



## THE SIGNIFICANCE OF GOVERNMENT SUPPORT TOWARDS ENTREPRENEURSHIP DEVELOPMENT OF THE HAUSA PEOPLE IN NIGERIA

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### **Abstract**

*Entrepreneurship plays an important role in the process of economic development, and has remained vital concept adopted for social, economic and human development. However, the Hausa people of northern Nigeria are said to be the most impoverished people with several socio-economic inequalities existing between them and other ethnics in Nigeria. Therefore, entrepreneurship development strategy appears to be one of the most suitable strategies for economic development of less developed societies, as it is less costly and more appropriate for the less developed people. Similarly, to create an entrepreneurship environment, several stakeholders take a vital function in stimulating entrepreneurship. Hence, this paper highlighted the significance of government support towards the entrepreneurship development of the Hausa people. This conceptual paper has gone through an extensive process in identifying issues bedeviling Hausa entrepreneurs in Nigeria, types of government supports available to them, loopholes identified in the government support, and gap existing in the entrepreneurship development of Hausa people in Nigeria. Therefore, the paper has further suggested some recommendations for expediting the progress of the development of the entrepreneurship of Hausa people, and fixing the leakages in the government support, while making a huge impact to the economy in general.*

**Keywords:** *Entrepreneurship Development, Hausa, Government Support, Government Policy, Government Initiatives*

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## INTRODUCTION

Entrepreneurship plays an important role in the process of economic development, and has remained vital concept adopted for social, economic and human development discussion (Abimbola, Adekeye, Ajayi, & Idowu, 2011). Similarly, earlier Keynesian scholars dominated the discourse of economic development focusing and emphasizing on the significance of variables like foreign aid and government planning, however, it is a general conclusion now entrepreneurship serves as the major driver of economic advancement (Baumol, 1990).

In Africa, the value contributed by entrepreneurship is immense. In Ghana alone, micro-entrepreneurs offering employment to less than 5 employees, provide employment to around 70 percent of the country's labour. Equally, the private sector in Kenya provided employment to about 3.2 million of the citizen which made 18 percent contribution to the country's GDP (Oyelola, et al. 2013).

Studies such as Oyelola, et al. (2013) commended on the benefits derivable out of entrepreneurship illustrating the contribution made by Nigerian SMEs in the private sector towards the provision of diverse employment opportunities for about half of the population as well as half of the industrial produce. Ihugba, et al. (2013) in Nigeria in particular, entrepreneurial activities and innovative creativity have led to the creation of firms in different sectors such as agricultural, mining, transport business, telecommunications, hotel, catering and tourism, construction firms etc.

Entrepreneurship is no panacea for all society's ills, but it has enough spillovers and is causal enough that it should be a public priority on par with education, security, welfare, energy, and health as a basic social good (Isenberg, 2011). However, Nigeria still remains to be listed among the poorest countries having shocking rates of unemployment among the youth, and though it boasts of vibrant economic growth in sub-Saharan Africa. Yet with this unfortunate deplorable condition, but the government has not done much in tackling the hardship of the people which has had consequent negative ramifications on the society's well-being (Ihugba, et al. 2013). Nigeria has been rated in the rank woefully for ease of doing business, though it appeared higher than other West African countries in 2011 Doing Business Index (Edoho, 2015).

Particularly, the northern Hausa people are said to be the most impoverished people in Nigeria. The socio-economic inequalities between on the one hand the Yoruba and Igbo, and the Northern-based Hausa-Fulani are very sharp. In terms of the educational field, the Hausa region that constitutes about 53% of the nation's population but could only account for 19.7% of graduates admitted into universities in the last decade. Equally, in the professional careers, levels of inequality among the Hausas and other tribes still surfaced. In the region, it could only boast of 2% of engineers, 14.6% of lawyers, 0.7% of estate surveyors, 14.2% of architects, and 2.7% of accountants of Hausa origin as at 1990. So also, as few as 16% of registered companies are found in the Hausa region. Therefore, inequalities exist in several social indices based on educational, business and professional qualification, while poverty is said to be resident most Hausa states of northern Nigeria, and lagging behind in terms of literacy level, health care services accessibility, electricity and water (Bangura, 2003; Sabiu et al. 2019).

