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## DOES ENTREPRENEURSHIP PROGRAMS INFLUENCE BUSINESS PERFORMANCE? AN EMPIRICAL INVESTIGATION OF THE NIGERIA SMEs

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### ABSTRACT

*Entrepreneurship program is believed to be one of the major areas identified as key determinants of economic growth especially in the developing countries where after decades of numerous macroeconomic policies, poverty is still rampant. Solutions to poverty are increasingly being sought in entrepreneurship which has been associated with starting and running one's own business. The study aim at examining the effect of entrepreneurship programs on SMEs business operation performance in Nigeria. The study was carried out in Lagos State with Three hundred (300) Questionnaires administered and distributed to the member of national association of small-scale enterprises (NASMEs) across all the (20) twenty local government in Lagos state. Sample was drawn from small and medium scale enterprises consisting of manufacturing, services businesses, printing businesses, food vendors and restaurants, business centers, and Artisan with employment capacity ranging from 2-15 employees, Two hundred and sixty (260) of the distributed questionnaires were found useful for the purpose of the study. Data collected were coded and analyzed using frequency table and percentage while non-parametric statistical test, ANOVA was used to test the formulated hypothesis using STATA 10 data analysis package. The result of the findings reveals that there is significant relationship between government entrepreneurship program and SMEs business operation performance. The result of hypothesis tested showed entrepreneurship program is positively significant to the performance of SMEs operation in Nigeria. Entrepreneurship scheme by the government will positively influence SMEs performance and increase level of country economy as whole. To this end, it is recommended that Government should ensure stable macroeconomic and framework conditions to underpin the entrepreneurial business environment,*

### KEYWORDS

Entrepreneurship Program, SMEs, Performance, Poverty Alleviation, Nigeria.

### INTRODUCTION

Entrepreneurships program prepares individuals not only to be gainfully employed but also to be self-employed and be employer of labour (Annaitive, 2006; Balunywa, 2010). Entrepreneurship programme is however designed to make beneficiaries gaze beyond white-collar jobs. Entrepreneurs have the ability to spark new ideas and develop new products and services that create new businesses. The role of entrepreneurship in the economic development of any nation is so crucial that it cannot be over-emphasized (Thurick, 2009). The economies of African countries are no doubt characterized by a growing population and a general decrease in formal employment. Entrepreneurships program as introduced in tertiary institutions in Nigeria by the Nigerian Federal Government is expected to inculcate in students, the practical skills and experience needed to be self-employed and be self-reliant, through the management of small-scale businesses operation (Ogechukwu and Ayozie, 2006). According to Parker (2009), entrepreneurship programs are considered as an effective escalator out of poverty for the poor people to involve in small businesses, then improve their skills and enlighten them to fight against poverty. In other words, they are the ladder that people climb to get out of poverty. Entrepreneurship programs emphasize the individual functions, competences, types, and behavior of entrepreneurs (Grilo and Irigoyen, 2006; Carree et al, 2007). This shed light on their roles, responsibilities and skills used in building successful enterprises and which have impact on poverty alleviation.

The World Bank Report (2010) identified successive governments in Nigeria which have embarked on a lot of poverty alleviation programmes such as follows:

- 1985 - 1993: Structural Adjustment Programme (SAP).
- 2000: The Poverty Alleviation Programme (PAP)
- 1987 up to Date: The National Directorate of Employment (NDE) is saddled with the responsibility of creating jobs for the teeming unemployed youths in Nigeria.
- 2001 up to Date: The National Poverty Eradication Programme (NAPEP) – a central coordination point for all anti-poverty efforts from the local government level to the national level executed with the sole purpose of eradicating absolute poverty. Such schemes includes:
  - Youth Empowerment Scheme (YES).
  - Rural Infrastructure Development Scheme (RIDS).
  - Social Welfare Services (SOWESS).
  - Natural Resources Development and Conservation Scheme (NRDCS).

