

THE IMPACT OF ENTREPRENEURSHIP DEVELOPMENT IN TERTIARY INSTITUTIONS IN NIGERIA

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ABSTRACT

***T**his paper examines how the development of entrepreneurship in tertiary institutions provide internal generated revenue (IGR). Most tertiary institutions in Nigeria have set up entrepreneurial centre's across the country with the aim of generating internal funds in order to use in assisting government to finance the holistic entity of institution therefore, entrepreneurship development adoption across schools is to serve as relief to government expenditure, creating of jobs and the fostering of infrastructures and social amenities. This paper explain the needs for business development through entrepreneur centers as internal generated revenue in higher institutions, in a way of inculcating these skills in school curriculum an impacting the ideology on the students at various times, by so doing the students will have great zeal for self-employment. With the government focusing on entrepreneurship development in our tertiary institutions, one hopes that the next generation of Nigerian youths would not depend on what government can do for them*

Introduction:

Entrepreneurship is the dynamic process of creating incremental wealth. The wealth is created by individuals who assume the major risks in terms of equity, time, and career commitment to provide value for some products or services. The products or services may or may not be new or unique, but the entrepreneur must somehow infuse value by receiving and building the necessary skills and resources (Robert, 1984). The term entrepreneurship refers to the capacity and attitude of a person or group of persons to undertake ventures with the probability of success or failure. According to Kilby (1971:6), entrepreneurship is the willingness and the ability of an individual to seek out

to make a living but what they can do for themselves and contribute to the nation's economic growth. The source of this paper is coin strictly on literature review from authors across the globe. The paper therefore concludes that all necessary logistics for adequate internally generated revenue must be put in place by the adoption of entrepreneurship development in tertiary institution in Nigeria.

Keywords: *Entrepreneurship, Development, Impact and Tertiary Institution.*

Investment opportunities, establish and run an enterprise successfully. (Leff 1979:524) sees entrepreneurship as the capacity for innovation, investment, and activist expansion in new markets, products and techniques.

Entrepreneurship is the practicing of creating new combinations of production factors such as new methods of production, new products, new markets, finding of new sources of supply and new organizational form; or as a concept of taking risks, and exploiting market opportunities, by eliminating equilibrium between aggregate supply and aggregate demand. (Tyson, Petrin, Rogers, 1994). Entrepreneurship plays a dominant role in the growth and development of an economy. Entrepreneurship can solve the problems like unemployment, concentration of economic power in the hands of very imbalanced regional development. Entrepreneurship is the ability to start a new enterprise to make more profits by way of producing or marketing goods and services to meet the needs and requirement of customers.

Entrepreneurship Development and Internally Generated Revenue (Igr) In Tertiary Institution: Entrepreneurial Development is a prerequisite for an overall economic development of an economy. The economic development of a country depends upon its entrepreneurs. An entrepreneur is one who always search for change, responds to it and exploit it as opportunities.

Entrepreneurship Development programme are being offered by a large number of institutions or organization with a view of bringing to the latent entrepreneurial ability in various target group and motivating the programmes participants to establishes their own enterprises. Entrepreneurs are not just born, they can be developed and trained to undertake ventures and be creative. Entrepreneur's Development is an essentials part of educational process. Development of entrepreneurship incorporates four basic principles such as: i.

the ability of material resources ii. The selections of real entrepreneurs. iii. The formation of industrial units. IV. Policy formation for the development of the region.

Internal Generated Revenue is the nucleus path to modern development. It has a gross positive effects on entrepreneurial development in tertiary institutions. This is because every institutions needs revenue to provide basics social amenities to the people. Internal generated revenue has contributed to the provision of internal needs of the institution.

Internal generated revenue is a tools to boost the financial strength of every institution. Most tertiary institutions in Nigeria have set up Internally Generated Revenue (IGR) to source for funds in order to use the programme medium in assisting government to finance the institutions, which therefore serves as a relief to government.

Entrepreneur: The term entrepreneur is derived from the French verb (entrepreneur): which means to undertake, to attempt, to try in hard, to contract for or to adventure, to try.

The word entrepreneur is a French word literally translated as “between taker” or “go between”.

