



**TECHNOPRENEURSHIP AND PERFORMANCE OF  
WOMEN ENTREPRENEURS IN SMALL SCALE  
ENTERPRISE, A STUDY OF SELECTED FIRMS IN  
ADO ODO OTA**

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**ABSTRACT**

*This research study examined technopreneurship and performance of women entrepreneurs on the economy of Ota, Nigeria. it sought to find the roles and contributions of women in small scale enterprise operators to the development of the city. Stratified random sampling was used to select 100 respondents, which is the study area. Primary data was collected on personal data, personality traits, entrepreneurial education, with the use of structured questionnaire. Data were analysed, using statically tools such as correlation and regression analysis in testing hypotheses and analysis of variation(anova) which helped in the interpretation of result. There is positive relationship between fashion designing and manpower development, since the correlation value is 0.159 and the p-value of 0.113 is lesser than 0.005(sig.level). also, the analysis of variation (anova) table shows the fcal 29.245 at 0.000 significant determines the size of women entrepreneurs, and also the p-value (0.000) is less than 0.05. while, the p-value of 0.000 shows that it less than 0.1 (sig.level), which means that there is statistical significant positive correlation of return on investment and profitability. in conclusion, the study therefore recommends that the state government should encourage women in entrepreneurial activities and provide sound conducive business environment for women through provision of infrastructure facilities such as power supply, good roads, water and micro credit that will enhance women's participation in business.*

**Keywords:** *Technopreneurship, Women Entrepreneur, SSEs., Development, Economy, Entrepreneurial Education*

## **Introduction**

Entrepreneurship is rapidly gaining prominence worldwide because of its positive effects it has on many countries as a catalyst that creates wealth and the generation of job opportunities (Gorol & Atsan 2006). As a matter of fact, entrepreneurship is a major engine driving the nation's economic growth, innovation and competitiveness (Kuratko & Hodgetts, 2009). In recent times, most studies have shown there is a positive relationship between entrepreneurship and economic growth in terms of job creation, firm survival and technological change (Karanassios, Pazarskis, Mitsopoulos, & Christodoulou, 2006). Entrepreneurship is a process of identifying and developing economic and social opportunities through the efforts of individuals which can result in starting and building new businesses, either as independent enterprises or with an incumbent organization (Chell, 2007) The whole idea of entrepreneurship is about self-employment, which in turn will generate employment opportunities for others (Duru, 2011). The importance of entrepreneurial activity for economic growth is now well established (Fapounda, 2012). Entrepreneurship, as an engine of innovation and job creation is a mechanism for changing the distribution of societal wealth and individual and group well-being (Thornton, 1999). Entrepreneurial Development is important to society for economic growth, employment generation, home – based business and decent work (International Labour Organization (ILO), 2005). Entrepreneurial activities have been found to be capable of making positive impacts on the economy of a nation and on the quality of life of people (Adejumo, 2001).

Women entrepreneurship, in particular, is one of the most important inputs in the economic development of a country (Chants, 2007). Women entrepreneurs have been identified by the Organization for Economic Cooperation and Development (OECD, 1997) as a major force for innovation, job creation and economic growth. Women entrepreneurs make an important contribution to the development of the world economy, particularly in developing countries (Allen, Amand, Langowitz & Dean, 2007). They are also the rising stars of the economies in developing countries to bring prosperity and welfare to women folk (Vossenber, 2013). The role of women entrepreneurs in economic growth and social change continues to dominate recent policy debates development (Staub & Amine, 2006). The growth of the proportion of women entrepreneurs in formal and informal

economy in developing countries has drawn the attention of both the academic and the development sector. Donors like international public institutions, national and local governments, NGOs, private companies, charities, knowledge institutes and business associations have initiated programmes or policies to promote and develop women's entrepreneurship (OECD, 2009).

Technopreneurship is one of the important subjects in entrepreneurship issue that may play important role in creation of competitive advantage in various enterprises and organizations (Dolatabadi, & Meigounpoory, 2013). Technopreneurship is innovative application of technical science and knowledge individually or by a group of persons, who create and manage a business and take it financial risk in order to achieve their goals and perspectives. The engineers possess high technical skills in this regard but they often enjoy few skills in business and in terms of entrepreneurial thinking (Prodan, 2007). Its main role which it plays in reconstruction and economic growth is one of the reasons for this purpose. Technology based entrepreneurship is necessary for which technology base industries are being developed promptly and they are substituted by traditional industries and this change and knowledge base activities may be occasionally interpreted as great as industrial revolution (Dolatabadi, & Meigounpoory, 2013).