Small scale enterprises (SMEs) in Africa is a way of producing and manufacturing of good or product and services for consumption (Ogujuiba et al., 2004). It is very easy to establish and simple to manage with good management scheme (entrepreneurship program). One of the major difficulties facing researchers in the small-scale sector is the problem of conceptualization. Since a complete spectrum of firm areas exist in any country, any definition creates a rather arbitrary dividing line between firms. The measure most commonly used is the number of employees but the dividing line chosen varies from country to country and extends from 5 to 500. Though, the foregoing could be regarded as basic ingredients for a small-scale enterprise, there are varying interpretations, which differ from country to country and from industry to industry.

This research is directed to establish the performance effect of entrepreneurship programs on small and medium scale enterprises operations in Lagos state Nigeria between 1985 and 2013.

### STATEMENT OF THE PROBLEM

Evidence from the literature shows that entrepreneurship program is expected to improve small business operation, provide access to fund and promote economic development. Studies in this regards have been more in developed world. The effect of entrepreneurship program in improving the performance of small scale business operation has not been greatly explored in a developing country such as Nigeria. Few of the studies in developing economy are in Asian countries and some part of African countries (Fabaya, 2009; Odunnaik and Amoda 2009).

Prior to this time, the Nigerian Government has embarked on several entrepreneurship development programmes with the purpose of poverty Alleviation (Lee, Florida and Acs, 2004). Findings from previous studies revealed that most entrepreneurship programmes failed to achieve the target goals of poverty reduction (Ajaikeye and Adeyeye, 2001; Ogwumike 2001; Ogechukwu, 2006; Vandenberg, 2006). This calls for further empirical investigation as to the effectiveness of the government entrepreneurship programs on SMEs performance. Also a review of the impact of the Nigerian government entrepreneurship programs on entrepreneurship development in connection with Small Businesses performance becomes imperative in the era of financial sector reform and financial

inclusion. In view of the foregoing this paper aims to examine the effect of Entrepreneurship programs on the performance of small scale business operation in Nigeria. Specifically, the study is expected to answer the following research questions:

- Is there any relationship between Entrepreneurship Programs and the performance of small scale enterprises in Nigeria?
- What are the challenges of Small scale business Enterprises access to Government Entrepreneurship facilities?
- How do the sampled Small and Medium Enterprises perceive the benefits of Government Entrepreneurship Programs?

## RESEARCH HYPOTHESES

The hypotheses for this study are stated in the null form as follows:

**Ho1:** Entrepreneurship Programs has no significant influence on the performance of small scale business operation in Nigeria.

## LITERATURE REVIEW AND CONCEPTUAL EXPLANATION

Poverty is described as a socio-economic problem that affects growth and development in the region. In Nigeria, the federal government has initiated several measures and policies to reduce the level of poverty among the masses. Entrepreneurship is one of the measures embraced by the government to reduce mass poverty and unemployment in the country. This study is not established to evaluate past measures of poverty reduction in Nigeria, but aimed at investigating the performance effect of entrepreneurship-related programmes on small and medium scale enterprises. The development process of any country is determined by the way the production forces in and around the economy is organized. For most countries the development of industry had depended a great deal on the role of private sector. Entrepreneurship has played a major role in this regard. Entrepreneurship remains the gateway to sustainable wealth creation in Nigeria (Kiggundu, 2002). In view of Khanka (2005), if Nigeria desire to move out of the disturbing high level of unemployment and ravaging level of poverty, adequate attention must be given to the growth of entrepreneurship. Entrepreneurship is increasingly accepted as an important means and a valuable additional strategy to create jobs and improve livelihoods and economic independence of young people. Entrepreneurship, according to Parker (2009) is the process of emergence behavior and performance of entrepreneur. The concept of entrepreneurship was first established in the 1700s, and the meaning has evolved ever since. To some economists, the entrepreneur is one who is willing to bear the risk of a new venture if there is a significant change for profit. Others emphasize the entrepreneur's role as an innovator who markets his innovation. Still other economists may say that entrepreneurs develop new good or products that the market demands and are not currently being supplied. Business expert Shane (2003) took this idea further, describing the entrepreneur as someone who actually searches for change, responds to it, and exploits change as an opportunity. A quick look at changes in communications – from typewriters to personal computers to the internet – illustrates these ideas.

