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The journal aims at promoting research both in the Social Sciences and its cognates. It will continue not only to publish research findings and articulate position papers from academics but also provide a forum for exchange of views between the various Social Science disciplines and cognates as well as with policy makers and executives concerned with the human phenomenon.

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Emmanuel P. Udofia, PhD



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Notes to Contributors

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International Journal of Social Sciences is devoted to the promotion of research, scholarship and dissemination of knowledge in the area of social sciences and allied disciplines. It will therefore publish research findings, practical and analytical papers and short communications on social issues. Each paper must make significant and definitive contribution to knowledge, address chosen problem(s) and point to possible solution(s). Papers should be submitted in triplicate typed double line on A4 size. Each manuscript should have a cover page bearing details like title, name and address of author(s). Manuscripts should generally range between 3000 and 5000 words but not exceeding twenty typed pages, doubled-spaced. An assessment fee of N3000.00 must accompany each manuscript.

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Entrepreneurial Innovation and Poverty Reduction: A Study of Selected Entrepreneurs in Ilorin Metropolis

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Abstract

The study examined the effect of entrepreneurial innovation on poverty reduction in a part of Nigeria. Since Entrepreneurship is considered an effective tool for bringing about growth in the economy, the study aimed to investigate the effect of entrepreneurial innovation as a tool for poverty reduction in Ilorin metropolis. Taro Yamane formula (1973) was used to select a sample size of 400 respondents. About 400 copies of the questionnaire were distributed to the three local government areas in Ilorin (Ilorin west, Ilorin south and Ilorin east) on the ratio of 3:2:1. A structured questionnaire was designed on a five point Likert rating scale while the hypothesis formulated was tested using cross tabulation through Pearson Chi square and correlation techniques. The result showed that entrepreneurial innovation had positive significant influence on poverty reduction in Ilorin. Based on the findings, it was recommended that education, skill development and entrepreneurship promotion were needed to reduce poverty while efforts should be made to promote creativity and innovative abilities of entrepreneurs.

Keywords: Entrepreneurial innovation, Poverty, Entrepreneur, Government, Capital

1. Introduction

The significance of entrepreneurship to economic development in Nigeria cannot be overemphasized. Government establishments and private companies are able to generate the much needed employment for the teeming population in the country. As a result, poverty the generality of Nigerians are living below the poverty line. According to Osinbajo (2015) one hundred and ten million Nigerians are living beneath destitution line regardless of the arrangements of past government to enhance their welfare. Entrepreneurship is, therefore, a necessity to enable the population survive the ever-increasing challenges of poverty in our dear country.

Entrepreneurship is considered as a dynamic process of developing something new with value by giving the required time and effort together with intellectual, financial and social risks that is attached. This, therefore, leads to getting rewards of monetary and personal satisfaction and individuality that comes with it (Frederic, 2012). Entrepreneurship has to do with finding out economic demands and providing goods or services that are capable of meeting - up with these demands. Despite the usefulness of entrepreneurship to a nation's development, entrepreneurial development in Nigeria is still low. The Nigeria governments are not doing enough to bring about entrepreneurial innovation in the country. The low entrepreneurial development is as a result of factors inadequate funds, poor facilities, lack of enlightenment, among others. Entrepreneurs in Nigeria are faced with the problem of inadequate fund to expand their businesses and those who which to start - up do not have the required capital. According to Johnson (2017), thousands of Nigerians are out there with wonderful ideas that they could turn to real business but could not because most of them lack capital to put their ideas into reality. Lack of capital has been the number one reason why entrepreneurship development in Nigeria has not improved over time. This has spurred the researchers to looking into how entrepreneurial innovation can reduce poverty in Ilorin metropolis.

Entrepreneurship innovation cannot be ignored by any country that wishes to achieve economic development. There should be entrepreneurial development programmes which will be aimed at identifying target groups that have some of the prerequisites for entrepreneurial development. It is unfortunate that many entrepreneurs in Nigeria are finding it very difficult to start up or expand as a result of inadequate fund, inadequate supply of electricity and inadequate facilities to carry out their operation, as a result poverty is at the increase. According to Frederic (2012), the major factors impeding the development of entrepreneurship in Nigeria today is inadequate funds and electric power which most of the times result into increase in the cost of running a business. The Nigeria government should be able to lunch programmes on entrepreneurial development to identify citizens who have the skills of being an entrepreneurs and support them with the necessary fund and equipment to start up or expand their businesses.

2. Objectives of the Study

This study sought to examine the effect of entrepreneurial innovation on poverty reduction.