Today, it is completely clear that according to a report from OECD, development of technology plays an essential role in economic growth and development and technology oriented industries may play ever-increasing and major role in international trade. While emerging technopreneurship may cause ever-growing appearance of knowledge-based SMEs (Dahlstrand, 2007). Dorf & Byers (2005) defined technopreneurship as a leadership style of business including identifying extremely technological economic opportunities with high capacity for growth, collection of resources like expert manpower and capital, rapid growth and remarkable risk management by means of decision-making skills. Technology based businesses exploit from major advancements in science and engineering to provide better products and services for customers (Dolatabadi, & Meigounpoory, 2013).

Further, according to Ghazali, Othman, & Cheng (2005), theoretical and empirical investigations have emphasized the crucial roles that technological innovation and entrepreneurship play in hastening the development of today's industrialized nations. Akpomi (2009) opines that these types of

investigation are now seen as crucial to the development of the third world, and they are accordingly, recognized as important components of technology policy and indigenous socio-economic planning. According to her, the present emphasis on indigenous technical innovation and entrepreneurship stems from the failure to stimulate third world development by borrowing or transferring advanced technology from developed nations.

### **Statement of Research Problem**

Women entrepreneurship development has been recognised as a way out of poverty for women, especially in developing countries (Ogundele, 2008). A number of studies have suggested a positive relationship between women's participation in entrepreneurship and economic development (Kutunis and Bayraklaroglu, 2003; Hisrich and Adams, 2005). Aina (2003) have recognized the increasing influx of women into the field of entrepreneurship in developing countries. According to Aderemi, Ilori, Siyanbola, & Adegbite (2008), technological entrepreneurship is needed to make optimum use of the available knowledge of science and technology in response to market needs, thereby making the economy in question more productive and more internationally competitive. How technopreneurship sustains business performance and the relationship between them is premised upon availability of capital, advanced technology transfer, role played by universities and research institutions through linkage/partnerships with private sector to efficiently harness knowledge, support in terms of policies and infrastructure, intellectual property, entrepreneurial culture, among other constructs (Aderemi *et al.*, 2011; Akande & Oladejo, 2013; Fowosire, Idris & Opoola, 2017; Abbas, 2018).

The significance of technopreneurship in any nation cannot be overemphasized. They are important in the technology advancement of every nation which in turn brings in employment generation for the unemployed graduated in the third world country like Nigeria. Firms that are able to use innovation to differentiate their products and services outperform their competitors, whether the measure of performance is in terms of market share, operational efficiency, profitability, growth, or market capitalisation and so on (Okorie, Kwa, Olusunle, Akinyanmi, & Momoh, 2014; Selvarani & Kanagaraj, 2015).

Despite the call from development agencies and governments to improve the situation of women in business, women remain underrepresented in Information Communication Technologies (ICT). Hence, if women entrepreneurs are to achieve enterprise rationalization and economic emancipation, their use of technopreneurship necessitates deeper investigations. Therefore, this study was conducted to examine the impact of technopreneurship on performance of women entrepreneurs in small scale enterprise.

### **Research Questions**

To specify the problem explicitly, the following research questions are asked:

1. What are the effects of company's income management on net income of women entrepreneurs in small scale enterprise in Ado Odo Ota?
2. What are the effects of profitability on return on investment (ROI) of women entrepreneurs in small scale enterprise in Ado Odo Ota?
3. What are the impacts of innovativeness on job creation by women entrepreneurs in small scale enterprise in Ado Odo Ota.

### **Literature Review**

#### **Concept of Entrepreneurship**

Popular writers, schools of thought and academic writers have different definitions of entrepreneurship and different views on the components of entrepreneurial behavior (Pahuja, 2016). When these definitions are put together, the commonly used words that describe the roles of entrepreneurs are innovation, risk-bearing opportunity, resource and activities coordination (Alvarez & Busentz, 2001). The success or failure of the business will be determined by the personal influence, decision-making and the kind of business policies adopted when playing entrepreneurial roles (Alvarez & Busenitz, 2001). Therefore, *entrepreneurship*, as defined by Pahuja (2016) after examining the different views, is "the process of creating something

new with a value, particularly responding to the opportunities available. It involves time, efforts and assumption of risk, with the expectation of receiving the rewards at the end. The rewards can take any form, monetary or non-monetary (personal contentment)".

