referring to the productive transformation of an

entrepreneur, a single thread runs through all of them: 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 programmes. ED aims to enlarge the base of entrepreneurs in order to hasten the pace at which new ventures are created. This accelerates employment generations and economic development. Entrepreneurial development 'focuses on the individual who wishes to start or expand a business.

Entrepreneurial development programme means a programme designed and implemented to help people in strengthening their entrepreneurial motive and in acquiring skill and capabilities required for promoting and running an enterprise efficiently (Onwubiko, 2011).

Entrepreneurial development programme is an attempt to develop person as entrepreneur through structural training. It involves the process of enhancing motivation, knowledge and skills of the potential entrepreneurs. The concept of entrepreneurial development involves equipping a person with the required information and knowledge used for enterprise building and polishing his entrepreneurial skills. The overall aim of entrepreneurial development programme is to stimulate a person for adopting entrepreneurship as a career and to make him able to identify and exploit the opportunities successfully for new ventures.

2.1.1 The Benefits of Entrepreneurship Development Programmes

The benefits of entrepreneurship can very enormous. Entrepreneurship is about making differences in business as entrepreneurs would only initiate a business if they are convinced that they have what it takes to seize an opportunity to make a difference in a cause that is vital to their personal and professional ambitions. With this in mind, entrepreneurship is essentially about striving to earn a good living as entrepreneurs are often rewarded with substantial financial gain in the form of profits. Another enviable benefit of entrepreneurship is self-employment and own-bossing, which often offer unlimited job satisfaction and flexibility. Entrepreneurship also creates jobs for others and hence could reduce the rate of emigration and unemployment in an economy. Entrepreneurship is a source of income generation which propels economic growth. As entrepreneurs are highly motivated to be competitive and desirous of reaching their full potentials because the business is taken as the medium for self-expression and self-actualisation, the production of higher quality goods and services are guaranteed. In this respect, the entrepreneur knows no boundaries as far as business success is concerned because his/her creativity, enthusiasm and vision are limitless. Entrepreneurship also has the potential of enhancing the development of new markets as well as the development of entrepreneurial qualities and attitudes among potential entrepreneurs to bring about significant improvements in societies.

Furthermore, entrepreneurship is the key to the growth and development of local industries through the processing of local raw materials into finished and semi finished goods for the domestic and foreign markets. It also promotes the utilisation of improved and cost-effective technology in small

and medium-scale enterprises which enhances higher factor productivity at the local level especially in low-income countries where the traditional rural economy is predominant.

2.1.2 The Concept of Unemployment

According to Briggs (1973) unemployment is the difference between the amount of labour employed at current wage levels and working conditions, and the amount of labour not hired at these levels, however, Gbosi (1997) defined unemployment as a situation in which people who are willing to work at the prevailing wage rate are unable to find jobs. The implication of the definition by Gbosi is that anyone who is not be counted as part of the unemployed labour force, in order to avoid overestimation of the official rate of unemployment.

Fajana (2000) identify the following types of unemployment. First structural unemployment which occurs when there is structural changes in economic activities e.g. technological changes, mismatched between the demand for labour, and the ability of the workers, change in people taste etc. Secondly, frictional Unemployment which occurs when job exist but the workers or unemployed labour are unaware of the existing job. Some it happens due to lack of information on the existing job from the side of the job seekers. Thirdly, Seasonal Unemployment which occurs due to seasonal change in climate, change in fashion, etc. fourthly, Residual Unemployment is caused by personal factors such as old age, physical or mental disability, poor work attitudes and inadequate training. Fifth, Technological Unemployment which occurs as a result of changes in the techniques of production. Technological changes are taking place constantly, leading to the increased mechanization of the production process.