Hence, government support is necessary to Nigerians especially to the less advantaged people, who are the Hausas in Nigeria, but it is so painful that in Nigeria, that is the government support lacking or not properly or adequately implemented. This is unlike what is obtained in countries like Malaysia even though developing as well but the huge amount of budget allocation towards entrepreneurship is quite impressive.

Similarly, to create an entrepreneurship environment, several stakeholders take a vital function in stimulating entrepreneurship. This state is brought by building symbiotic partnerships between the society, organisations from both public and private sectors taking endeavours towards achieving the aim of building productive business ventures capable of contributing to economic growth. The government's role is important in the development of an entrepreneurship environment. Yet, this role is not usually taken seriously in several emerging and less developed countries, as the governments are weak in developing the enabling environment (Sheriff, & Muffatto, 2015). Suggestively, Sheriff, and Muffatto, added that realizing the significance of entrepreneurship environment in stimulating entrepreneurial activities for achieving economic growth, thus, governments are required to dedicate more actions in developing such systems (Sheriff, & Muffatto, 2015). More so, entrepreneurship development strategy appears to be one of the most suitable strategies for the economic development of less developed societies, as it is less costly and more appropriate for the rural environment than other strategies (Alikhani, et al. 2013).

Hence, this paper is aimed at highlighting the significance of government support towards the entrepreneurship development of the Hausa people. Therefore, the next section presents the several supports that were provided by the government in Nigeria.

## **RESULT**

### **Government Support Initiatives and Policies to Develop Entrepreneurship**

As far back as 1964, the government in Nigeria has come up with some entrepreneurship development initiatives as well as policies and established several institutions and agencies in order to assist in the development of entrepreneurship and SMEs in Nigeria (Edewor, et al. 2014). This section therefore presents government supports in Nigeria:

#### ***Policies, Programmes and Initiatives Created by the Government to Promote Entrepreneurship in Nigeria.***

1. Agricultural Development Project (ADP): This programme is aimed at boosting the food production while improving the livelihood of the rural people (Abimbola, Adekeye, Ajayi, & Idowu, 2011).
2. National Poverty Eradication Programme (NAPEP): This initiative is created to provide vocational skills acquisition and business start-up for the purpose of managing unemployment in the country (Abimbola, et al. 2011; Musa, Abdullah, & Wahid, 2016). To respond to the unemployment menace, the Government of Nigeria set up NAPEP programme on youth employment (Egunsola, et al. 2012).
3. National Directorate of Employment (NDE): This directorate is charged with enhancing vocational skills and designing initiatives to boost start up to tackle unemployment (Abimbola, et al. 2011; Musa, Abdullah, & Wahid, 2016). Also, the NDE serves as the main employment generation body. However, the evaluation of their programmes in the areas of youth employment confirms that a nationwide action plan is still needed (Egunsola, et al. 2012).
4. Small and Medium Enterprises Development Agency of Nigeria (SMEDAN): This is saddled with the responsibility of promoting the development of SMEs in Nigeria (Abimbola, et al. 2011). SMEDAN came into being in 2003 with the aim of promoting the development of micro, small and medium enterprises (MSMEs) sector of the Nigerian economy. The agency exists for the sole purpose of developing MSMEs in Nigeria to facilitate the access of micro, small, and medium entrepreneurs and investors to all resources required for their

development. The agency provides funds and training for young entrepreneurs throughout the country (Buowari, 2015; Musa, Abdullah, & Wahid, 2016).

5. National Economic Reconstruction Fund (NERFUND): These funds are made available as long-term loan facilities at affordable rates to encourage small to medium scale factory investment (Abimbola, et al. 2011).