Entrepreneurship is the willingness, courage, determination and the capacity to develop a business venture, assuming the risks involved and considering the level of commitment involved and required by the entrepreneur to provide value for the business (Pahuja, 2016). As further stated by Pahuja (2016), entrepreneurship is a practice that does not end in planning but in the execution of the plans, which firmly links the entrepreneurial action to risk-taking. Therefore, entrepreneurship is taking the necessary actions to develop new ideas, whether there are enough resources or not (Pahuja, 2016). An entrepreneur has to be courageous enough to face the consequences of his or her actions, whether they produce failure or success (Rashid, 2014). However, in planning what business to do, entrepreneurs have to consider their passion and weigh up the background and experiences, financial stability, the networks and connections (Chen, Yao & Kotha, 2009).

Entrepreneurship according to Carlsson, Braunnerhjelm, Mckelvey, Olfsson, Persson, & Ylinepaa (2012) is defined as an economic function carried out by an independent individual or an individual within an organization to create an opportunity, develop ideas and introduce them in the market irrespective of the uncertainties. Entrepreneurship is risk taking, proactiveness innovativeness, new venture creation or new business within existing organizations which will result to economic growth and human welfare (Carlsson, *et al*, 2012). Entrepreneurship refers more to exploration than exploitation (Murphy, Laio & Welsch, 2006). However, Murphy, Laio and Welsch (2006) define entrepreneurship as identifying opportunities, pursuing them even when resources to carry out the opportunities are limited.

### **Women Entrepreneurs in Nigeria**

Nigeria is an emerging economy. Emerging economies are developing countries that are becoming more advanced in industrialisation for the rapid growth of the economy (Abepitya, 2016). This includes South Africa, China and India. Emerging economies are mostly poor in infrastructure, which brings many challenges to the entrepreneurial sector (Agrawal, 2018). They have a low per capita income, market instability, low skilled employees and high unemployment, though higher global economic growth rate due to its important bases for industrialisation (Agrawal, 2018). Irrespective of emerging economies' benefit in regulatory reform, cross-border trade and

loose

monetary policy, investing in emerging economies still requires a thorough examination of the risk involved (Agrawal, 2018).

Women's entrepreneurial constraints in emerging economies have been classified into four broad categories identified by Agrawal (2018), namely socio-cultural, economic, psychological and managerial issues. Women entrepreneurs encounter more challenges in starting up and running an enterprise successfully (Mersha & Sriram, 2018) in emerging economies such as Nigeria. Many women entrepreneurs are hard-working, creative and innovative, persistent and self-confident (Abepitya, 2016) – and still not successful. Because Africa has the highest percentage of women entrepreneurs (GEM, 2016/2017), this makes their impact visible in the continent, but it also has the highest recorded number of discontinuances due to the unprofitable business environment.

The low productivity of Nigeria, as an emerging economy, has affected the success of entrepreneurship (Vrajlal, 2015). Vrajlal (2015) found that entrepreneurship failed due to poor governance and management, unskilled workers and poor infrastructure. Low productivity has led to low profitability, which has caused a lot of discontinuance of entrepreneurial ventures by women (GEM 2016/2017). Women entrepreneurs in Nigeria are known to have strengthened economic activities through their small-, medium- and large-scale enterprises (Iyiola & Azuh, 2014), which sustain many families. The report from the survey conducted by the Small Medium Enterprises

Development of Nigeria and the National Bureau of Statistics (2013) showed that women entrepreneurs in Nigeria generated 22,591,229 jobs in the country but needed a sustainable environment to perform efficiently in their various entrepreneurial activities. Individual development is also needed in the form of education and training to promote the skills and capabilities needed for productivity (Abdullahi, 2013) in Nigeria.