2.1.3 Causes of Unemployment in Nigeria

In the study of unemployment in Nigeria, Adebayo (1999), Alanana (2003), Echebiri (2005), Ayinde (2008), Morphy (2008) and Awogbenle and Iwuamadi (2010) have identified the main causes of youth unemployment in Nigeria. The first is the rapidly growing urban labour force arising from rural urban migration. Rural-urban migration is usually explained in terms of push-pull factors. The push factors include the pressure resulting from man-land ratio in the rural areas and the existence of serious underemployment arising from the seasonal cycle of climate. The factors are further exacerbated in Nigeria by the lack of infrastructural facilities, which makes the rural life unattractive. Youths move to urban areas with the probability of securing lucrative employment in the industries. In addition to this, there is the concentration of social amenities in the urban centers. This meant that the rural areas are neglected in the allocation of social and economic opportunities.

The second is the rapid population growth. Going by the 2006 census in Nigeria, the nation's population was put at 140,431,790 and projections for the future indicate that the population could be over 180 million by the year 2020, given the annual growth rate of 3.2 percent (National Population Commission and ICF Macro, 2009).

The third is the outdated school curricula and lack of employable skills. Some scholars and commentators have argued that as far as the formal sector is concerned, the average Nigeria graduate

is not employable and, therefore, does not possess the skills needed by the employers of labor for a formal employment. After all employers do not need people to pay or spend their money on but people that will help their organization grow and make more profit as the primary goal of every enterprise is to make profit. Often, this is attributed to the Nigeria's education system, with its liberal bias. The course contents of most tertiary education in Nigeria lack entrepreneurial contents that would have enabled graduates to become job creators rather than job seekers.

The fourth is the rapid expansion of the educational system which directly leads to increase in the supply of educated manpower above the corresponding demand for them. This contributes to the problem of the youth unemployment in Nigeria. For instance, according to Manning and Junankar (1998), the total number of graduates turned out by the higher institutions in Nigeria, which were 73,339 in 1986/1987 which rose to 131,016 in 1996/1997. Presently, with over 97 universities in Nigeria (both federal, state, and private) and the increasing demand for higher education there has been the problem of suitable employment for the varieties of graduates who are turned out by these higher institutions every year.

Finally, the reliance on government or public organizations and parastatals as the only employer of the timing labor force is one major economic threat. Majority of Nigerians prepare to work under public (government) which makes it difficult for government to provide jobs for the entire population and many citizens remain jobless leading to high level of poverty in the country.

2.1.4 Role of Entrepreneurship development programmes in generating Employment

Initiatives that focus on increasing entrepreneurship and increasing employment share a great deal in common, as entrepreneurship can be seen as a special form of employability. Entrepreneurship has often been cited as a key factor to improving economic growth in developing countries. Entrepreneurship is also seen as an important way to deal with issues relating to poverty, as entrepreneurship creates new jobs, fosters a climate of innovative thinking, and can lead to the launch of pioneering and cutting edge companies (Amaeshi 2007).

There is also evidence to suggest that entrepreneurs create more employment than non-entrepreneurs. Entrepreneurial activities encourage the development of new enterprises. In turn, the establishment and growth of SMEs leads to the creation of jobs. As mentioned earlier, SMEs have been found to be responsible for a large percentage of the formal jobs in the developing world. Therefore supporting the creation of SMEs and their ability to grow into larger businesses can be an effective way to create jobs (Amadasun, 2003).

Another key factor in strengthening economic growth in developing countries is innovation. While research on the intersection of entrepreneurship and innovation, particularly in developing countries, is in the early stages, there is nonetheless a consensus that entrepreneurship encourages high levels of innovation. Innovation is important because it can lead to more high-value productivity chains and technological change, resulting in a wider range and better quality of goods and services. Entrepreneurs stimulate innovation as they are responsive to potential new markets and seek opportunities to create new ventures, products and services. Entrepreneurship thus forms part of the

process in shifting developing countries from factor-driven economies based on natural resources and unskilled labour, to innovation-driven economies which compete by providing new and unique products and services (Owuala, 1999).