6. Family Economic Advancement Programme (FEAP): this programmed is initiated to support micro enterprising (Abimbola, et al. 2011).

7. The National Economic Empowerment and Development Strategy (NEEDS): This initiative was a strategy devised for economic empowerment and development. This programme is aimed at delivering Nigeria towards a prosperous nation. The initiative is focused on four vital aspects namely; value re-orientation, poverty reduction, wealth creation and employment generation. This programme is meant to ensure that more funds are expended on offering courses in order to impart vocational and entrepreneurial skills; establishing technical and vocational facilities as well as furnish equipment for practical work (Obi, 2015).

8. People's Bank and Community Bank Programme: This programmed is designed to facilitate banking services to the poor in terms of access and credit facilities (Abimbola, et al. 2011).

9. Better Life Programme/Family Support Programme (BLP/FSP): this programme is designed to support micro women entrepreneurship (Abimbola, et al. 2011).

10. National Office for Technology Acquisition and Promotion (NOTAP): This office was set up to boost industrial based entrepreneurship development matters for the entire national productive economy to focus on technology for micro, small, medium and large scale industrial ventures (Chukwuemeka, 2011).

11. The Small and Medium Enterprises Equity Investment Scheme (SMEEIS) is another initiative by the government facilitated the steady transformation of the subsector through provision of adequate and affordable financing. This scheme requires all commercial banks to set aside 10 percent of their profit after tax, in order to support equity investment in MSMEs in Nigeria (Buowari, 2015).

12. Entrepreneurship Development Centres (EDCs) were established in every geo-political zone in the country with pilot test carried out in three centres, which were, Kano, Onitsha, and Lagos in order to enhance capacity building to generate more wealth creation and employment while assisting the operations of other relevant government agencies (Ihugba, et al. 2013).

In order to achieve success with the policies, the government initiated a number of incentives for industrial-related entrepreneurial development, which consist of income tax relief, tax discount for use of local content, direct provision of funds, etc. (Chukwuemeka, 2011). The policies and initiatives also include:

13. World Bank SME I AND II Loan Schemes

14. The Nigerian Industrial Development Bank (NIDB)

15. Tax relief towards boosting investment in economically backward societies.

16. Income tax relief

17. Import Duty Relief

18. Tariffs imposed on foreign goods to encourage local industries.

19. Export promotion incentives

20. Bank of Industry

21. Advisory Agencies

22. Micro Finance Banks

23. Small and Medium Industries Equity Investment Scheme (SMIEIS)

***Issues Associated with Government Support in Nigeria***

Since independence, economic instability has characterized the general atmosphere of Nigeria with its attendant havoc on the socioeconomic lives causing increased poverty and unemployment. Despite the essence of small businesses significance to an economy and which the Nigerian government has attempted to improve through various initiatives, however which progress is being deterred by several factors (Buowari (2015).

General opinion became dominant that entrepreneurship development has become necessary for economic development as most nations have regarded the sector as having the tendency to move their respective economies, generate wealth, encourage vast product development, enhance the industry value chains, employ the youth, women as well as disadvantaged people in the society (Edewor, et al. 2014). However, a number of policy interventions developed by several administrations focused at facilitating entrepreneurship development through the stimulation of SMEs has been unable to meet the expected goals (Onodugo, & Onodugo, 2015). Similarly, the low performance of small businesses in Nigeria was realized to be consequent of the host of factors ranging from attitudes and behaviours, environmental factors, as well as unsteady and often volatile government policies (Buowari, 2015).