### **Importance of Women Entrepreneurs**

Women entrepreneurs are women who develop and build a business venture through their own initiative, and run it strategically to make a profit and exponential growth (Bruni, Gherardi & Poggie, 2004). In the last decades before the 20th century, women's roles in business were determined by the culture and norms of society (Guta, 2018). Women entrepreneurship existed

as a role played by women to supplement their incomes and help the men provide for the family's basic needs (Ehigie & Umoren, 2003). The general belief was that women were meant to build good homes and ensure their children were properly trained and well behaved as they matured into adulthood (Isiwu & Onwuka, 2017). Even when a woman wanted a job or business outside the home, the culture also defined the type of enterprise and how it should be run (Ghiat, 2017).

In the early 19th century, the participation of women in the workplace became evident due to the rise of many big businesses, especially in the United States, which created a boom in the United States economy and opened great doors for women to participate in business and the workplace (Laura, 2002; Blaszezyk, 2002). Women worked as labourers, clerks, salespersons and supervisors and, with the experiences gained from these positions, many moved into the management level, and some established their own businesses (Blaszezyk, 2002). Between World War 2 and the 1990s, women entered into entrepreneurship in larger numbers (Blaszezyk, 2002). According to the GEM report 2016/2017, women entrepreneurship has grown dramatically around the world, and an estimated 163 million women have launched new businesses, while 111 million are running an established business. In the United States, for instance, the Women Business Enterprise National Council (2018) reported that there were 12.3 million businesses owned by women, and the number had grown by 58% since 2007. Sub-Saharan Africa rates the highest number of women entrepreneurs in the world (GEM, 2016/2017): 25.9% of adult women in the region engaged in entrepreneurial activities.

Both men and women entrepreneurs need to be innovative, identify opportunities and develop them using the right resource base (Rashid, 2014). Using the right resource base takes the form of analysing and coordinating the activities, skills and finances required for greater output (Alvarez & Busenitz, 2001). The ability of women to grow enterprises from small- to medium-scale, irrespective of the societal perception of women as the weaker gender (Isiwu & Onwuka, 2017; Ehigie & Umoren, 2003) can be measured by the strength of their resources (Alvarez & Busenitz, 2001).

### **Concept of Technopreneurship**

The term technopreneurship is an offshoot of entrepreneurship. Selladurai (2016) defines technopreneurship as “a simple entrepreneurship in a



technology intensive context. It is a process of merging technology prowess and entrepreneurial talent and skills.” He also described a technopreneur as a person who terminates the prevailing economic order by presenting novel products as well as services, by fashioning novel sorts of organizations in addition to manipulating novel raw materials.

A technopreneur may be considered singly with assistance of his or her usage of technology within the business. A technopreneur is a person who sets up a business concerned with computers or comparable technology. It is pertinent to point out that technopreneurship intention among youths is a function of creativity and the technological experience or engagement of individuals. Yusi, Endang, & Eko (2017) see technopreneurship intentions as the curiosity of people to desire a career as an entrepreneur as well as start the realization of their business dreams using information and communication technologies. Such individuals are always looking for businesses and business information that are in demand. Technopreneurship promises to be a major economic development agent for both developed as well as developing countries of the world (Ali, 2018).

### **Technology**

Technology is also one of the key elements of technopreneurship and also one of the loosely used by many academics. The context of each use should be stated in each case. Wagner *et al.* (2015) define technology as “a set of tools designed to manipulate the natural world and to extend human intentions”. This makes sense since it captures the notion of solving day to day problems but may require further clarification of two terms; science and mechanics. Wagner *et al.* (2015) distinguish technology from science as they define science as “a way of knowing things - it is a widely accepted, adaptable, and a transferable set of assumptions about how to understand the world in which we find ourselves.” The International Technology Education Association (2007) holds that “broadly speaking technology is how people modify the natural world to suit their purpose.” The definition implies a diverse set of processes, procedures and knowledge that people utilise to improve continuously their ability to meet their needs and wants. It is broad enough but needs some explanation to point to these processes, knowledge and needs.