2.1.5 Relationship between Entrepreneurship development programmes, Employment and Income generation

The linkages of entrepreneurship with employment and income are quite simple and straightforward. Development economists are of the opinion that economic growth is a necessary pre-condition for unemployment reduction, and arguably the single most important factor influencing poverty. This view seems to have enjoyed tremendous universal empirical support as historically there has been a strong negative correlation between unemployment, income and poverty indicators. Meanwhile, models of economic growth and development have been very consistent in asserting that economic growth is driven primarily by private sector (entrepreneurs) capital accumulation, and hence the economic objective of any modern economy is to promote the conditions that facilitate private sector investment by way of strengthening and motivating the society to develop their entrepreneurial potentials to the fullest.

2.1.6 Entrepreneurship development programmes and Unemployment (Job Creation)

In an entrepreneurial society, job creation is a common feature as new actors in the economy have new characteristics through open-source culture. Such a society breeds a strong network of angel investors and training activities for the future venture capitalists and corporate leaders. Besides, entrepreneurial activity is always about value creation. Value creation enhances factor productivity which promotes factor utilisation and intensity in a typical production process. Consequently, jobs are created within and outside a particular enterprise from any entrepreneurial activity. Entrepreneurship increases access to economic opportunities by providing useful information on manpower training and skills development, access to capital and business development. Through increased knowledge, entrepreneurs are able to become more competitive in the market (Suleimon, Oghojafor, Okoji and Kuye, 2009). Accordingly, entrepreneurship creates jobs through forward and backward linkages. In a vibrant economy, the development of entrepreneurship breeds the emergence of ancillary enterprises which supply raw materials including energy and related industrial services such as packaging, advertising, insurance, banking and finance including microfinance, transport and communication. At the same time, some entrepreneurs may emerge to add value to the by-products generated by the parent firm.

2.1.7 Entrepreneurship development programmes and Income generation: Poverty Reduction

Entrepreneurship is very rarely a get-rich-quick business undertaking similar to gambling. Rather, the concept is, in fact, concerned with creating long-term value and consistent cash flow streams for the future through the power of imagination, initiative and innovation. The long-term value creation focuses of entrepreneurship requires that the entrepreneur strategizes towards maximizing profits and long-run expansion (Ebiringa, 2012).

Enterprise growth is directly associated with increased demand for productive resources including labour and the payment of realistic and competitive rewards to attract and retain these factor inputs to lend their services to the entrepreneur. In this context, entrepreneurship offers a reliable source of income earning, not only to the entrepreneur and labour, but other factor inputs. Given the long-term focus and the growth potential of entrepreneurial activities, the entrepreneur and labour, and indeed, all income earners from entrepreneurial activities, become more economically independent and confident to confront the challenges of life. It can, therefore, be stated that entrepreneurship promotes income empowerment in an economy (Casson, 2003).

In the modern world, entrepreneurship provides a new approach for fighting poverty and stimulating economic growth in developing countries. Entrepreneurship, to a very large extent, narrows the income gap and delivers a consistent mechanism for earning incomes and thereby reducing income inequality and poverty substantially.

In practice, entrepreneurship is directly linked to higher productivity. The incentive for higher factor productivity is higher income. In order to sustain higher factor productivity to achieve the long-run growth objective of an enterprise, the entrepreneur must be committed to paying higher incomes in real terms. As the entrepreneur and labour keep enjoying higher incomes in real terms, they are naturally empowered economically through incomes, which push them above the Poverty-line more permanently (Moss, 2002).

2.2 Empirical Literature

Empirical studies have shown that owners of SMEs are content with their independence which motivates them to be diligent and generate personal income rather than being an employee for someone else. The Gallup Organisation (2007), for instance, found that over 85 percent of owners of SMEs were delighted to have owned their own enterprises than working for another person.

Khandker (1998) in a study of microfinance institutions shows that, indirectly, entrepreneurship is the key to poverty reduction not just for the beneficiaries, but also there with positive externalities to the rest of the society. Coleman (2006) and Hulme (1999), however, argue that the ability of microcredit facilities to eradicate poverty is dependent upon the socioeconomic environment of the household in context. What appears evident is that the application of finance to entrepreneurial activities is a more permanent and reliable way of eradicating poverty in an Economy.