As a maker of fact, defining the concept entrepreneur is not an easy task because different individuals see it from different perspective. To some it means primarily innovation; to others it means risk taking; to others, a market stabilizing force and to others still, it means starting owing, and managing a small business. According to Schumpeter (1934). An entrepreneur is an innovator and developer having untried technology. Drucker (1964) sees an entrepreneur as one who maximizes opportunities. Hisrish (1985) defines it as a process of creating something different with value by devoting the necessary time and effort, assuming financial, psychological and social risk, and receiving the resulting rewards of monetary and personal satisfaction.

(Mill Schumpeter 1934:2) describe an entrepreneur as a risk bearer. Consequently, it should come as no surprise that the Webster’s New World Dictionary defines the term as “one who organized and manages a business and undertakes the risk for the sake of profit”. However, despite the long history of the term, scholars continue to disagree as to who is an entrepreneur (Carland, et al., 1988). “An entrepreneur is a person who seeks out investment opportunities, establishes and runs an enterprise successfully. He has the capacity for

innovation, imagination, investment and accepting risk and uncertainties” (Iwok, 2004:1).

ENTREPRENEURSHIP DEVELOPMENT

This is one of the most important areas of business management, it is important for the students of business management to own such skills that is not only make them an ardent employee with enterprising skills but also a complete leader, who is capable of providing employment opportunities to others. Entrepreneurship Development is an area that helps the learners to acquire such skills. Entrepreneurship Development as a concept provides holistic and experience based frame work of entrepreneurship, it provides a comprehensive standard reading materials in a systematic manner so that entrepreneurship is studied as a separate branch of study and the students learn the subject to improve their business skills. Entrepreneurship Development introduces the entrepreneurship fetched from “entrepreneur” a French word which means to take over the link entrepreneurship with something or introducing a new world of innovation and substantial things, financial and business acumen can be considered in an effort to transform innovations into the situations in Nigeria economic status in order to assist the government with her internally generated revenue. Institutes and centers for training in entrepreneurship development program, several times proves great time in future, so if you are interested in taking entrepreneurship as a career then this could be the time for your choice. Entrepreneurship Development training is necessary in order to develop expertise as an entrepreneur, identify business opportunities and exploit item. The concept therefore examined the implication in tertiary institutions as a tools for self-sustenance and poverty alleviation. The concept is about starting a new business opportunity as well operating and maintaining that business. The belief of some people is that entrepreneurship does not need to be taught and therefore an entrepreneur is born to be so. It should however be noted that for one to be a successful entrepreneur, he/she needs to learn the skills (Griffin and Hammis, 2001). The training of an entrepreneur is designed to teach the skills and knowledge that is needed to know before embarking on a new business venture. This would enhance the generation of internal revenue that helps to boost the necessary identification and avoidance of many pitfalls awaiting the less well trained and vigilant contemporaries.

Drucker (1985) argue that innovation is the tools of entrepreneurship development. In addition, innovation and entrepreneurship development in institutions demand creativity from the students and the facilitator, the entrepreneurship development process is a symbolic domain of change in the culture. Entrepreneurship Development introducing a new world of innovation an substantial things, financial and business acumen can be considered in an effort to transform innovation into the tertiary institutions in Nigerian economic status in order to assist government with her generated IGR. Institutions and centers for training (entrepreneurship) development program several times so if you are interested to take entrepreneurship as a career then this could be the time for your career. Entrepreneurship Development is the ability to start a new enterprise to make more profits by way of producing or marketing goods and services to meet the needs and requirement of customers. Entrepreneurship Development can be define as the propensity of mind to take elated risk with confidence to achieve a pre-determined business industrial objective, A .H. Cole: Entrepreneurship Development create a corepurposeful activity of an individual or group of associated individuals, undertake to initiate, maintain or organize a profit oriented business unit for the production or distribution of economic goods and services.

Entrepreneurial Process: The process of pursuing a new venture is embodied in the entrepreneurial process, which involves more than just problem solving in a typical management position (Fuduric, 2008). An entrepreneur must find, evaluate, and develop an opportunity by overcoming the forces that resist the creation of something new. The process of entrepreneurship has four distinct phases: (a) Identification and evaluation. (b) Development of the business plan. (c) Determination of the required resources. (d) Management of the resulting enterprise. Although these phases proceed progressively, no one stage is dealt with in isolation or is totally completed before work on other phases occurs. For example, to successfully identify and evaluate an opportunity (phase 1), an entrepreneur must have in mind the type of business desired (phase 4).

THE IMPACT OF ENTREPRENEURSHIP DEVELOPMENT

Entrepreneurship Development is useful in that entrepreneurial opportunities in tertiary education system, therefore the following points highlight the impact of entrepreneurship development to tertiary institution.