Originally, according to Funk (1999), the word “*technology*” comes from two Greek words, transliterated “*techne*” and “*logos*”. “*Techne*” means art,

skill, craft, or the way, manner, or means by which a thing is gained. “*Logos*” means word, the utterance by which inward thought is expressed, a saying, or an expression. So, technology means words or discourse about the way things are gained. Funk (1999), went on to give five different definitions of technology to illustrate the different perspectives:

1. First, technology is the rational process of creating means to order and transform matter, energy, and information to realise certain valued ends.
2. Second, technology is the set of means (tools, devices, systems, methods, procedures) created by the technological process. Technological objects range from toothbrushes to transportation systems.
3. Third, technology is the knowledge that makes the technological process possible. It consists of the facts and procedures necessary to order and manipulate matter, energy, and information, as well as how to discover new means of such transformations.
4. Fourth, technology is a subset of related technological objects and knowledge. Computer technology and medical technology are examples of technologies.
5. Finally, technology is a system consisting of a technological process, technological objects, technological knowledge, developers of technological objects, users of technological objects, and the worldview (that is, the beliefs about things and the value of things that shape how one views the world) that has emerged from and drives the technological process.

Technology is so pervasive that it influences social life on a day-to-day basis (Kim & Lee, 2015). Most definitions of technology are myopic and lack a full understanding of the phenomenon. Another definition which can be seen as providing a full meaning of technology, apart from Funk’s fifth definition (1999), is by Rebentisch & Ferretti (1995), who consider technology as, “any form, material or social, into which knowledge has been embodied; to include hardware, software, products, rules, procedures, organizational structure, and knowledge or technical expertise.” The list of issues that are covered by technology is endless, but the common thread is that they are all aimed at solving day-to-day industrial and domestic problems in a community through the application of knowledge to human activities.

In practice, technology covers all disciplines and industries, that is, there is technology in all science and engineering disciplines, as there is also

technology in business sciences, humanities and social sciences. There is also mining technology (Wagner *et al.*, 2015), farming technology (Holbreich, Metwali, Thorne, Sperling, Martinez, Ober, Von Mutius, Vercelli, & Gozdz, 2015), manufacturing or production technology (Milián & Kamen, 2015) and business technology (Strumickas & Valanciene, 2015), medical technology and education technology (Schwendimann, Cattaneo, Dehler Zufferey, Gurtner, Bétrancourt, & Dillenbourg, 2015). Each field has its technology aimed at solving problems and making life convenient in each area. Other technologies cut across disciplines and industries such as information technology and nanotechnology. Sociopreneurs should appreciate that most social challenges are solved through the application of knowledge to human activities. Modern economies are knowledge based and, given that entrepreneurship is innovation based, there is a need to realize that sociopreneurship is made effective by fusing it with technological innovation (Technovation) and technopreneurship.

In this study, as such, by the same understanding, it can be concluded that *technology is the application of scientific knowledge (natural or social) to solve industrial or domestic day-to-day operational problems*. Thus, technology can be equated to applied science or scientific knowledge endowed with purpose and interactive tools such as technical expertise, rules, policies and procedures, strategies, hardware and software. It can also be viewed as an application of knowledge to human life. Day to-day living standards here refer to the very idea that there is a need for continuous discovery of ways to make life more convenient. The purpose of technology is to enhance continuously the quality of human life. The definition is comprehensive and all are encompassing, assisting people understand the diversity of technology.

### **Barriers to Technopreneurship**

It has been presented in researches that technological innovation is an imperative internationalization driver at the level of the firm and barriers to technopreneurship consequently proceed also as internationalisation barriers

### **Lack of knowledge for available technologies**

The barriers of knowledge for innovation relate to the lack of knowledge of available technologies, knowledge sources and markets and past research

has confirmed the presence of considerable barriers to innovation related to knowledge of technologies and markets, accessing finance and the deficiency of skilled labour. Econometric analysis results revealed that firms that are not a division of a big business group or SMEs are more likely to experience barriers of knowledge (Kemp, Folkeringa, Jong, & Wubben, 2003). The main cause of this barrier is that a large organization or allied grouping has an advantage of size and they can increase fixed costs related to activities of knowledge sourcing or measures management of internal knowledge for an outsized output. Therefore, technopreneurship have a drawback that they mostly do not have enough money to discover information about technologies and markets in a systematic way. consequently, the outcome of the result shows that firms are already internationalized in a systematic way and they report experience of more barriers of knowledge to innovation (Ozgulbas, Koyuncugil & Yilmaz, 2006).