Most economists today agree that entrepreneurship is a necessary ingredient for stimulating economic growth and employment opportunities in all societies. In the developing World, successful small businesses are the primary engines of job creation, income growth, and poverty reduction. Therefore, government support for entrepreneurship is a crucial strategy for economic development. The observations of Acs and Szerb (2007) have thrown a big challenge for increased academic research into entrepreneurship dynamics, processes and performance. It is hoped that this study will be a major contribution in filling this observed gap. In doing so, it is needful to take stock of existing body of knowledge, particularly in terms of theories and definitions of entrepreneurship and other related concepts.

## SMALL AND MEDIUM SCALE ENTERPRISES

Small and medium scale enterprises have been long recognized as an instrument of economic growth and development. This growing recognition has led to the commitment of World Bank group on SMEs sector as core element in its strategy to foster economic growth, employment and poverty alleviation. The importance of small and medium scale enterprises has not been in doubt, unfortunately classifying businesses into large and medium scale is subjective and premised on different value judgment. Such classification has followed different criteria such as employment, sales or investment for defining small and medium scale enterprises. According to extant literature the definition vary in different economics but the underlying concept is the same. Ayagari et al (2003); Buckley (1989:1) contends that the "definition of small and medium scale enterprises varies according to context, author and countries". Small and medium scale enterprises are certainly not transnational company, multinational cooperation, publicly owned enterprises or large facility of any kind. However they can depend on business and ownership structure to become a large business unit (Macqueen 2006) while it can be argued that 80% of the financing of SMEs come from owners, friends and families, business form can take different form including private ownership, limited partnership, contract and sub-contracts, cooperatives or association (Kozak, 2007). Small and medium scale enterprises have a narrow context within which its operation is carried out. However, where it is effectively operated it has capacity to sprout the economic growth and national development. In every economics small and medium scale enterprises has been seen has a pivotal instrument of economic growth and development either in developed for developing economics. Several studies have confirmed this (Ogujiuba; et al 2004, Onugu, 2005, Ihua; 2009).

## PROBLEMS OF SMALL AND MEDIUM SCALE ENTERPRISES IN NIGERIA

It is worrisome that despite the incentives, favourable policies and regulations and preferential support by government aimed at improving small and medium scale business, SMEs has performed below expectation of Nigeria. While the challenges associated to small and medium scale enterprises and their failure has been widely acclaimed. Some of these include lack of planning, inimical government regulations, poor marketing strategies, lack of technical know-how, and lack of capital (Ogechukwu 2006). Yet some of the challenges of the SMEs are induced by the operating environment (government policy, globalization effects and financial institutions. The association of Nigeria development finance institutions in 2004 issued a statement in relation to the why SMEs performed poorly in Nigeria. Truly, finance is usually a constraint to SMEs, while this may be true empirical evidence shows that finance contributes to only about 25 percent of the success of SMEs (Ogujiuba et al., 2004). Thus the creation of other appropriate support system and enabling environment are indispensable for the success of SMEs in Nigeria. In Nigeria most SMEs are folding up or lack competitiveness because they lack the much require financial capacity to prosecute their manufacturing concern. Most of these enterprises cannot access loan on a long and short term basis. In a World Bank report in 2001, it was reported that almost 50 percent of micro, 39 and 37 percent of the small and medium scale firm are financially constrained in Nigeria as oppose to 25 percent of the very large firm (World Bank, 2001). The implication of this shows that small and medium scale enterprises are either discriminated against or cannot access funds at the credit market. Although the fact that most of these banks declared huge profit does not mean that the operating environment is good, it is public knowledge that most of the banks in Nigeria have been seen to doctored their account book on account of claiming a clean health bill. The truth however is that the state of infrastructural facilities in Nigeria is poor. Power supply is unstable and inadequate, the states of the roads are terrible and water is not sustainable, telecommunication services are not effective. Where infrastructural facilities are neither present nor inadequate and functional, the investment environment cannot stimulate improvement for small and medium scale enterprises. In these instances, Banks would not be willing to invest in SME because of high risk and the uncertainty of the investment climate. The inability of government to execute favorable fiscal policies and policies inconsistencies has undermined the capacity of small and medium scale enterprises. As Njoku (2002) identifies, inconsistencies in government policies is a major problem affecting small and medium scale enterprises.

