

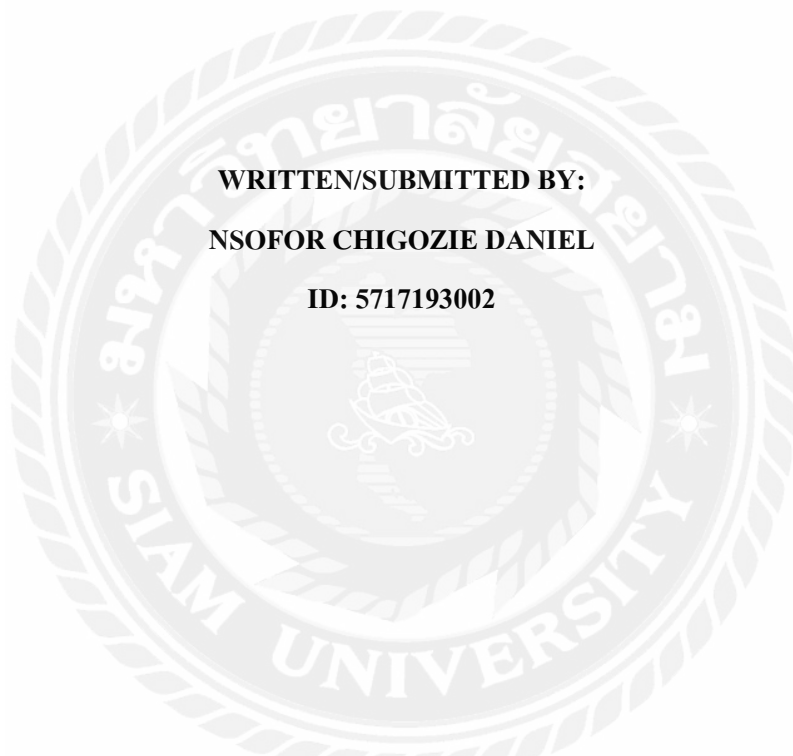


**THE ANALYSIS OF SMALL AND MEDIUM ENTERPRISES (SMEs)  
IN NIGERIA**

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**SUBMITTED IN THE PARTIAL FULFILLMENT OF THE REQUIREMENT FOR  
THE DEGREE OF MASTERS IN BUSINESS ADMINISTRATION  
INTERNATIONAL PROGRAM, GRADUATE SCHOOL OF BUSINESS,  
SIAM UNIVERSITY, BANGKOK, THAILAND**



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**This independent study has been approved to be partial fulfillment of the requirement for Degree of Master in Business Administration in Siam University Bangkok, Thailand**

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## Abstract

**Research Title** : The Analysis of Small and Medium Enterprises (SMEs) In Nigeria

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*Dec* / *17* / *2017*

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This study, Small and Medium Scale Enterprises (SMEs) in Nigeria, was undertaken to find out if the SME sub-sector in Nigeria has performed its critical role of driving the country's industrial transformation and development as it has done in other developed countries; and if not, why, and also to identify remedial measures. The study thus investigated the performance of the Small and Medium Enterprises in the Nigerian economy, its problems and prospects and recommended measures to make the sub-sector to play the crucial role it is expected to play. A total of 5 SMEs were randomly selected from the city Port Harcourt Rivers State Nigeria. Participants were selected through a simple random sampling process. A structured questionnaires was constructed, and administered on the participants. The responses to the questionnaires were complemented with personal interviews of the key operators by the researcher. The responses of the participants were analyzed using the statistical package (frequency distribution Table and the Chi-square). The hypothesis of this research which were tested at 0.05 level of significance using chi-square statistics hinged on identifying the greatest problem which SMEs facing Nigeria, the identification and ranking of the top ten problems or challenges of SMEs in Nigeria. The major findings of this study were analyzed and recommendations were made by the researcher.