#### **Financial barriers for the firms**

One more barrier that restrains the activity of technopreneurship is considered as financial barriers towards innovation for the firms. Past studies have revealed that financial barriers have an advanced impact on innovation for young firms, as well as SMEs (Medina & Rufn, 2009; Kraaijenbrink, Spender & Groen, 2010). The huge organisations or companies which are division of a business groups are less likely to experience these issues and because of their size it is not difficult to set up collateral funds inside the groups. Barriers related to finance are mainly vital for Technopreneurship with narrative technologies and products (Espallardo & Ballester, 2009).

#### **Business Performance**

Studies of business performance concluded that successful business ventures tend to be created by males who engage in systematic planning, who are achievement motivated and who can manage risk effectively (Lerner, Brush, & Hisrich, 1997; Hisrich & Ozturk, 1999). A study by Fairlie & Robb (2009) who examined the determinants of success and survival among male and female entrepreneurs in the United States have found that businesses owned by female entrepreneurs were not likely to record failure and were also as successful as businesses run by males, which was contrary to the conventional wisdom relating to the inferiority of females in

entrepreneurship. Fairlie & Robb (2009) also found that the determining factor of success and survival operated in much the same way for males and females. This suggests that the processes underlying the performance of business ventures are similar regardless of the entrepreneur's gender. These findings were supported by a study conducted in the United Kingdom by Roomi, Harrison, and Beaumont-Kerridge, (2009), which found no significant difference in the rates of survival of female and male owned businesses, and that female owned businesses are more likely to employ females and were typically smaller in size.

Mboko & Smith-Hunter (2010) argued that although these previous findings add to our knowledge of the performance differences and similarities, performance in entrepreneurial businesses should be determined by financial indicators such as profitability, employees' growth rate, turnover and business survival. In this regard, Carter (2010) found that businesses owned by females had lower turnover sale, do not tend to grow substantially in employment after 12 months in business, are more likely to employ few core staff and are usually valued at a lower rate than male owned businesses.

Carter (2010) further maintained that businesses owned by females were more likely to serve only local markets. Another recurring theme related to the performance of female businesses in developed economies is the effect of business training on performance. Most studies conclude that the effect of business training on female entrepreneurs is less pronounced than the training effect on male entrepreneurs (Carter, 2000; Davis, 2012; De Mel, Mckenzie, & Woodruff, 2013). However, research focusing on female entrepreneurs reported the positive effects of training on the performance of female businesses. For example, Calderon *et al.* (2012) found that business training increases female entrepreneurs' revenues, profits and the number of customers served. Valdivia (2013) reported that female entrepreneurs who undergo general business training are more likely to stay longer in business than those without training.

Studies also address factors affecting the performance of businesses owned by female entrepreneurs in developed economies (Cater, 2000; Roomi *et al.*, 2009). For example, it is found that females seemed less optimistic in their expectations for future business success than males and tended less to believe that their business venture could generate adequate income to meet the needs of the household (Cater, 2000). Another reason for the low performance rate of female businesses is that females consider business

growth as a risk, which may be social or financial or may come from endogenous or exogenous sources, as a result, they try to be more conservative, more careful and more risk averse, deliberately striving for a manageable and controlled growth rate (Roomi *et al.*, 2009). However, more recent studies of female entrepreneurship (Olusola, 2012; Olabisi, 2014) suggest that there is a need for the definition of business performance and success to include a non-financial measure because of the difference that exists between entrepreneurs and businesses. This argument has been thought to make a stronger case in the literature of female entrepreneurship

### **Research Methodology**

This study is focused on the women entrepreneurs in small scale enterprise in Ado-Odo Otta local government, Ogun State, Nigeria. The population of women entrepreneurs in this area is estimated to be one hundred and fifty (150). These include all women entrepreneurs involved in technological enterprises in the study area.. Regression and correlation test were adopted to test the research hypotheses. Also, for easy analysis and computation, the Statistical Package for Service Solution (SPSS) was adopted. The research questionnaires were administered to one hundred and ten (110) respondents which is the sample size of the study, ninety five (95) were fully returned and collected.