Additionally, Chukwuemeka (2011) added that the policies in the country that are intended to improve the entrepreneurial environment are designed with less consideration to conflicting goals. Inadequate resources have always hindered the means to reach the desired goals in pursuing the public policies. Electricity, water, motorable roads, and several other policies associated with entrepreneurship have not been taken seriously by the government due to the complexity in the issues inherent which overweigh the cost of implementing these policies. So also opined by Buowari, (2015) despite that the government had pursued a vast number of policies to enhance the private sector, several factors such as inadequate basic infrastructure, absence of industrial and private sector, and dominance of foreign-based multinational companies still hinder the growth of the small businesses. Oyelola, et al. (2013) added that though SMEs face challenges in accessing bank credits, but the most disturbing issue bedeviling the sustenance of entrepreneurship in Nigeria is the nonchalant attitude of the government towards developing and support for SMEs. They lamented that the most daunting issue troubling the state of entrepreneurship in the country is less interest showed by the government towards supporting micro and small enterprises. Chukwuemeka, (2011) reiterated that these days many entrepreneurs who have flair for industrial development have folded because of harsh government tariff and policy neglect.

Similarly, a significant factor that had negative effect on growth was excessive loan interest rates which encouraged savings, but forestalled the flow of credit and investments to the industrial sector (Oyelola, et al. 2013). Additionally, unemployment rate remains so high, while, entrepreneurship development is still facing tough difficult times as the entrepreneurial environment become so hostile in the country (Chukwuemeka, 2011). Buowari (2015) asserted that financing is a key factor that hinders the growth of entrepreneurship in Nigeria.

Oyelola, et al. (2013) in their findings showed that Nigeria lacked the entrepreneurship business environment required for the growth of the economy. Oyelola et al. identified several factors and challenges that militate against economic growth, such as epileptic power supply, bad roads, unlawful taxation, lack of support services for SMEs, and high cost of transportation/telecommunication facilities. Additionally, Chukwuemeka, (2011) averred that unemployment rate remains so high, while, entrepreneurship development is still facing tough difficult times as the entrepreneurial environment become so hostile in the country.

It is quite sad that though the vast resources invested in terms of human and financial into these initiatives, they have however woefully failed in meeting the expected outcome due to poor implementation. Allegations were raised at the government, as to whether it has been playing politics by not strengthening the policies and initiatives with enough and on time disbursement of funds and other needed materials. This has led to the moribund state of these initiatives and impracticability of these policies. Similarly, the agencies involved with pursuing these initiatives and execution are left with unqualified and incompetent personnel who lack the relevant needed experience and trustworthiness. These personnel are often selected based on their political connections and readiness to utilize the opportunities in favour of their patrons in managing these agencies to the detriment of the populace. They approve the loans to their counterparts politicians, families and associates who do not necessarily fit the criteria to deserve them (Ihugba, et al. 2013). Additionally, small businesses in Nigeria are faced with several challenges such as poor marketing skills, unskilled management, lack of support, challenge of human resources, aggressive competition, corrupt practices, etc. (Buowari, 2015).

On the issues confronting entrepreneurship development in Nigeria, Edewor, et al. (2014) stated that where provisions for credit facilities were made by the government, the real beneficiaries of those schemes unfortunately come from cronyism, nepotism or people with political network, not the right people with the feasible and profitable business idea, which obstructs the effective entrepreneurial development of the Nigerian youth and dampen creative minds. More so, these interesting policies designed by the government are significantly important and desired but there exists a lacuna, whereby, most of these policies are nicely drafted on paper but poorly implemented (Chukwuemeka, 2011). Despite that small businesses have accelerated the economy's growth and had formed 70% of new jobs, however, SMEDAN has recorded a high failure rate of SMEs in Nigeria. Not more than 20% of new small businesses have survived beyond 5 years and recent findings showed that survival rate 5 years seems to be decreasing (Buowari, 2015).

While it is laudable that the government has made significant efforts to provide the different initiatives at various times and by several administrations to develop entrepreneurship development in the country. But, a number of socio-cultural and demographic elements that have formed to disrupt the intended benefit and advantageous outcomes attributable to the said programmes. Part of the challenges encountered include state resources and benefits are shared based on subjective considerations such as ethnicity, religious affiliation, nepotism, cronyism and favoritism (Edewor, et al. 2014). In essence, entrepreneurs in Nigeria are faced with variety of challenges.