## **ACKNOWLEDGEMENT**

In this section, I would like to express my gratitude to God Almighty first and foremost, to my parents Mr. & Mrs. Andrew Anosike Nsofor, to my brothers most especially Mr. Samuel N. Nsofor and to my sisters, to my beautiful Wife, to Pst. Akomas C. Daniel, to my friends, to Prof. Emmanuel, to my Pastor, to my Bishop, Dr. Rungroje Songsraboon, advisor and Dr. Vijit Supinit, Assco. Prof. Dr. Jomphong Mongkolvanich Dean, Graduate School of Business, Siam University, Bangkok, Thailand, also to Nual Manee for their thoughtful and caring supervision by means of this educational excellence. I am most grateful to them especially for their deep understanding of the Independent Study and their good communication skills.



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Date 2017

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## **CHAPTER ONE**

### **INTRODUCTION**

#### **1.1 BACKGROUND OF THE STUDY**

Nigeria is a nation that is blessed with so many natural resources which agricultural produce was a major source of income for the country before oil was discovered in the south-south region of the country. Nigeria never was mentioned as one of the richest countries of the world. It is true that Nigeria never came to the limelight as a rich nation, but it was able to feed its citizens and also the economy was better than what it is now. At this time, most of the country's export income was from agricultural products. At this time, Nigeria has been making good effort in regards to the economic transformation of the nation. There has been many projects on going but all the projects have been on large scale which is government owned and in turn is very expensive. Most times these large scale projects are being managed by foreigners who are experts and other big organizations are owned by the colonial era and managed by them.

The introduction of a new source of income (oil) the nation's foresight moved away from agriculture, though a rich economy but its problems started when it drifted from agriculture to oil. The economy was on a stand still due to bad leadership style. This was due to the excessive spending of the nation's funds in



project that is not worthwhile, which made the country to suffer economic problems like poverty and inadequate infrastructure.

To face this problem that has emanated from large scale business and other economic challenges which led to economic depression (recession), the government of the day against all odds dancing towards the areas of SMEs (Small Scale Enterprise) as a way to restore the economy and bring back the nation to its actual place when it comes to the international market. The present administration has carried out a lot of campaign to educate and sensitize citizens of the need to move towards SMEs more especially the unemployed youth.

With all this measures put in place to combat unemployment the government introduced both with the federal and state government level several program such as NEEDS and many other just to see that it citizens are able to enjoy the evident of a democratic system of government.

To buttress the importance and the potentials of SMEs in the promoting of an industrialized and self- reliance economy, the government in its national development plan of vision 2020 explicitly stated the main objectives of the program. These are to be achieved through corresponding assistance to small scale entrepreneur in financial management, technical concept and human relations skills.

A Medium and Small Scale Enterprise encourages local entrepreneurship which helps to develop our rural areas and reduce rural urban migration. Therefore it forms a basis that SMEs is the backbone of any nation's industrialization process.

## **1.2 STATEMENT OF PROBLEM**

Having seen the background on which the need to carry out the research work, emanated from, it will be wise to enumerate the problems which has served as draw backs to the reason why a solid rock (backbone) on an economy has not been developed till this time. This problems could be both internal and external and for the purpose of this study the following problems will be looked into;

- a) Internal problem which could be Managerial issue which have put a hold to the promoting of entrepreneurship and self-development among citizens.
- b) Lack of provision credit facilities for the entrepreneur minded citizens and inadequate infrastructure in the country.
- c). Limited experience which becomes a barrier to the entrepreneur.

## **1.3 OBJECTIVES OF THE STUDY**

On the basis of this Independent study, the major objectives of this independence Study is to carry out a research into the Medium and Small Scale Business Enterprise and also highlight the means and tactics that could be embraced to

endorse and assist the development of SMEs to promote economic self-reliance in the society.

Other objectives of this study are:

- i) To scrutinize the present system for the support and improvement of small-scale business enterprises in Nigeria.
- ii) To draw attention to the problem working against the competence of these systems.
- iii) To offer prospective resolution to the identified challenge
- iv) To emphasize the administrative style in Nigeria's government that lack the will to bring good strategies to business enterprises
- v) To emphasize the lack or inadequate credit and infrastructural insufficiency in small business enterprises.
- vi) To emphasize how to go about the instituting a better small business enterprises.

#### **1.4 RESEARCH QUESTIONS**

This Independent Study will concentrate on the following questions.