**TABLE 1 ANALYSIS OF RESPONSE RATE**

Questionnaire	Respondent	Percentage (%)
<b>Returned</b>	<b>95</b>	<b>86.4</b>
<b>Not returned</b>	<b>15</b>	<b>13.6</b>
<b>Total distributed</b>	<b>110</b>	<b>100</b>

**Source: Field survey, 2021**

### **Demographic Characteristics of the Respondents**

The demographic characteristics of the respondents includes: sex, marital status, work experience, age, educational qualification and experience with the organization.

#### **SEX**

The result of the sex distribution of the respondent from table 4.2 reveals that 47(47.0%) were male while 53 (53.0%) were female. This percentage

indicated that the number of female were higher than males, which suggest that respondent are female dominated.

### **MARITAL STATUS**

The results from table 4.2 shows that 60 (60.0%) of the respondent were single, 25(25.0%) of the respondents were married, while 15 (15.0%) of the respondents were divorced. This shows that the respondents are dominated by employees' who are single.

### **WORK EXPERIENCE**

The result from table 2 shows that 68(68.0%) of the respondent has 1-5 years' experience, 21(21.0%) of the respondents has 6-10 years' experience, 9(9.0%) of the respondent has 11-15 years' experience, while 2(2.0%) of the respondent has above 15 years of experience. This shows that the respondent is dominated by those who has 1-5 years' experience.

### **Age**

The result from table 2 shows that 52(52.0%) of the respondent are between 20-25 years, 35(35.0%) of the respondents are between the ages of 26-45 years. 11(11.0%) of the respondents are between the ages of 46-55 years, while, 2 (2.0%) of the respondents are 56years and above. This means that the respondent is dominated by those who are within the ages of 20-25 years.

### **EDUCATIONAL QUALIFICATION**

The result from table 2 shows the education qualification of the respondents that reveals that 26(26.0%) of the respondent are SSCE holders, 53(53.0%) of the respondent are HND/BSC holders, 19(19.0%) of the respondent are MSC/MBA holders, while, 2(2.0%) of the respondent has other qualification. This shows that the respondent is dominated by those who are HND/BSC holders.

### **EXPERIENCE WITH THE ORGANISATION**

Table 2 finally reveals the work experience of the respondent. 71(71.0%) of the respondent has spent 1-4 years in the organization, 21(21.0%) of the respondent has spent 5-10 years in the organization, 7(7.0%) of the respondent has spent 11-15 years in the organization, while, 1(1.0%) of the respondent has spent 16years and above in the organization.

**TABLE 2 DISTRIBUTION OF THE RESPONDENT DEMOGRAPHIC CHARACTERISTICS (N=100)**

VARIABLES	CATEGORIES	FREQUENCY	PERCENTAGE	CUMULATIVE	MEAN
<b>Sex</b>	Male	47	47.0	47.0	1.53
	female	53	53.0	53.0	
<b>Marital status</b>	Single	60	60.0	60.0	1.44
	Married	25	25.0	25.0	
	Divorced	15	15.0	15.0	
<b>Work Experience</b>	1-5years	68	68.0	68.0	1.45
	6-10years	21	21.0	21.0	
	11-15years	9	9.0	9.0	
	15 years above	2	2.0	2.0	
<b>Age</b>	20-25	52	52.0	52.0	1.63
	26-45	35	35.0	35.0	
	46-55	11	11.0	11.0	
	56 and above	2	2.0	2.0	
<b>Educational qualification</b>	SSCE	26	26.0	26.0	1.97
	HND/BSC	53	53.0	53.0	
	MSC/MBA	19	19.0	19.0	
	Others	2	2.0	2.0	
<b>Experience with organisation</b>	1-4years	71	71.0	71.0	1.38
	5-10years	21	21.0	21.0	
	11-15years	7	7.0	7.0	
	16 years and above	1	1.0	1.0	

Source: field survey, 2021

## HYPOTHESIS TESTING

### HYPOTHESIS ONE

**Ho: There is no significant relationship between net income and company's income management**

**Table 3 Correlation Between Net Income and Company's Income Management**



		Net income	Company's income management
Net income	Pearson correlation	1	.159
	Sig.(2-tailed)		.113
	N	100	100
Company's Income correlation management	Pearson	.159	1
	sig.(2-tailed)	.113	
	N	100	100

Table 3 shows the relationship between net income and company's income management. It shows a significant positive relationship in net income and company's income management in business administration. The correlation value is 0.159 and the p-value is 0.113 which is greater than the significant level of 0.005. This implies that there is a positive relationship between net income and company's income management. We reject the null hypothesis and accept the alternative hypothesis.