### ***Hindrances Faced by Nigerians towards Entrepreneurship Development***

Entrepreneurs in Nigeria constantly face some challenges that pose hindrance to the full optimization of the entrepreneurial environment and whole growth and development. Among the problems as given by Orugun, and Nafiu (2014) are:

#### **1. Financial Issues**

There is always difficulty in accessing funds which significantly impedes the proliferation of business ideas and plans in the Nigerian market. The lending institutions do not help matters by limiting funds availability in the market or making the cost of capital unbearable to the entrepreneurs (Oyelola, et al. 2013; Orugun, & Nafiu, 2014; Buowari, 2015). Equally bad, the institutions charge higher interest rates up to about 28% which is deterrent to small potential entrepreneurs. Another issue is the demand on meeting of some collateral conditions by lending institutions (Onodugo & Onodugo, 2015; Ihugba, et al. 2013).

## 2. Electricity Issues

To run a business hitch-freely in Nigeria means that one has to provide own electricity supply. Small business enterprises having limited funds available face the risk of failure because of this power supply (Oyelola, et al. 2013; Orugun, & Nafiu, 2014). Similarly, Onodugo and Onodugo (2015) added that the deteriorating infrastructure or its non-existence in some places like erratic power supply has really made the business running cost skyrocketed.

## 3. Transportation Issues

Though there are several forms of transportation facilities in Nigeria such as land, sea, air etc. however, transportation activities carried out by most firms in Nigeria in supplying of raw materials or finished items to consumers is usually done by road as the main and cheapest form of transportation in Nigeria. Notwithstanding, the poor condition of the roads has posed a challenge in Just-In-Time delivery in business operations. This mostly affects the shrewd entrepreneurs to make their business sites near the raw materials, or producer or consumer market or in urban settlement (Oyelola, et al; 2013; Orugun, & Nafiu, 2014; Ihugba, Odii, & Njoku, 2013; Buowari, 2015). Onodugo and Onodugo (2015) equally lamented on the poor state of infrastructure such bad road networks.

## 4. Security Issues

Insecurity in Nigeria has always been a serious issue of concern, which calls for the cause for alarm for the very existence of businesses and the lives of the entrepreneurs. Different parts of Nigeria have different experiences in security challenges. But it was noted that it is not all parts that are threatening to security. An example is that northern Nigeria may be good in business and but the risk may be higher. The security challenges may include threats like terrorism, fraud (including cyber-crime or 419) armed robbery, a crime of arson or property destruction committed by employees. Another daunting issue is the ignominious side of justice rule in Nigeria some use the term (Justice is fair, but justice is as dark as charcoal (Oyelola, et al; 2013; Ihugba, et al. 2013).

## 5. Lack of Government Support

Government support is ostensibly propagated, but with less action or attention is given to the promotion of the growth of SMEs and development of the general economy in Nigeria. ridiculously, failure of the government to boost support for entrepreneurship in Nigeria has made even when famous athletes retire, they choose to be politicians instead of entrepreneurs. Plus, other unfavourable conditions that entrepreneurs face such as high taxation, outrageous levies and duties, and nuisance often caused by government agencies (Orugun, & Nafiu, 2014; Onodugo & Onodugo, 2015; Oyelola, et al; 2013; Ihugba, et al. 2013).

## 6. Corruption

A pervasive corruption that hinders and frustrates the system, which demands entrepreneurs to part with some bribe in license procurement, permissions, goods and services from government agencies and taxes and levies (Oyelola, et al; 2013; Onodugo & Onodugo, 2015; Ihugba, et al. 2013; Buowari, 2015).

## 7. Tax on Multiple bases

Despite that Nigeria's Companies Income Tax Act (CITA) decreed 39 taxes and levies only, however, other taxes and lease collected by state or local government representatives amount to as much as 500 in number. The authenticity of these taxes is questionable and in most cases they pile up more burden on the business due to duplication of taxes too even if they are authentic (Oyelola, et al; 2013; Onodugo & Onodugo, 2015; Ihugba, et

al. 2013).