3.0 METHODOLOGY

This study adopted survey research design and stratified sampling techniques would be used (Gorondutse & Hilman, 2013; Sekaran and Bougies, 2013). A structured Questionnaire was designed for a selected sample of 300 different categorists of entrepreneurs in various economic activities from ten selected local government areas out of the 44 local governments of Kano which includes Municipal, Minjibir, Fagge, Dala, Tarauni, Gwale, Ungogo, D/Tofa, Kumbotso, and Nassarawa local governments respectively. Out of the 300 questionnaires designed to administer by the research, 30 random samples would be allocated to different entrepreneurs from each local government.

Data were analysed by using descriptive and inferential statistics. Descriptive survey is particularly useful in describing the characteristics of a large population. It is an excellent vehicle for measuring attitude and orientations in a large population (Babbie, 2010).

Correlation, Regression Analysis and Analysis of Variance (ANOVA) would be employed with the help of Statistical Packages for Social Sciences (SPSS) to test for the extent at which entrepreneurship development programmes significantly explain and contribute to the income and employment generation in Kano state.

3.1 Model Specification

Apart from descriptive analysis the study employed regression analysis to determine the nature of relationships between the variables of interest. To achieve that the study developed two different models as follows:

$$EG = \beta_1EDP + \beta_2ELE + \beta_3EPY + U_t \dots \dots \dots (1)$$

$$IG = \beta_1EDP + \beta_2EYE + \beta_3ELE + U_t \dots \dots \dots (2)$$

Where: EG = employment generation, EDP = entrepreneurship development programmes, ELE = entrepreneur level of education, EPY = entrepreneurs profitability and income, IG = income generation, EYE = entrepreneurs year of experience, and U_t error term. Correlation analysis and Ordinary OLS regression would be run to examine the impact of entrepreneurship development programmes on income and employment generation.

4.0 RESULTS AND DISCUSSIONS

As stated earlier out of the total 300 sample questionnaires administered to various entrepreneurs in ten different local governments, 256 were successfully fill and returned. The breakdowns of the successfully returned questionnaires are shown in the table below:

Table 1: Analysis of successfully returned questionnaires

Local Government	NO. of Questionnaires	Percentage (100%)
Dala	28	93
Dawakin Tofa	25	83
Fagge	27	90
Gwale	25	83
Kano Municipal	26	87
Kumbotso	24	80
Munjibir	25	83
Nassarawa	25	83
Tarauni	28	93
Ungogo	23	77
Total	256	85%

From the table1, on average the total percentage of returned questionnaires stands to 85% which is enough to be used in the analysis because more than 75% of the administered questionnaires are successfully available for the study major analysis.

Analysis of the gender and age of respondents as shown in table 2 shows that 84% of the respondents are male while 16% percent are female. This implies that male citizen of Kano state dominate the entrepreneurship (self-reliance) activities. This may be due to factors like religion, social and cultural norms etc.

Table 2:Gender and age distribution of respondents

Gender of the respondents		
Gender	No. of Respondents	Percentage
<i>Male</i>	215	84%
<i>Female</i>	41	16%
<i>Total</i>	256	100%
Age of the respondents		
Ages	No. of Respondents	Percentage
18 – 25	56	22%
26 – 35	122	48%
36 – 45	47	18%
46 & above	31	12%
<i>Total</i>	256	100%

The age distribution also shows that on average 66% of the total respondents age falls between 26 to 45 years of age. This implies that the respondents fully capture the targeted population of the study as their age lies within the study scope.