The word Entrepreneurship was first used to describe people engaged in military expedition as early as 16th century. In 1795 the word was frequently applied by the French to contractors handling government projects like construction of roads, bridges and fortification contracts. It was also used to refer to architects of this period. Richard Cantilliona French economist and a business man was the first to apply entrepreneurship to business in 1925. During this period, many people were looking for capital to start up their own business and capital owners were not ready to give out their money without a grantor. Richard Cantillion granted for so many people that came his way and since then, the word entrepreneur came to be applied to a person who bears risk in the economy. He also proposed that an entrepreneur buys a product at certain price with the view to selling the product at an uncertain price in the future, thereby, operating at a risk.

The history of entrepreneur in Nigeria has a direct impact on what the nation is facing today (Johnson, 2017). Many Nigerians used to be entrepreneurs before the colonization era, in fact, the wealthiest at the time were traders. Entrepreneurship was a way of life for many people then. Nigeria then was full of people with business mindsets and always had a high moral standard and value system for doing business. During the colonial era, the mode of entrepreneurship changed. The colonial masters brought their goods and services and made Nigerians intermediaries. Formal education came in and Nigerians began to accept it, many were trained to join the labour force and not to be entrepreneurs. The entrepreneurial mindset started to fade away.

There is high need for entrepreneurship in Nigeria today and governments have been working on how to improve entrepreneurship development in Nigeria. However, the challenges facing entrepreneurship in Nigeria is not making it flourish as in many other countries (Johnson, 2017).

For the present study, the objective was to investigate the effect of entrepreneurial innovation on poverty reduction in Ilorin metropolis.

3. Functions and Characteristics of Entrepreneurship

Basheer (2003) identify the following function of entrepreneurship:

- i. Identification and Sporting of an Investment Opportunities:* An investment opportunity represents the needs and wants of the people which cannot be satisfied by the existing business organization, which an entrepreneur has the capacity of satisfying. This needs and wants must be large enough to give the entrepreneur satisfactory profit level. Investment opportunities can be found in the environment; it is left for the entrepreneur to be able to sport out these opportunities. The entrepreneur can identify opportunities through research, observation or request from consumers.
- ii. Decision Making:* entrepreneurs are those that make things happen. In the process of identifying investment opportunity, the entrepreneur can come up with more than one opportunity. If such situation arises then, the entrepreneur has to make a decision. Decisions can be seen as identifying and selecting an alternative course of action to deal with specific problems or take advantage of opportunity.
- iii. Creativity:* This has to do with the ability to process information in such a way that the result will be new, original and meaningful. Innovation and creativity are the

distinctive characters of the entrepreneur. The entrepreneur must continuously be able to see new ways of doing things with little concern for how difficult they may be.

iv. Risk Bearing: The reward for entrepreneur is profit or loss which comes as a result of risk bearing. Entrepreneur is associated with risk, he bears unsystematic risk that is unavoidable such as market risk, changes in the nation's economy, tax reform by the government, interest rate, government policies among others;

v. Networking: Entrepreneur must be able to know where to find resources, how to control a business and identify opportunities, all these involve link, connecting and integrating one person with another and one item with another.

Behavioural characteristics have to do with the personality attributes of an entrepreneur. Okpara (2000) was able to identify the following as the behavioural characteristics of an entrepreneur:

i. Need for Achievement: The entrepreneur should define the goals he set for himself in terms of resources, time frame and measurement. Entrepreneurs should be able to set goals to be achieved at the end of the financial year.

ii. Internal Locus of Control: This describes the extent to which people feel they are in control of what happens in their lives. Individuals with internal locus of control see themselves as being in control and believe that their actions can dictate events which of course are typical of the entrepreneur. Entrepreneurs believe in their ability, they determine their situation and base their actions and decisions on judgment and not luck. They also maintain a high level of emotional stability in the face of difficulties.

iii. Risk Taking: Entrepreneurs try to calculate risk involved in a business before venturing into it. They weigh their personal capabilities against the risk. The entrepreneur is not afraid of failure once he has made up his mind on the degree of risk to accommodate.

iv. Originality of Ideas: An entrepreneur must develop the ability to be original and innovative in his dealings. He must be flexible enough to change his product or service to meet up with the current customer demand.

v. Leadership: An entrepreneur cannot carry out his operations all alone; he has to employ both skilled and unskilled labour to achieve his aims and objectives. Sometimes, the entrepreneur will have to make use of external forces in dealing with his employees but most times he has to be democratic and flexible in the use of punishment or reward system.