## PROSPECTS OF SMALL AND MEDIUM SCALE ENTERPRISE IN NIGERIA

In spite of the challenges confronting small and medium scale enterprises in Nigeria, government realized the role of SMEs as the catalyst for economic growth and development through employment and their contribution to macro-economic development. It is therefore only proper to say government is making tremendous effort in ensuring that these challenges are tackled. This explains why, apart from the past effort by government, the emergence of democracy have also increase government effort since democracy is tied with economic development (Omolola, 2008). Government in the past has established various support



institutions and reliefs measures aimed at enhancing and improving the capacity of SMEs. Example of such includes, specialized banks meant to offer investment credits and loans to improve the investment capacity of SMEs. In addition, government also initiates regulatory and preferential laws as a measure of protection and offers preferential treatment to small and medium scale enterprises for the purpose of its improvement and development. The opportunity on the future of SME has started yielding result, because the economic reforms has show evidence of improvement in the legal and regulatory environment, particularly regarding company registration, taxation, infrastructural improvement (especially telecommunication). The establishment of Bank of Industry (BOI), small and medium scale enterprises development agencies of Nigeria, the facilitation of small and medium scale industries equity investment scheme (SMIEIS) and other employment generation and poverty alleviation scheme at various levels of government. Such as National Economic Empowerment and Development strategies (NEEDs-at national level, SEED-at State level and LEEDS-at Local Government level). As Onugu (2005) put it economic reform programme would aid the creation and consolidation of existing small and medium scale enterprises because of its focus on income generating opportunities for the people.

Considering the wage employment option and having regard to the background of the poor, employment opportunities for the poor can be only be found in unskilled jobs and low productivity sector. The direct consequences of this are low wage rate and high underemployment rate, which in turn reinforce poverty.

## HISTORY OF SMALL AND MEDIUM SCALE ENTERPRISES

As the United States took the big jump from agriculture – dominated society to an industry society, self-employment statistics also changed dramatically. By 1900, about 80 percent of the work force was self employed, while about 20 percent worked for other firms. As the year 2000 approaches, the opposite is essentially true. 20 percent of workers today are self-employed, while 30 percent work for other firms and businesses. One might conclude from this that there are fewer small firms in the Country, but that is not true. In fact, small firms are as popular as ever. The decrease in self-employment came from a decline in the number of Independent farmers, which was largely offset by an increase in large firm employment. But the shift in the business economy from self-employment to large firm employment changed how our economy functions and even governments attitude toward business. The ups and downs of business cycles are far more hazardous to people dependent upon large firm payrolls. And this has led to a greater dependence upon workers protection such as social security, Medicare, and mandatory worker's compensation insurance, unemployment insurance, and other measures designed to combat economic dimensions and unemployment. These changes have also made it necessary for the small scale firm entrepreneurs to have a better grounding in management and the ability to anticipate and deal with economic and business cycles when necessary.

## FINANCIAL SECTOR REFORM

Financial Sector is the backbone of any economy and it plays a crucial role in the mobilization and allocation of resources (Ogujuiba et al., 2004). The constituents of the financial sector are Banks, Financial Institutions, Instruments and markets which mobilize the resources from the surplus section and channelize the result to the different needy sectors in the economy (World Bank,2010). The process of increasing capital accumulation through institutionalization of savings and investment fosters economic growth. In 1986, the CBN commenced an extensive reform of the financial system as part of structural adjustment programme (SAP) it adopted interest rate. A solid and stable financial sector is essential to make a well exchange rates promoting market-based system of credit allocation, enhancing competition and functioning national economy and to ensure balanced liquidity within the economy (CBN, 2011). Financial Sector Reform has been adopted by the Nigerian Government as a part of their economic reform program. Through this reform program, the government intended to liberalize the financial sector and to ease the entry in the banking sector. Financial Sector Reform in Nigeria had been started with the deregulation of rates of interest (Omolola, 2008).