Table 3:Analyses of some of the respondents responses

Respondent Business Experience		
Years	No. of respondent	Percentage
0 -5	100	39%
6 – 10	63	25%
11 – 15	54	21%
16 and above	39	15%
<i>Total</i>	256	100%

Table 4: Business Type of the Respondents

Respondent Business type		
Nature of business	No. of Respondents	Percentage
Micro	94	37%

Small	119	46%
Cottage	28	11%
Others	15	6%
Total	256	100
Respondents educational qualification		
Level of education	No. of respondents	Percentage
Non – formal	44	17%
Primary	52	20%
Secondary	128	50%
Tertiary	21	8%
Others	11	5%
Total	256	100%

Sources: researchers' computation

4.1 Correlation Analysis or Matrix of the Variables to include in the Model

The correlation analysis as shown in the table 5 indicates that there is negative relationship between employment generation and entrepreneurship development programmes within the samples local governments of the study as the correlation coefficient shows -0.04538 respectively. This is in line with the number of respondents who reported that they have no one assisting them in their business due to the nature and capital investment of the business.

Table 5: Correlation analysis I

	EG	EDP	ELE	EPY
EG	1	-	-	-
EDP	-0.04538	1	-	-
ELE	-0.00813	-0.00837	1	-
EPY	-0.06416	0.022138	0.009379	1

Likewise the correlation coefficient between EG, ELE and EPY revealed a negative relationship except that of ELE and EPY which shows a positive but weak relationship. For the second model, IG is seen to be positive and strongly related with EDP as shown by the correlation coefficient (0.964094), while that of IG and EYE revealed a negative relationship.

Table 6: Correlation analysis II

	IG	EDP	ELE	EPY
IG	1	-	-	-
EDP	0.964094	1	-	-
EYE	-0.02036	-0.0191	1	-
ELE	0.03036	-0.00837	-0.07496	1

For the regression analysis which shows a negative impact of EDP on employment generation while a positive significant impact is revealed between EDP and income generation among the youth of Kano state. From appendix 4, the coefficient of EDP (-0.1518) implies that a unit rise in EDP leads to decline in EG by 0.1518 respectively.

On the other hand a positive significant impact is seen between IG and EDP as shown in appendix 5. The regression result shows that an entrepreneur participation in entrepreneurship development programmes leads to an increase in his income by 0.9336 keeping all other factors influencing income generation constant. The ANOVA test which is conducted at 5% revealed that EDP is significant factor in explaining the income and employment generation in Kano state. As the F calculated (169.98) is greater than F tabulated (2.21) in appendix six (6).

Table 7: summaries of the responses of the respondents

Sources of initial capital		
i.	Loan	47
ii.	Personal saving	175
iii.	Friends/Family/Relatives	23
iv.	Others	11
Adequacy of initial capital		
i.	Yes	238
ii.	No	18
On average are satisfied with the profit and income generated out of the business?		
i.	Yes	202
ii.	No	41
iii.	Not decided	13
Are you aware of government entrepreneurship development support programme?		
i.	Yes	190
ii.	No	66

Source: Researcher's Computation

Have you ever participate in any entrepreneurship support programme?		
i.	Yes	190
ii.	No	66
Do you need support in your business to improve?		
i.	Yes	241
ii.	No	12
iii.	Not decided	3
What form of support do you required presently to improve?		
i.	Financial	201
ii.	Tools	22
iii.	Training	19
iv.	Others	14

Number of work force presently		
i.	None	179
ii.	1	32
iii.	2 -5	36
iv.	6 and above	9
Do you expect to employ more staff or assistance?		
i.	Yes	32
ii.	No	224

Sources: Researchers computation from returned questionnaires, 2014

Conclusively, from the empirical result obtained from various different entrepreneurs of ten selected local government areas of Kano state, the study found that entrepreneurship development programmes plays insignificant impact on generation employment in Kano state but it plays a positive significant impact on income generation by the entrepreneurs in Kano state. Finally, the paper makes the following recommendations:

- ✓ Massive enlightens of citizens more especially those that have knowledge to engage them self in entrepreneurship business which in the long run would provide employment to other Citizens, thereby reducing rate of unemployment.
- ✓ Policy makers (government) should come up with policies that create awareness among entrepreneurs to attend and participate on entrepreneurship development programmes.
- ✓ Finally, policy makers should provide the enabling environment for entrepreneurs of different types, activities, financial capabilities and productivity to participate in entrepreneurship development programmes.