4. Entrepreneurship Process

Entrepreneurship process involves pursuing a new venture that has to do with more than just problem solving in a typical management position. Entrepreneurship is a continuous process that needs to be followed by an entrepreneur to plan and launch the new venture more efficiently.

According to Smiriti (2018) entrepreneurial process takes place in this form:



Figure 2.1 Entrepreneurial process

i. Development of the business plan: The entrepreneur needs to develop a comprehensive business plan. A business plan is very important to the success of any new business since it acts as a benchmark and evaluation criteria to see the organization moving to achieve the desire objectives. The major components of a business plan include mission and vision statement, goals and objectives, capital requirement etc.

ii. Discovery: The entrepreneur must be able to discover opportunities in the areas he wished to operate or where he is operating. Once opportunities are discovered and decided upon, the next steps is to evaluate the opportunities by asking question like, whether the opportunity is worth investing in, is it sufficiently attractive, are the proposed solutions feasible and what are the risk involved.

iii. Resources: Here the entrepreneur identifies and acquire the resources from where the finance and the human resource can be arranged. The entrepreneur finds the investors for his new venture and the personnel to carry out the business activities.

iv. Management of the resulting enterprise: The entrepreneur operates the business and utilizes resources to achieve its goals and objectives. Once the funds are raised and the employees are hired, the next stage is to initiate the business operations to achieve the set goals. The entrepreneur must decide the management structure or the hierarchy that is required to solve the operational problem when they arise.

v. Harvesting: This is the final stage in the entrepreneurial process. The entrepreneur decides on venture's future growth, development or demise. Actual growth should be compared against planned growth then the decision regarding the stability or the expansion of business operations is undertaken according by an entrepreneur.

Prevention of Poverty

Gbanju (2018) was of the opinion that to eliminate poverty completely might not be easy but to reduce or limit poverty in Nigeria, he thought of the following:

i. Education: The educational system in Nigeria should be reorganized to prepare students for real life outside the four walls of the school. It should be in such a way that with a secondary school certificate, one can survive and live unlike what we have now that some secondary school leavers can hardly speak good English. The government

should spend more fund on restoring the terrible state of education as we have in Nigeria public primary, secondary and tertiary institutions today.

ii. Skill development: Artists and technical training as we have in the 60s and 70s, and 80s should be revitalized. Training such as plumbing, brickwork, block making, construction and electrical expertise should be taught professionally to enable those who do not go to tertiary institutions to attend and make decent living.

iii. Promote entrepreneurship: Government should purposely promote entrepreneurship in the youth populace and in the private sectors. This can be done through the establishment of business parks and startup centers, Micro-financing to help startups, grants for those who want to go into agriculture, tax holidays for startups, financing of business and startup competitions.

iv. Stimulate the economy: Government should stimulate the economy through infrastructural development like roads from rural area that will aid the smooth transportation of farm produce from the rural areas to the urban areas. Developing infrastructures in the rural areas will encourage people to stay in the rural areas to farm and not rush to the urban areas to look for jobs that are not there. The government can develop rails and water transportation. This will create activities that will have current effect on the economy. Government can do better by assisting agriculture in terms of grants, loans, extension services, training and promote cooperative amongst farmers to elevate their farming system.

v. Diversifying the economy: As it is now, Nigeria relies on just oil for her foreign exchange earnings. Nigeria is blessed with so many resources that she can be great in agriculture, mining, tourism, entertainment and sport. The potential in Nigeria is huge that is if only the government will deliberately focus on diversifying the economy.

5. Theoretical Framework

The Achievement Motivation Theory

This theory was propounded by McClelland, Princeton & Van (1961). The theory came with an intermediating psychological motive. He argued that the drive toward achievement is the basis of activity for most entrepreneurs. McClelland extended the Weber's causal sequence producing entrepreneurial behavior in the following way; ideological values, family socialization, and need for achievement. He ascribes the inculcation of the achievement motive to child bearing practices which stress standard of excellence, self-reliance and training. McClelland maintained that the special entrepreneurial qualities are being represented in the following characteristics; little interest in performing routine tasks or in situation of high risk desire for responsibility and the desire to measure task performed.

Protestant and the Spirit of Capitalism Theory

This theory was developed by Max Weber which was published in 1958. This protestant ethics encourages hard work and sizzles work on daily existence, accumulation of capital and investments. Besides innovation, other motivating forces of entrepreneurship are created by the adoption of exogenously supplied religious beliefs.