- i) What are the managerial problems that militate against the promotion of entrepreneurial transformation?

- ii) Why do most administrations in Nigeria lack the will and power to develop appropriate strategies to small business enterprises?
- iii) Is there inadequate credit and infrastructural deficiencies in small business enterprises?

## **1.5 SIGNIFICANCE OF THE STUDY**

After the drift away from agriculture Nigeria has paid dearly for it. Leaving her once major source of income and employment for her citizens, Nigeria today has suffered recession and so many economic challenges.

A study on the input of SMEs to Nigerian economic will be beneficial in the following area:

- i) It will bring a major improvement in the Small scale entrepreneur.
- ii) It will serve as a guide to Small scale industries supporting agencies
- iii) It will serve as a map for state government on how to go whenever SMEs is mention.
- iv) It will improve the entire business community in Nigeria

## **1.6 SCOPE OF THE STUDY**

This Independent Study is focused majorly on inputs made by SMEs towards the economic improvement of the country, making reference to Port Harcourt Rivers State Nigeria as a study area.



## CHAPTER TWO

### LITERATURE REVIEW

#### 2.0 INTRODUCTION

So Many researches has been carried out and numerous analysis on SMEs written by different researchers for numerous reasons. This reality highlights the value and connectedness of this aspect of an economy within the circle of improvement of any country's financial sector. The ability of expand the economic growth of a country is relevance to the responsibility of micro enterprises maintaining a point; the importance of micro enterprises can never and will never be overstate particularly in the undeveloped countries or rather Developing Countries. So to arouse lime light-weight the importance of SMEs is relevance to the expansion and improvement of a given economy, SMEs are multifariously noted because the "engine of growth". This shoots from the data that nearly all countries that have centered on the SMEs sector and confirm its enthusiasm have improved its improvement within the quality of living, call rate, boost in per capita financial gain furthermore as zoom in value among different beneficial effects. There's an agreement that if all SMEs homeowners and sponsors to indicate severe interest financially and virtuously to the advance of the SMEs sub-sector, the end result are that the financial set-up will witness nice transformation. A full of life SME sub-sector is imperative for the final

economic improvement of the country, giving occasion for employment initiation, SMEs facilitate to arouse light-weight effective strategies of curtailing rural-urban migration and resource utilization. A bubbling, economical and efficient micro enterprise create several important edges within the worth chain of a nation's economic edges.

## **2.1 RESPONSIBILITIES OF THE SME SUB-SECTOR IN THE ECONOMY**

An assessment of times past, economic transformation in parts of the world is sated with vital achievement with the help and input of micro enterprise in business improvement alongside with foreign trade sponsorship. In developed countries, an honest proportion of innovative programs comes' within the SMEs sub-sector. The common reasons embody the requirement for cohort of additional employment and financial condition obliteration through self-employment ventures and work Centre's. Others are failure to realize economies to progress through addition or connections, challenges of segregation which include the inability of gaining entrance into global market which is occupied by great international company. A viable and versatile industrial sector depends on a correct mixture of giant, medium and small enterprises for optimum performance.

## **2.2 IMPACT OF SMEs IN THE NIGERIAN ECONOMY**

The SMEs' commission in African country aren't secured or protected against the everyday issues and issues of SMEs in alternative developed countries. The majority country within the world renders a specific level help to her SMEs, mostly owing to the very important basic role they play within the economic process and improvement of the state. Alternative amenities shouldered by the body leaders embrace the following; industrial finance, working capital, data coaching and preparation, analysis and Development support, infrastructure and tax incentives. In feeling of the key operate compete by SMEs with reference to economic process and enhancements, succeeding governments in Nigeria and African nations had varied initiatives aimed toward promoting the reason behind SMEs.

## **2.3 SMEs' PROBLEMS/PROSPECT IN NIGERIA**

It is true that SMEs haven't created required contributions in the improvement of the Nigerian Economy despite all the agencies that has been create to assist this sector. The inability was attributed to so many factors, below are some of the factors that has contributed to the failure of SMEs in Nigeria.