#### 8. Failure to adjust to the business dynamism in Nigeria

Most entrepreneurs venturing into Micro, Small and Medium Scale Enterprises (MSMEs) are ill-equipped with current and sufficient information regarding their businesses. When they eventually encounter some challenges in the business, they get stuck or struggle hard to remain afloat as they lack the problem-solving skills (Onodugo & Onodugo, 2015; Ihugba, et al. 2013).

#### 9. Lack of Patent Law Enforcement

The government has no provision to enforce patent laws on Nigerian innovations which eventually deter Nigerian entrepreneurs from commercializing their creative inventions and ideas.

#### 10. Political Instability

The intermittent political instability in Nigeria is highly repelled foreign investors willing to invest funds for entrepreneurship in the country despite its abundant natural resources.

11. Political and social movements have a strong impact on the extent entrepreneurial activity can go in the country. Equally religious turbulence and ethnic clashes are harmful to the progress of some regions in the country.

12. Female entrepreneurship has been neglected and marginalized and discouraged simply because of cultural traditions assuming the superiority of male dominations in the society.

13. The entrepreneurial activity in Nigeria is mainly necessity based.

14. The products/services produced are poorly made.

15. The Nigerian citizens bear an inferior outlook towards indigenously made in Nigeria products, as they long more for foreign imported goods.

#### 16. Inconsistent government policies

Furthermore, the Business Environment and Enterprise Performance Surveys (2007) identified fifteen (15) critical challenges facing businesses in Nigeria. These include: access to finance, access to licenses/permit, corruption, courts, crime/theft/disorder, customs & trade registration, electricity, inadequately educated workforce, labour regulations, political stability, practices informal sector, tax administration, tax rates and transportation (Oyelola, et al. 2013; Ihugba, et al. 2013).

## CONCLUSION

Conclusively, the paper has gone through an extensive process in identifying issues bedeviling Hausa entrepreneurs in Nigeria, types of government supports available to them, loopholes identified in the government support, and gap existing in the entrepreneurship development of Hausa people in Nigeria. Therefore, the paper has further suggested some recommendations for expediting the progress of the development of the entrepreneurship of the Hausa people, and fixing the leakages in the government support, while making huge impact on the economy in general.



A nation's economic development requires the need for it to be able to enhance the value of its output with the limited resources i.e people, land and capital in the longer term. In a country like Nigeria, where the entrepreneurial forces are relatively active however, dealing in an unsteady and unstable economy, that the citizens, unemployed, and even the employed, whether young or old, take on entrepreneurship trying to hustle as best as they could in order to provide for the family and shun poverty (Ihugba, Odii, & Njoku, 2013). Therefore, the progress of Nigeria heavily depends on these energetic entrepreneurs who are more than ready to channel their efforts towards the actualisation of the Nigerian industrialisation dream. However, the government needs to fix several leakages on its part, as to create an enabling environment and equally fix the gap where needed. Hence, from a several literature, it was identified that the Hausa region is quite left behind laden with serious socio-economic imbalances, so it remains the duty of the government to endeavour to administer the strategies towards balancing the lopsided achievement in the regions in the country. A paradigm shift could be taken by borrowing a leaf from progressive countries with multi-racial groups such as Malaysia in handling the economic conditions of the disadvantaged group (see Sabiu, et al. 2017). Significantly, the strategies could be much harnessed through boosting the entrepreneurship development of the Hausa people.

Therefore, at this juncture, the study has offered some recommendations. It was indicated that the youth usually show preference for being self-employed, and so also as they grow older, the likelihood of self-employment increases. The explanation given for this could be due to limited resources available to youth, thereby slowing the chances to starting up new ventures. Hence, scholars have suggested that to encourage self-employment among the youth people that the government initiatives should focus on assisting new ventures created by youth in terms of financing, informational services, advisory counselling as well as creating awareness of self-employment as a career option (Verheul, et al. 2002). Therefore, the Nigerian government could much focus on giving more assistance to the teeming youth in Nigeria, as over half of the population are considered as youth especially in the northern region of the Hausa.