According to him certain religious belief creates either a positive or negative attitude towards profit generation and accumulation of wealth. He argued that business leaders and owners of capital as well as the higher grades of skilled labour, and even more the higher technically and commercially trained personnel of modern enterprises are overwhelmingly Protestants. Before coming to a conclusion Weber surveyed the main participants of different religions- Protestants, Catholics and Muslims in order to find out their attitude and behaviour toward profits. He concluded that the Protestant ethics tended to go well with high profit generation and accumulation of capital

Empirical Review

Kareem (2015) carried out a research on the impact of entrepreneurship on poverty alleviation in Nigeria. The objective was to determine the relationship between entrepreneurship and poverty alleviation. The study adopted non-parametric method of analysis which included chi-square analysis, correlation analysis to test the hypotheses formulated. The result of the findings revealed that the majority of the respondents were holders of the B.Sc./HND with less than 5 years' experience. Majority of the respondents suggested that another way to alleviating poverty was through job creation in government ministries. It was concluded that there was a significant relationship between entrepreneurship and poverty alleviation at 1% probability level.

Anekwe. Ndubuisi and Attah (2018) carried out a research on the effect of entrepreneurship development on poverty alleviation in Nigeria. The specific objective was to examine the effect of entrepreneurship training and education on poverty alleviation in Nigeria. The study adopted human capital theory propounded by Robert (1991) and McClland achievement theory (1961). It was concluded that entrepreneurship development is a key tool for poverty alleviation, stimulating employment and economic growth, enhances educational attainment and increases the rate of economic growth, and for Nigeria to move out of the disturbing high level of poverty. Adequate attention must be given to the growth of entrepreneurship.

6. Objective of the Study

The objective of the study was to examine the effect of entrepreneurial innovation on poverty reduction in Ilorin metropolis.

7. Materials and Methods

The study made use of questionnaires to elicit information from selected entrepreneurs in Ilorin metropolis. The study employed two sets of variables, poverty reduction proxies by education, skill development, promotion of entrepreneurship, and stimulation of economy while entrepreneurial innovation is proxies by creativity, risk bearing, identification of opportunities and decision making.

Cross tabulation through Pearson chi square and correlation techniques were used to test the hypothesis formulated. Chi square statistical analysis was used because it will help to show how well the assumed theoretical distribution fit to the observed data. The formula is given as:

$$\chi^2 = \sum \frac{(O - E)^2}{E}$$

Where:

- Σ means to sum up
- O = each Observed (actual) value
- E = each Expected value

Population of the Study

The population of the study comprised of selected entrepreneurs from the three local government areas in Ilorin, Ilorin-west, Ilorin-south and Ilorin-east. The study employs Taro Yamane formula (1973) to arrive at a representative sample of 400 respondents on ratio 3:2:1 respectively due to the density of entrepreneurs in the three local government areas.

$$n = \frac{N}{1 + N(e)^2}$$

Where:

n = Sample size required

N = Number of people in the population

E = allowable error (%)

Substitute numbers in formula

$$N = 308,119 / 1 + 308,119(0.05)^2$$

$$n = 400 \text{ (Rounded)}$$

Sample size and sample Techniques

Convenience sampling method was used to select 400 entrepreneurs from the three local government areas in Ilorin.

Research Question

What effect has entrepreneurial innovation on poverty reduction in Ilorin metropolis?

Research Hypothesis

H₀₁: Entrepreneurial innovation does not have effect on poverty reduction in Ilorin Metropolis.

Research Instrument

The questions used to elicit information are capable of finding out the level of entrepreneurial innovation influence on poverty reduction in Ilorin metropolis. The researcher made use of questionnaire as the data collection instrument. The questionnaire was divided into parts i.e. part I and II. Part I had information on the personal data of the respondents such as gender, western education and occupation while part II consisted of questions measuring entrepreneurial innovation influence on poverty reduction with five-point Likert scale answers ranging from (5= strongly agreed and 1 strongly disagree)

Data Collection and Administration

The study employed primary source of collecting data. Primary data was obtained using structured questionnaires. Copies of the questionnaires were administered by the researchers and three assistants to the respondents, which facilitated interaction and shedding more light on areas that were not cleared to the respondents. Out of the 400 questionnaires administered 377 were completed and found useable.