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APPENDIX 1

Sample of ten selected local governments in Kano state

Local Government	Number of Questionnaires allocated
Dala	30
Dawakin Tofa	30
Fagge	30
Gwale	30
Kano Municipal	30
Kumbotso	30
Munjibir	30
Nassarawa	30
Tarami	30
Ungogo	30
Total	30

Source: Author's computation 2014

APPENDIX 2

Correlation Analysis (EG Model)

	<i>EG</i>	<i>EDP</i>	<i>ELE</i>	<i>EPY</i>
EG	1			
EDP	-0.04538	1		
ELE	-0.00183	-0.00837	1	
EPY	-0.06416	0.022138	0.009379	1

APPENDIX 3

Correlation Analysis (IG Model)

	<i>IG</i>	<i>EDP</i>	<i>EYE</i>	<i>ELE</i>
<i>IG</i>	1			
<i>EDP</i>	0.964094	1		
<i>EYE</i>	-0.02036	-0.0191	1	
<i>ELE</i>	0.03036	-0.00837	-0.07496	1

APPENDIX4

Regression Analysis (EG Model)

<i>Regression Statistics</i>	
Multiple R	0.077798
R Square	0.006052
Adjusted R	-0.00578
Standard Error	0.814287
Observations	256

<i>ANOVA</i>					
	<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>
Regression	3	1.017481	0.33916	0.511506	0.6747
Residual	252	167.0919	0.663063		
Total	255	168.1094			

	<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.0%</i>	<i>Upper 95.0%</i>
Intercept	2.736063	0.235681	11.60916	3.05E-25	2.271907	3.200219	2.271907	3.200219
<i>EDP</i>	-0.15179	0.216753	-0.70029	0.48439	-0.57867	0.275088	-0.57867	0.275088
<i>ELE</i>	-0.00141	0.055084	-0.02563	0.979573	-0.1099	0.107073	-0.1099	0.107073
<i>EPY</i>	-0.58145	0.578218	-1.00559	0.315579	-1.7202	0.557308	-1.7202	0.557308

TABLE APPENDIX 5 REGRESSION ANALYSIS (IG MODEL)

<i>Regression Statistics</i>	
Multiple R	0.96486
R Square	0.930954
Adjusted R	0.930132
Standard Error	0.060217
Observations	256

ANOVA					
	<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>
Regression	3	12.3206	4.106866	1132.584	6.6E-146
Residual	252	0.913778	0.003626		
Total	255	13.23438			

	<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.0%</i>	<i>Upper 95.0%</i>
Intercept	0.048142	0.017932	2.684714	0.007741	0.012827	0.083458	0.012827	0.083458
EDP	0.933663	0.016028	58.25107	3.3E-148	0.902096	0.965229	0.902096	0.965229
EYE	0.000183	0.003199	0.057317	0.954338	-0.00612	0.006483	-0.00612	0.006483
ELE	0.009474	0.004085	2.319313	0.021178	0.001429	0.017519	0.001429	0.017519

APPENDIX 6 ANOVA ANALYSIS

Anova: Single Factor

SUMMARY

<i>Groups</i>	<i>Count</i>	<i>Sum</i>	<i>Average</i>	<i>Variance</i>
EG	256	53	0.207031	0.164813
IG	256	242	0.945313	0.0519
EDP	256	241	0.941406	0.055377
ELE	256	487	1.902344	0.857093
EPY	256	210	0.820313	0.147978
EYE	256	267	1.042969	1.398146

ANOVA

<i>Source of Variation</i>	<i>SS</i>	<i>df</i>	<i>MS</i>	<i>F</i>	<i>P-value</i>	<i>F crit</i>
Between Groups	378.9531	5	75.79063	169.9782	5.7E-144	2.219947
Within Groups	682.2031	1530	0.445884			
Total	1061.156	1535				