Similarly, according to Gnyawali and Fogel (1994) model, the process of developing competent entrepreneurs and increasing the tendency to become an entrepreneur involves creating several business opportunities in the society, improving individuals' propensity to start a business, and developing their competency to entrepreneurship. It is equally good if Nigerian government does more in developing the entrepreneurial capability of the Hausa people. More importantly, a huge portion of the population in the northern Hausa region consists of female, and they form most part of the disadvantaged group of the society. Therefore, special focus ought to be given by the government into the issues of women and strategise ways through which their conditions can be alleviated. Verheul, et al. (2002) asserted that it is opined that women often face financial challenges in adopting entrepreneurial ventures. Hence, it is important that entrepreneurship among women is encouraged in order to expand their entrepreneurial endeavours to several sectors of the economy through government support by offering advisory or financial support.

Equally to achieve all-inclusive growth, unemployment and poverty need to be tackled. As Obi, (2015) suggested that it is agreed that providing rich and available entrepreneurial education would help in decreasing the rate of unemployment, poverty and deliver the desired level of development in Nigeria and other developing worlds. Similarly, entrepreneurial skills and technical know-how should be given special attention by the government in the development of the Hausa entrepreneurs. More so, training can be provided in wide range of specialised areas in order to bridge the gap in knowledge between the Hausa people and their counterparts in other

regions as well as in the women of the Hausa origin. This was corroborated by Verheul, et al. (2002) that voted for more specialised education that focuses on the strengthening of entrepreneurship and proliferation of entrepreneurial skills and knowledge through the educational system.

Culture, values and attitudes play a huge role in molding the behaviour of a Hausa person, therefore it is key that the government of Nigeria should work towards paradigm shift in order to fine-tune the idea, way of thinking, behaviour, and mindset of the Hausa people in their perspectives towards entrepreneurship. Scholars such as Verheul, et al. (2002) have recommended that government policies focusing on training of entrepreneurial skills and education that could inculcate entrepreneurial values and shape and foster more positive attitude and culture of the people regarding entrepreneurship.

Similarly, there is agreement among scholars that the more conducive the business environment, the more likely that new businesses will emerge and grow. People will more likely be encouraged and feel competent to start a business when the social environment values entrepreneurship, when various opportunities are available for entrepreneurs, and when they have sufficient knowledge and skills required to start and manage a business. The willingness and capability to start a business may be further enhanced if potential entrepreneurs do not face hurdles during the start-up process and if they are confident that outside expertise could be obtained easily when necessary. Governments both directly and indirectly affect the development of an environment that could support entrepreneurship (Gnyawali, & Fogel, 1994). The government can also emphasise on the themes as proposed by Saxton et al. 2010) which included effective strategizing, flexible financial capital management, market positioning and sales, human capital development, and stable power supply.

In essence, the Hausas form the largest ethnic group in Nigeria with the vast huge population in the nation, therefore, their socio-economic development remains very vital and needs to be addressed with utmost urgency if Nigeria is geared towards development. The rationale behind this is not meant for discriminating other tribes of Nigeria per se, but with an open mind to foster all-inclusive growth and development in Nigeria by considering any disadvantaged group. Other developing and developed countries such as USA and Malaysia have used the same approach to address the issue of lopsided development among the races in these countries. Therefore, Nigeria needs to replicate that model used in some of these countries and apply it to the Hausa to develop their entrepreneurship.

The research therefore suggests that future researches should consider deeply investigating the effectiveness of the government support towards developing the Hausas entrepreneurially. It is equally proposed for future research adventures to endeavor to develop framework used and tested in other similar milieu as Nigeria and found suitable to be adopted in the Nigerian context specifically to give a boost to the entrepreneurship development of the Hausas in Nigeria.

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