Data Analysis and Discussion of Finding

Cross tabulation through Pearson chi square and correlation techniques were conducted to determine the effect of entrepreneurial innovation on poverty reduction in Ilorin. The result is shown in the table below:

8.1 Analysis of Returned Questionnaire

Table 8.1: Summary of Questionnaire Administered, Returned and Analyzed

S/N	Local government in Ilorin	Copies of Questionnaire Administered	Copies of Questionnaire Returned	Copies of Questionnaire Completed and Used	% of Questionnaire Copies used for Analysis
1	Ilorin West	200	191	188	94
2	Ilorin South	133	129	128	96
3	Ilorin East	67	63	61	91
	Total	400	383	377	94

Source: Field Work, 2019

Table 8.1 revealed that copies of the questionnaire were distributed to the three local government areas in Ilorin on ratio 3:2:1. However out of the four hundred (400) copies of questionnaire distributed, three hundred and eighty-three (383) were returned while only three hundred and seventy-seven (377) signifying 94 % were duly completed and used for this analysis. The breakdown clarified that Ilorin West returned of 191 copies of the questionnaire from the 200 distributed while only 188 copies of questionnaire signifying 94 % were found useful for the analysis. Ilorin south returned 129 copies of questionnaire from the 133 distributed while 128 copies of the questionnaire signifying 96 % were found usable for the analysis. From Ilorin east, 63 copies of the questionnaire were returned from 67 distributed and 61copies representing 91 % was found usable for the analysis. Looking at the percentage of the response rate '94%', was found to be sufficient for the study. As a result, it was considered valid to draw inference for the study.

Hypothesis I

H₀₁: Entrepreneurial innovation does not have any significant effect on poverty reduction in Ilorin metropolis.

Table 8.2: Cross Tabulation

Poverty Reduction * Entrepreneurial Innovation

		Entrepreneurial Innovation						
		SD	D	U	A	SA	TOTAL	
Poverty Reduction	Education	Count	0	0	9	21	30	Pearson X ² = 231.383 ^a
		Expected count	6.3	6.2	4.3	6.2	7.0	
	Skill Dev.	Count	0	8	10	8	11	Pearson R = .616 Spearman R= .372 Sig. = .000
		Expected count	7.8	7.6	5.3	7.7	8.6	
	Promote	Count	9	29	10	8	4	
	Ent.	Expected count	12.6	12.3	8.5	12.5	14.0	
	Stimulate	Count	30	30	16	30	56	
	Economy	Expected count	29.9	29.1	20.2	29.5	53.2	
	Diver.	Count	35	5	14	18	16	
	Economy	Expected count	17.3	16.8	11.7	17.1	25.2	
Total	Count	74	72	50	73	88	377	
	Expected count	74.0	72.0	50.0	73.0	88.0	377.0	

Source: *Author's Computation, 2019*

Table 8.2 presents the cross tabulation showing the association between poverty reduction and entrepreneurial innovation, the findings revealed that creativity, identification of investment opportunities, risk bearing and networking have significant association and correlation with education, skill development and entrepreneurship promotion which proxy for poverty reduction. The statistical result from the Pearson's chi square of 231.383^a showed great association between level of poverty and entrepreneurial innovations. Also, the Pearson's correlation of 61.6% showed a positive correlation between poverty level and entrepreneurial innovation. Likewise, Spearman correlation showing 37.2% with p-value less than 0.000 which was less than 0.05 ($p < 0.05$). This implied that there was significant association and positive correlation between poverty reduction and entrepreneurial innovation. The implication of this was that entrepreneurial creativity, innovative ability, networking, leadership trait and identification of investment opportunities contribute significantly to the reduction in the level of poverty through enhanced education, skill development and entrepreneurship promotion which helped to stimulate the economy and aid in economy diversification. A good and improved entrepreneurial innovation metrics are capable of reducing the level of poverty. Hence, Entrepreneurial innovation had effect on poverty reduction.

6. Conclusion and Recommendations

The population of Nigeria today is over 190 million, majority of the population are youth that falls within the employable population. Government establishments cannot employ one third of the population that falls within the employable population. As a result, poverty is at the increase in Nigeria. The need for entrepreneurial development is crucial to reduce poverty in Nigeria. However, the findings of this study revealed that entrepreneurial innovation has significant effect on poverty reduction in Ilorin metropolis with Pearson's Chi square of value 231.383, Pearson's correlation of 61.6% and the p-value of .000 which was less than significant value of 0.05. Since the significant value

was less than 5%, the null hypothesis was rejected which indicating that entrepreneurial innovation had positive effect on poverty reduction in Ilorin metropolis. It was, therefore, concluded that entrepreneurial innovation was essential to reduce poverty in Ilorin metropolis. The following recommendations were made based on the findings of the study:

- i. Government should organized orientation programmes through education, skill development and entrepreneurship promotion to discover people with the required entrepreneurial skills and talents.
- ii. Government should make funding available to promote entrepreneurial spirit through creativity and innovative abilities to reduce unemployment.

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