Achievement of Entrepreneurial Goals: It is the entrepreneurship which makes the entrepreneurs realize the objectives of the enterprise and directs their efforts

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towards the achievement of these objectives. It brings the human and material resources together to mobilize the people for the achievement of the goals of the enterprise.

Optimum use of Resources: No entrepreneurial activity can be undertaken without the factors of production that is land, labour, capital and entrepreneurship. The three factors may prove ineffective in the absence of the fourth the entrepreneurship. The entrepreneurship makes optimum utilization of resources possible.

Minimization of Cost: in the present days of increasing competition, only those enterprises which can produce quality goods at the lowest of costs. Can survive through better planning, sound organization and effective control, entrepreneur enables enterprise to reduce costs and enables an enterprise to face cut throat competition.

Increase Profits: Profits can be increased in any enterprise either by increasing the sales revenue or reducing cost. To increase the sales revenue is beyond the control of an enterprise. Entrepreneurship by reducing costs increases its profit and provides opportunities for further growth and development.

Smooth Running of Enterprise: Through better planning, sound organization, effective control and various tools of entrepreneurship.

Provision of Innovation: Entrepreneurship provides new ideas, imagination and visions to the enterprises.

Change of Growth: An enterprise operates in a changing environment. Entrepreneur mold the enterprise in such a changing environment. It mold not only the enterprise but also alters the environment itself to ensure the success of the enterprise, in order to meet the challenges of automation and the complexities of advanced technology, also these is a need for the development of entrepreneurships.

Social Benefits: Entrepreneurship is beneficial not only to the business enterprises but to the society as a whole. It raises the standard living of the people by providing good quality products and services at the lowest cost. It also makes the optimum use of scarce resources and promotes peace and prosperity in the society.

Employment Opportunities: Entrepreneurship and its activities provide maximum employment potential. Large numbers of persons are employed in entrepreneurial activities in the country. The growth of entrepreneurial activities brings more and more employment opportunities.

Life-Line of Nation: No country can progress without the development of entrepreneurship. Every country is trying to promote its trade so that it is able to share the benefits of development. Therefore, entrepreneurship is the yardstick to measure the level of development of a country.

The Role of Entrepreneurship In Economic Development:

The role of entrepreneurship in economic development involves more than just increasing per capital output and income; it involves initiating and constituting change in the structure of business and society. This change is accompanied by growth and increased output, which allows more wealth to be created and shared by the various participants. What is the area that facilitates the needed change and development? One theory of economic growth depicts innovation as the key, not only in developing new products or services for the market but also in stimulating investment interest in the new ventures being created. This new investment works on both the demand and the supply sides of the growth (supply side), and the resultant new spending utilizes the new capacity and output (demand side). This is reflected in the product - evolution process; a process through which innovation is developed and commercialized through entrepreneurial activity, which in turn stimulates economic growth.

Element of Entrepreneurship: Entrepreneurship primarily consists of four main elements:

- a. **Creativity and Innovation:** This concept enables the entrepreneur to think entirely new ways of working. The key part of entrepreneurship is to identify opportunities that no one else has noticed either. Such opportunities need not to be large, these can even be small ones, and creative people are receptive to how ideas are generated by others.
- b. **Ability to apply the Creativity:** Besides, the entrepreneurs have an ability to apply the creativity to business problems. They understand the people and the environment around them. They can effectively maintain resources for the same. It is not enough to think creatively, successful entrepreneurship demands thoughts to be translated into action and results. They need an ability of getting things done.
- c. **Change:** They have a sound belief in their ability to change the status quo - the way things are being done presently. With their drive and passion to achieve success they change the way things are being performed.

d. **Creating Value:** Entrepreneur focus on creating value by doing things in cheaper, better and faster manner, thus, entrepreneurship can be define as “creation of value by people working together to implement an idea through the application of drive and willingness to take risk”.