## THE ENTREPRENEURSHIP DEVELOPMENT PROGRAMME (EDP) AS AN INTERVENTION MECHANISM

Employment is the life line of any economy. "Human development will definitely be grossly undermined and impaired without employment" (NEEDS document, 2004). How soon Nigeria sets to address the problems of mass unemployment, low productivity, high inflation and poverty to a large extent depends on how speedily it is able to develop the millions of its labour force into a knowledgeable and skilled people needed for the required change. The world in the 21<sup>st</sup> century is witnessing a wave of entrepreneurship happening with more and more people looking for self-empowerment and business ownership. The role of governments and big businesses as a provider of jobs is shrinking and people are looking to empower themselves in other ways. The Entrepreneurship Development Programme, as an urgent mechanism to youth unemployment is specifically designed for the Nigeria youths, informing them about the world of business and opportunities to create their own businesses. The EDP provides youths with insights into entrepreneurship and enterprise; it aims to help them realistically consider the options of starting a small business or of self-employment.

## METHODOLOGY

There are 4,535 registered SMEs in Lagos state metropolis ([www.businessdayonline.com](http://www.businessdayonline.com)) and all this constitute the study population of the research. However For purpose of this research the population was drawn from the list of member of national association of small-scale enterprises (NASMEs) Lagos state chapter. The choice of Lagos state is connected with the fact that Lagos has high degree of socio-economic activities and serve as a settlement state that accommodate a lot of people from other part of country which consequently lead to its rapid market expansion. Multi-stage sampling techniques were used in which Lagos state was stratified into local government from which the sample of various Associations of small medium scale enterprises was drawn through the simple random sampling procedure. Three hundred (300) Questionnaires were administered and distributed to the member of national association of small-scale enterprises (NASMEs) across all the (20) twenty local government in Lagos state, the 300 small and medium scale enterprises consisting of manufacturing, services businesses, printing businesses, food vendors and restaurants, business centers, and Artisan with employment capacity ranging from 2-15 employees, Fifteen (15) NASMEs each was picked from the twenty (20) approved and recognized local government in Lagos state. Two hundred and sixty (260) were found useful for the purpose of the study representing 86.7% of the total questionnaire distributed. . The major instrument used in the collection of data for this research work was questionnaire. The questionnaire consists of questions that are related to Entrepreneurship program and SMEs Operation performance as identified in the literature. Likert five point scales ranging from 1-5(1=strongly agree & 5=strongly disagree) were used as a basis of the questions. Data collected coded and analyzed using frequency table, percentage and mean score while non-parametric statistical test, ANOVA was used to test the formulated hypothesis using STATA 10 data analysis package/software.

## RESULTS AND DISCUSSIONS

### ENTREPRENEURSHIP PROGRAM INFLUENCE ON PERFORMANCE OF SMEs OPERATION

Table I reveals that majority of the respondents that is (76.92%) of the total respondents agreed; 16.92% of them disagreed, and 6.16% of the respondent are undecided to the motion that Great understanding of Entrepreneurship Development Programs serve as a key determinant of sustainable economic development. Hence these shows that a Great understanding of Entrepreneurship Development Programs serve as a key determinant of sustainable economic development. Similarly, the table indicate that large number of respondents, i.e.(9.62%) of the respondents agreed that There is no correlation between small business operation and entrepreneurship programs, while (75.00%) also disagreed to the motion; and (15.38) undecided. Also, the table I indicate that a large number of respondents, i.e.(78.00%) of the respondents, agreed that Entrepreneurship scheme improve the performance of SMEs operation in Nigeria, while (9.50%) also disagreed, and (13.50%) undecided. Furthermore, 78.46% agreed, 15.77% disagreed, while 5.77% undecided that government entrepreneurship programmes have positive effect on SMEs operation in Nigeria. In addition, 75.00% of the respondents agreed, 9.62% disagreed, 15.38% were undecided. Hence, this show that majority believed that government entrepreneurship programmes have positive effect on SMEs operation in Nigeria. Similarly, from the table I, 73.08% of the respondents agreed that Entrepreneurship Scheme increases small business development and serve as a poverty reduction mechanism in Nigeria., 33.07% disagreed to it, while 13.85% were undecided. Hence, it show that majority believed that Entrepreneurship Scheme increases small business