## **HYPOTHESIS TWO**

**Ho: There is no Significance Relationship between Return on Investment and Profitability**

**Table 4: Correlation Between Return On Investment And Profitability**

		Return on investment	profitability
ROI	Pearson correlation	1	.471***
	Sig.(2-tailed)		.000
	N	100	100
profitability	Pearson correlation	.471***	1
	sig.(2-tailed)	.000	
	N	100	100

\*\* Correlation is significant at the 0.01 level (2-tailed)

Table 4 shows the relationship between ROI return on investment and profitability. It shows a significant positive relationship in ROI return on investment and profitability. The correlation value is 0.471 and the p-value is 0.000 which is less than the significant level of 0.005. This implies that

there is a positive relationship between net income and company's income management. We accept the alternative hypothesis.

### **HYPOTHESIS THREE**

**Ho: There is no Significant Relationship between Job Creation and Innovativeness**

**Table 5: Correlation Between Job Creation And Innovativeness**

		Return on investment	profitability
Job creation	Pearson correlation	1	.456***
	Sig.(2-tailed)		.000
	N	100	100
innovativeness	Pearson correlation	.456***	1
	sig.(2-tailed)	.000	
	N	100	100

\*\* Correlation is significant at the 0.01 level (2-tailed)

Table 5 shows the relationship between job creation and innovativeness. It shows a significant positive relationship in job creation and innovativeness. The correlation value is 0.456 and the p-value is 0.000 which is less than the significant level of 0.005. This implies that there is a positive relationship between job creation and innovativeness. We accept the alternative hypothesis.

### **Empirical Framework**

#### **Hypothesis One**

These findings were derived from the data analyzed from the questionnaire and were backed up by past findings. These include:

Hypothesis one shows a significant positive relationship between net income and company income management. This implies that there is a positive relationship between net income and company income management. This is in tune with the study that income management is important to the firm for accountability Bailetti, 2012. The correlation value is 0.159 and the p-value is 0.113 which is greater than the significant level of 0.005. This implies that there is a positive relationship between net income and company income management. We reject null hypothesis and accept the alternative hypothesis.

### **Hypothesis Two**

It revealed a significant positive relationship between return on investment (ROI) and profitability. This correlates with (Spender & Groen, 2010) which state that return on investment is an improvement strategy to the growth of firm. The correlation value is 0.471 and the p-value is 0.000 which is less than the significant level of 0.005. This implies that there is a positive relationship between ROI return on investment and profitability. we accept the alternative hypothesis.

### **Hypothesis Three**

Hypothesis three revealed a significant positive relationship between job creation and innovativeness. This correlate with the study of (Tolbert, David & Sine, 2011) revealed that creation of job ease the economy of unemployment and favourable market incentive. The correlation value is 0.459 and the p-value is 0.000 which is less than the significant level of 0.005. This implies that there is a positive relationship between job creation and innovativeness. Therefore, we accept the alternative hypothesis.

### **Conclusion**

The aim of this empirical study is to evaluate technopreneurship and performance of women entrepreneurs in small scale enterprise. The study applied correlation and multiple regression approach and establishes empirical support for some conjectures made in the literatures. Given the increased rate unemployment for women in the society, one is looking for an alternative source of employment generation and women entrepreneur for the Nigeria women and populace, it then becomes inevitable to carry out this study. This finding correlated somewhat with results of comparable earlier studies which had shown that educating female student's entrepreneurial competencies helps them to develop and invest in themselves. The focus is on women entrepreneurs as it is one of the most important essentialities for income management and household management. The study therefore has been able to find the relationship between technopreneurship and performance of women in small scale enterprise.

### **Recommendations**

From the findings and subsequent conclusion of the study, the following recommendations were put forward:

There should be a fund raising scheme so as to help build up more in their business for growth and development of their enterprise.

Educationist should not relent as more effort should be placed on how to better optimize their business enterprise.

Women entrepreneur should overcome self-doubt by believing in themselves and also be confident and also support each other to be confident and business oriented.

Effort should also be made by the government to organize a platform that deals in giving out funds to business ideas establishment and also training and empower programs for women so as to reduce unemployment for women.

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