1. Imperfect, incompetent, most times, snafu infrastructural amenities, that tend to accentuate the prices of putting in SMEs area unit forced to resort to non-public sweetening like; water, and alternative needed amenities.
2. Technical hitches and inadequacy within the administration of motivations and buttress facilities provided by the Buhari Administration. These and lots of others can dampen entrepreneurs of SMEs whereas overwhelming existing ones.
3. Inability of SMEs owner to access bank loan due to the excess interest rate and the demand of high collateral which the business owners might not be able to provide.
4. Unfairness from financing institutions, that area unit reluctant to the danger of loan to SMEs particularly start-ups
5. High value of manufacturing quality and sensible business proposals
6. Inadequate technology likewise as close to absence of analysis and development
7. Over obsessed on foreign raw materials with high interchange value and lack most times

8. Poor style for manufacture, arising from very little and decreasing user capital angry by lack of support of domestically created commodities by the voters.
9. Limitations in corporations, advertising, process and retrieving information, human resources administration, accountancy records and handling, etc
11. High rate of corruption and disagreeable of SMEs by some agencies of state over unauthorized levies and charges

### **SMEs' PROSPECTS IN NIGERIA**

Among recognized issues with SMEs' challenges despite how bad it has deteriorated it has become, it is truthful to acknowledge that the leaders has not fold its arms to seem at the SMEs stumble among the breadth of issues. The government whole undoubtedly well worth the opportunities SMEs manufacture for employment, their contributions to method and development notwithstanding as a results of the constraints and challenges in their operative atmosphere. These produce a case for why among the past forty-five years roughly, the Federal government of Nigeria has put in place some many support agencies structured to help fight immediate problems of the Nigerian SMEs.

At the international level, the Nigerian SMEs have higher and far improved operational atmosphere. This thrust on development and privatization of government-owned corporations has place along open new facet for SMEs and entrepreneurs. The results of method has place along had healthful impact on the sub-sector. Also, NEPAD has offered wholly totally different improvement platform for SMEs in Nigeria. On the same grounds, the national has been systematically creating opportunities for SMEs to return to what is is meant to be.

#### **2.4 INTERNAL POLICY ON (SMEs)**

In the year 2007, the then administration proposed the first policy on SMEs. This policy was improved by a government agency called SMEDAN. Their report was approved. But before this implementation was made, the agencies faced numerous challenges which include;

- Poor interest by assumed team player of SMEs which are public and private sector institutions.
- Poor interest/obligation to SME improvement by all the arms of government in Nigeria.
- Weak institutional synergy.

- Ineffective funding of the MSMEs development process.
- Poor competence among SMEs themselves.

All these challenges necessitated the call for a review of the internal policy on SMEs in the year 2012. It took the agency three years to bring to limelight a new policy in the 2015 in administration of Dr. Goodluck Ebele Jonathan's administration. This new policy depended on state and community organization and also personal businesses. To buttress the policy, it takes into consideration different best practices in the world to get to the level the Nigerian SMEs is. Globally, this approach has verified to be a more practical and economical method of reaching MSMEs as, clusters give a healthy dependent system for tiny businesses. The revised policy conjointly acknowledges the utilization of ICT in rising Government's potency, effectiveness and repair delivery to MSMEs.

## **2.5 ROLE OF SMEs IN NIGERIAN ECONOMY**

From the Nineteen Eighties (1980s) until date, African nation has been overrun with varied issues starting from low capability utilization, huge graduates state, poverty, insecurity, collapse of infrastructural facilities and poor economic science policy management. No doubt, African nation is blessed superabundant

human and natural resources that might be controlled for its growth and development. However, the country lost prospect for development. Government initiated various programs and policies for SMEs development however there's a limit to that government alone will promote property economic development. This created the current administration to adopt economic reforms programs to maneuver from capital intensive and enormous scale industrial comes that was supported the philosophy main substitution methodology to tiny and Medium Scale Enterprises that invariably have higher outlooks for developing domestic economy thereby generating the required product and services which will move the economy towards development. The total essence of SAP and NEEDS introduced within the 1980s and 2000 severally was to instill real entrepreneurial spirit within the mind of individuals (Fasau, 2006).