Challenges of Entrepreneurship Development: Entrepreneurship development suffers on many counts. The problems are on the part of those who are involved in the process such as: (a) The trainers (b) The trainees (c) The entrepreneur (d) Organization (e) The supporting organization (f) The state government. There are various problems faced at the time of organizing these programs. These problems are explained as follows:

- i. **Lack of National Level Policy:** There is no suitable national level policy in Nigeria for entrepreneurship development. The government did not formulate and enforce a policy for the promotion of entrepreneurship. Because of that, the entrepreneurship development initiatives and programs faced many problems at the time of the organization.
- ii. **Difficulty in Pre-training Phase:** It is also stated that there is ill-planned training methodology inconsistency during that t phase, its content sequence, theme and the focus of program is not clear. There are large number of problems in that phase such as identification of business opportunities, finding and locating target group, selection of trainees and trainers,
- iii. **Time Period of Entrepreneurship Development:** The duration period of these entrepreneurship development programs varies between 4 to 6 months which is too short a period to instill basic managerial skills in the entrepreneurs. In that short period the trainees cannot develop their skills that are important for successful entrepreneurs.
- iv. **Lack of Infrastructural Facilities:** These program are conducted in the rural and backward areas. In such areas there are many problems regarding class rooms, guest speakers, etc. As such we can say that the entrepreneurship development programs faced many problems of no proper infrastructural facilities.
- v. **Wrong Selection Procedure:** Because of competition, the institutions not follow uniform method for this selection of trainees or prospective entrepreneur. Some of institutions are still debating whether to have

a proper identification and selection of entrepreneurs for preparing successful entrepreneur.

- vi. **Absence of Competent Management or Facilities:** Experience revealed that entrepreneurial failures are mostly due to incompetent facility and management. There is a problem of non-availability of competent teachers and even if they are available, they are not prepared to take classes in their rural and backward areas.
- vii. **Non-Availability of Inputs:** Non-availability of various inputs, i.e. raw material, power etc., with poor follow up by the primary monetary institutions results to failure in the entrepreneurship development programmes.

HISTORY OF ENTREPRENEURSHIP IN NIGERIA

The Early Stage: Entrepreneurship starts when people produce more products than they need; as such, they had to exchange surpluses. For instance, if a blacksmith produces more hoes than he needs, he exchanges the surplus he has with what he does not have but needs, maybe he need some yam or goat etc, he would look for someone who needs his product to exchange with. By this way, producers come to realize that they can concentrate in their areas of production to produce more and then exchange with what they need. So through this exchange of products, entrepreneurship started. A typical Nigeria entrepreneur is a self-made man who might be said to have strong will to succeed; he might engage the services of others like friends, mates, and in-laws etc, to help him in his work or production. Through this way, Nigerians in the olden days were engaged in entrepreneurship.

Early entrepreneurship is characterized with production or manufacturing in which the producer most often started with a small capital, most of it comes from his own savings.

Early entrepreneurship started with trade-by-barter even before the advent of any form of money. P.O. Idogho and O.B. Abadan (An introduction to the study of Entrepreneurship) 3.p.52.

The Modern Stage: Modern entrepreneurship in Nigeria started with the coming of the colonial masters, who brought in their wares and made Nigerian the middle men. In this way, modern entrepreneurship was conceived. Most of the modern

entrepreneur were engaged in retail trade or sole proprietorship. One of the major factors that have in many ways discouraged this flow of entrepreneurship development in Nigeria is the value system brought about by formal education. For many decades, formal education has been the presence of the privilege. With formal education people had the opportunity of being employed in the civil services, because in those days the economy was large enough to absorb all Nigerian into the prestigious occupation. As such the system made Nigerian to be dependent on their colonial masters. Again the contrast between Nigerian and foreign entrepreneurs during the colonial era was very detrimental and the competitive business strategy of the foreign entrepreneur was detrimental, ruinous and against moral standards established by society. They did not adhere to the theory of "live and lets live" for instance the united African company (UAC) that was responsible for a substantial percentage of the import and export trade of Nigeria, had the policy of dealing directly with producers and refused to make use of the services of Nigerian entrepreneurs. The refusal of the expatriates to utilize the services of local businessmen inhibited their expansion and acquisition of necessary skills and attitude. Because of this, many eventually folded up. Those that folded up built up resentment against business which became very demoralizing to other prospective entrepreneurs. As a result, the flow of entrepreneurship in the country was slowed down. But, with more people being educated and the fact that government could no longer employ most school leaver, economic programs to encourage individual to go into private business and be self-reliant were initiated.

In the 1980's the government introduced some agencies like National Directorate of Employment (NDE) which had the national open apprenticeship scheme. Also People Bank of Nigeria, funds for small-scale industries (FUSS), Co-operative Societies etc. were established to assist entrepreneur in Nigeria.