development and serve as a poverty reduction mechanism in Nigeria. Likewise, 76.92% of the respondents agreed, 19.23% disagreed, while 3.85% were undecided that it is difficult to obtain information on how to start a business without entrepreneurship skill. Hence, these signify that majority support that it is difficult to obtain information on how to start a business without entrepreneurship skill. Also, 7.7% of the respondents agreed, and 81.15% disagreed while 11.15% were undecided that Entrepreneurship does not positively influence the performance of SMEs operation in Nigeria. Hence, the majority respondents disagreed the motion that Entrepreneurship does not positively influence the performance of SMEs operation in Nigeria. Moreover the Table I indicate that 87.30% of the respondents agreed, 8.08% disagreed, while 4.62% were undecided that it is difficult to start one's own business due to inadequate finance. Hence, the majority respondents imply that it is difficult to start one's own business due to inadequate finance. Finally 75.00% of the respondents agreed, 12.70% disagreed, 12.30 undecided, that Entrepreneurship skill helps entrepreneur in attaining personal satisfaction. Hence majority of the respondents believed that Entrepreneurship skill helps entrepreneur in attaining personal satisfaction.

**TABLE I: DISTRIBUTION OF RESPONSES ON NASMES PERCEPTION OF ENTREPRENEURSHIP PROGRAM INFLUENCE ON SMEs OPERATION PERFORMANCES.**

QUESTIONS	SA	A	D	SD	U	TOTAL
Great understanding of Entrepreneurship Development Programs serve as a key determinant of sustainable economic development	145 (55.77)	55 (21.15)	20 (7.69)	24 (9.23)	26 (6.15)	260 (100)
There is no correlation between small business operation and entrepreneurship programs.	20 (7.69)	5 (1.92)	86 (33.08)	109 (41.92)	40 (15.39)	260 (100)
Entrepreneurship scheme improve the performance of SMEs operation in Nigeria	70 (26.00)	135 (51.00)	8 (3.0)	17 (6.50)	35 (13.50)	260 (100)
government entrepreneurship programmes have positive effect on SMEs operation in Nigeria	76 (29.23)	128 (49.23)	25 (9.62)	16 (6.15)	15 (5.77)	260 (100)
Entrepreneurship programs have the capacity of developing the economy in a positive manner	86 (33.08)	109 (41.92)	5 (1.92)	20 (7.69)	40 (15.38)	260 (100)
Entrepreneurship Scheme increases small business development and serve as a poverty reduction mechanism in Nigeria.	128 (49.23)	62 (23.85)	18 (6.92)	16 (26.15)	36 (13.85)	260 (100)
It is difficult to obtain information on how to start a business without entrepreneurship skill	80 (30.77)	120 (46.15)	19 (7.31)	31 (11.92)	10 (3.85)	260 (100)
Entrepreneurship does not positively influence the performance of SMEs operation in Nigeria	10 (3.85)	10 (3.85)	163 (62.69)	48 (18.46)	29 (11.15)	260 (100)
It is difficult to start one's own business due to inadequate finance	170 (65.38)	57 (21.92)	13 (5.00)	8 (3.08)	12 (4.62)	260 (100)
Entrepreneurship skill helps entrepreneur in attaining personal satisfaction	95 (36.54)	100 (38.46)	10 (3.85)	23 (8.85)	32 (12.30)	125 (100)

Note: the bracket Figures indicate the percentage & figure not bracket indicate the frequency

Source: Computations and Output of STATA10 based on Authors' Field Survey (2013).