The contributions of all these industries to Nigeria's economy is in the following areas:

A. **CAPABILITY BUILDING:** It provides an opportunity a platform for coaching native entrepreneurs that drives the wealth creation method in the slightest degree levels. It's even been established that SMEs may be a nursery of entrepreneurship wherever individual ability and innovation are the actuation. Therefore, they'll be because the university wherever overwhelming majority of businessperson receives coaching.

**B. EMPLOYMENT CREATION:** SMEs have the power to form employment as their method of operations is a lot of labor intensive. Their labor intensive nature is far on top of that of enormous enterprises. It's conjointly been determined that a lot of jobs per unit of investment capital and per unit energy consumed are created worldwide by SMEs than giant scale enterprises (Venkatarman, 1984). They need so helped in resolution the matter of state in several countries.

**C. PROMOTING GROWTH:** In like manner, SMEs by its nature are such they're concerned in primary and secondary economic activities that rely heavily on domestically sourced materials. And have contend a significant role within the achieving of high price superimposed processes that may be a key role within the growth and development of any economy.

**D. INDUSTRIAL DISPERSAL:** SMEs might simply be situated in rural areas as a result of they will survive on rudimentary industrial infrastructure consequently they function major facilitators for industrial dissemination and rural development and therefore have the capability to stem rural-urban conjuration.

**E. BACK AND ONWARD CONNECTIONS:** Most SMEs output is intermediate or processed product of enormous scale corporations. By this, they

generate mutual industrial linkages between native producers of raw materials and enormous industrial considerations.

**F. TECHNOLOGICAL/INDUSTRIAL DEVELOPMENT:** SMEs have short-run biological time and high potentials for fast yield on investment. They supply promising alternatives for countries that need the quick possibility of commercial development. This is often attainable in most cases as a result of the technology in use is a smaller amount advanced and may be handled and manipulated by the entrepreneurs.

**G. TECHNOLOGICAL ACQUISITION:** Small-scale industries give opportunities for the event of native skills and technology acquisition through adaptation. The “Aba created smart syndrome” a plan adopted by the part of African nation may be a clear manifestation of such technological acquisition and this provides impetus to speedy development within the economy (Odubanjo, 2000).

**H. FINANCIAL CONDITION ALLEVIATION:** SMEs takes a major part in reducing financial condition and difference among group. This is often not unconnected to the reasonable and comparatively low capital demand for its institution. It conjointly engages each hot and unskilled hands thereby making a

method of resource. This is often a crucial role in any economic development method.

## **2.6 SWOT ANALYSIS OF SMEs IN NIGERIA**

SWOT stands for strengths and weaknesses, opportunities and threats. It is one of the most basic and widely-used strategic management approach which is often used to examine both internal elements (strengths and weaknesses) of the organization and external elements (opportunities and threats).

### **Strength of SMEs in Nigeria**

- Manufacturing efficiency
- Skilled Workforce
- Good market Share
- Strong financing
- Superior Reputation

### **Weakness of SMEs in Nigeria**

- Outdated Facilities
- Obsolete Technology
- Weak Management



- Past Planning Failure

### **Opportunities of SMEs in Nigeria**

- Possible New markets
- Strong Economy
- Weak Market Rivals
- Emerging technologies
- Growth of Existing Market

### **Threats of SMEs in Nigeria**

- New Competitors
- Shortage of Resources
- Changing of Market Taste
- New Regulations
- Substitute Products.

## **2.8 OVERVIEW AND CLASSIFICATION OF SMEs IN NIGERIA**

The National Policy on MSMEs adopts a classification based on dual criteria: employment and assets (excluding land and buildings), as follows:

Table 2.1: Classification adopted by National Policy on SMEs

	<b>SIZE CATEGORY</b>	<b>EMPLOYMENT</b>	<b>ASSET (₦MILLION) (EXCLUDING LAND AND BUILDINGS)</b>
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1	Micro enterprises	Less than 10	Less than 5
2	Small Enterprise	10 - 49	5 - less than 50
3	Medium enterprises	50-199	50-less than 500