In the 1990s other government agencies which assisted in entrepreneurship development were established. One of them the National poverty Eradication Programs (NAPEP) whose role was not too different from National Directorate of Employment (NDE) which was also established in order to encourage big entrepreneur's. Bank of Industry (BOI) which was also established to provide venture capital for the establishment of large companies in Nigeria.

ENTREPRENUERSHIP AND TERTIARY EDUCATION IN NIGERIA:

Entrepreneurship Education seeks to prepare people, especially youths, to be responsible, enterprising individuals who become entrepreneurs or

entrepreneurial thinkers and who contribute to the economic development and sustainable communities. It is not based on textbook course. Instead, students are exposed to real life experience where they have an opportunity to take risk, manage the result and learn from the outcomes.

Entrepreneurship education is not just about teaching someone to run a business, it is also about encouraging creative thinking and promoting a strong sense of self-worth and accountability. Through entrepreneurship education students learn how to create a business and they also learn a lot more. The core knowledge via entrepreneurship education includes.

- a. The ability to recognize opportunities in one's life.
- b. The ability to pursue such opportunity by generating new ideas and marshalling needed resources.
- c. The ability to create and operate a new venture.
- d. The ability to think in a creative and crucial manner.

BENEFIT OF ENTREPRENEURSHIP TERTIARY EDUCATION IN NIGERIA

Improving Student's Performance: Engaging youth-especially disadvantage youths which remains a significant challenge for Nigeria's educators. Entrepreneurship education in tertiary institutions is one tool that can help educators reach out to those who lack interest in traditional learning models or approaches. In fact, students of all kinds, from the disaffected to the gifted and talented, can be motivated to dream big and work to make them happen. Entrepreneurship activities that build relationship, education providers, activities that build relationship, provide relevance for learning and encourages generally in developing academic skills and making the skills competitive.

Upgrading School Performance: Improving students' performance, entrepreneurship education also contributes to improving the overall quality of Nigeria schools. Research has shown that entrepreneurship training encourages youths to employ sophisticated mathematics and services concept in real-life situations. This training leads to greater interest as well as improved performance in mathematics and services.

Enhancing Economic Competitiveness: Entrepreneurs are the engines of most economics of the world. Accounting for the vast majority of new job creation and development of new innovation. Entrepreneur can develop and thrive anywhere. Some people just have it, but for the rest of us, training supports, and education help, individuals who receives entrepreneurship training at all age are more

likely to start a business, and most importantly to sustain and grow a business, and, these companies are the cornerstone of future economic growth, job creation, and wealth generation. The Nigerian government has made remarkable progress in entrepreneurship education. The idea of introducing a curriculum for entrepreneurship education in all tertiary institutions in Nigeria is a step in the right direction, however, the government should possibly look at avenues of assisting graduates who intend to start their own businesses. This could be by way of interest waivers from banks, grants from government and tax holidays for prospective entrepreneurs. This will guarantee individual empowerment and national development.

RECOMMENDATION

An entrepreneur is expected to have the ability to set goals and to manage time, money and other resources. These are skills which are useful in any work place. The ages of the young people, their interest and abilities, the time they have to devote to entrepreneurial activities, the availability of fiscal and human resources, the expertise of staff might need to be considered. Entrepreneurship education is expected to be taking to young people to enable them understand the economics of life. They should begin at the elementary school level, teaching children how to impact the world around them as individuals, workers and consumers. Entrepreneurship Development Programmes should continue through the secondary and all higher institutions of learning in order to prepare students for future economic.

Finally the government should create a friendly and enable environment for entrepreneurship and consumer goods in order to boost the economy.

CONCLUSION

Entrepreneurship is an employment strategy that can lead to economic self-sufficiency for people. It makes people to create and manage business in which they function as the employer or boss rather than merely being an employee. Some of the students were already practicing entrepreneurship while, some wanted to become entrepreneurs even though, they knew that it would both be an easy path. Entrepreneur development in education sector offer a solution by preparing people, particularly youths to be responsible, enterprising individuals, who become entrepreneurs or entrepreneurial thinkers by immersing them in

real life learning experience elsewhere they can take risk, manage the results and learn from the outcomes.

Work experience for youths in higher institutions, both paid and unpaid, help them acquire jobs at higher wages after they graduate. By launching a small business or school-based enterprise, youths can lead and experience different roles. In addition, they learn to communicate their ideas and influence self-advocacy and conflict resolution skills. Moreover, they learn how to become team players and to engage in problem solving and critical thinking.

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