**TEST OF HYPOTHESIS**

H<sub>0</sub>: Entrepreneurship Programs has no significant influence on the performance of small scale business operation in Nigeria.

The model undertakes an investigation into the influence of Entrepreneurship Programs on performance of small scale business operation in Nigeria. Findings were presented in table II below. According to the result presented in table II and III, a unit increase in questions 1, 3, 4 and 6 responses over the study period resulted in a 5.41666667 per cent, 11.31111111 percent, 2.01617647 percent and 1.71915375 per cent increase on the influence of Entrepreneurship Programs on the performance of small scale business operation respectively. Furthermore in table(III) the result of Breusch- Fagan/ Cook-Weisberg test for Heteroskedasticity result support that the model is significant since the Prob>Chi2 is 0.0001 with Chi2 (4) =23.61. Individually, the questions are statistically significant since their Prob>F 0.0000 with F-value 26.21, 72.98, 9.76 and 8.32 respectively. Collectively the statistical properties of the model indicate that the model is statistically significant since prob>F is 0.0000 with F-value 367.51.

Due to the observed level of significance and Entrepreneurship Programs influence on operation performance by the Nigeria SMEs through questions tested which make all the figures to be statistically significant with the probability of F = 0.0000 we reject null hypothesis stated earlier that Entrepreneurship Programs has no significant influence on the performance of small scale business operation in Nigeria. It was concluded that improvement in government entrepreneurship program will significantly improve SMEs operation performance.

**TABLE II: ANALYSIS OF VARIANCE RESULT FOR ENTREPRENEURSHIP PROGRAM EFFECT ON SMES OPERATION PERFORMANCE IN NIGERIA**

Number of obs = 260, R-squared = 0.9576, Root MSE = .259982, Adj R-squared = 0.9550

SOURCE	PARTIAL/SS	DF	MS	F -VALUE	Prob>F
Model	2.84.794444	15	18.9862963	367.51	0.0000
Q1	5.41666667	4	1.35416667	26.21	0.0000
Q3	11.31111111	3	3.77037037	72.98	0.0000
Q4	2.01617647	4	.504044118	9.76	0.0000
Q6	1.71915375	4	.429788437	8.32	0.0000
Residual	12.6055556	244	.51662113		
Total	297.4	259	1.14826255		

Source: Computations and Out-Put of STATA 10 based on Author's Field Survey (2013)

**TABLE III: HETEROSKEDASTICITY TEST (breusch-pagan / cook-weisberg test for Heteroskedasticity)**

H<sub>0</sub>: Constant variance  
Variables: Q1 Q3 Q4 Q6

chi2(4)	23.61
Prob> chi2	0.0001

Source: Computations and Out-Put of STATA 10 based on Author's Field Survey (2013)

**CONCLUSION AND RECOMMENDATION**

Small and medium scale enterprises are center of creating job and reducing poverty, SMEs also serve as engine of growing a country's economy. One of appropriate solutions for the development of these enterprises is government entrepreneurship program. The minimum consequences development of small and medium companies is attract investment and create jobs. Hence providing field of appropriate financing scheme by the government in the context of small and medium scale enterprises will be of best possible of way of increasing performance of SMEs operation in Nigeria. The result of the findings reveals that there is significant relationship between government entrepreneurship program and SMEs business operation performance. The result of hypothesis tested showed

entrepreneurship program is positively significant to the performance of SMEs operation in Nigeria. Entrepreneurship scheme by the government will positively influence SMEs performance and increase level of country economy as whole.

To this end, it is recommended that:

- Government should ensure stable macroeconomic and framework conditions in order to underpin the entrepreneurial business environment
- Entrepreneurship should integrate at all levels of the formal education system in order to gain access to information, skills and expertise relating to entrepreneurship scheme.
- Also An evaluation culture should be developed for entrepreneurship program in order to ensure that programmes are systematically monitored and assessed for their performance in achieving objectives.
- Integration of intellectual property issues in programmes and policy initiatives should be Strengthened by the government in order to foster innovation in SMEs.

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