Source: National Policy on MSMEs, 2013

Table 2.2: Distribution of SMEs by State in Nigeria

ABIA	904,721
AKWA-IBOM	1,319,607
ANAMBRA	1,223,395
BAUCHI	944,503
BAYELSA	541,332
BENUE	1,479,145
CROSS RIVER	921,256
DELTA	1,536,158
EBONYI	577,216
EDO	898,084
EKITI	964,179
ENUGU	1,064,893
GOMBE	527,230
IMO	1,296,386
JIGAWA	820,001
KADUNA	1,635,453
KANO	1,794,358
KATSINA	1,216,604
KEBBI	692,104
KOGI	967,431
KWARA	717,909
LAGOS	3,224,324
NASARAWA	382,086
NIGER	977,240
OGUN	1,165,848
ONDO	1,026,770
OSUN	1,356,174
OYO	1,864,954
PLATEAU	786,504

RIVERS	
SOKOTO	700,106
TARABA	513,973
ZAMFARA	722,360
FCT	482,365
<b>Total</b>	<b>36,994,578</b>

Source: (SMEDAN) Small and Medium Enterprise Development Agency of Nigeria (2013)

Table 2.3: SMEs Contribution to National GDP

	<b>ACTIVITY SECTOR</b>	<b>MICRO</b>	<b>SMALL</b>	<b>MEDIUM</b>	<b>TOTAL</b>
1	Agriculture	86.53	6.53	3.95	97.01
2	Mining and Quarrying	0.28	0.39	3.60	4.27
3	Manufacturing	14.28	21.27	19.98	55.53
4	Water supply, sewage, Waste management and Remediation	25.44	6.63	2.51	34.57
5	Construction	0.52	2.02	7.68	10.22
6	Trade	36.34	14.39	8.68	59.41
7	Accommodation and Food Services	4.23	27.98	13.68	45.90
8	Transportation and Storage	50.73	5.60	12.03	68.36
9	Information and Communication	0.00	2.38	9.57	11.95
10	Arts, Entertainment and Recreation	47.35	28.20	22.26	97.82
11	Finance and Insurance	1.05	1.39	3.69	6.13
12	Real Estate	31.00	13.25	11.29	55.55
13	Profession, Scientific and Technical Services	13.25	2.08	5.28	20.61
14	Administrative & Support Services	8.55	15.20	65.76	89.51
15	Education	2.09	14.69	24.48	41.26
16	Human health and social Services	18.24	20.06	20.96	59.25
17	Other Services	80.76	17.01	2.23	100.00

Source: (SMEDAN) Small and Medium Enterprise Development Agency of Nigeria (2013)



## **CHAPTER THREE**

### **RESEARCH DESIGN AND METHODOLOGY**

#### **3.0 INTRODUCTION**

This chapter gave a detailed statement of the various methodologies that will be used to accomplish the topic of this study. The chapter comprises the following subheadings: Research Design, Area of the Study, Population of the Study, Sample and Sampling Techniques, Instrument for Data Collection, Validity of the Instrument, Reliability of the Instrument, Administration of the Instrument, and Method of Data Analysis.

#### **3.1 RESEARCH DESIGN**

This study employed a survey design to investigate the Analysis of Small Scale and Medium Enterprise (A case Study of Port Harcourt Rivers State Nigeria). Cohen Marion and Morrison (2000) remind us that survey research involves collecting data to answer questions concerning the phenomenon under study, and is used to describe the nature of existing conditions, identity standards against which existing condition can be compared, and/or investigate the relationship that may exist between events.

### **3.2 AREA OF THE STUDY**

The area of the study is Port Harcourt Nigerian. Port Harcourt is the capital of Rivers State Nigeria which is among African nation and it's the biggest town in Rivers State, Nigeria. It settled on the fair waterway and is among the Niger Delta region. In 2016, the Port Harcourt geographic region was calculable to own a mean population of 1,865,000 inhabitants that is way totally different from the 1,382,592 in 2006.

The name Port Harcourt came into existence in 1912, but before this time it was majorly farmlands of the people of Diobu village in Ikwerre LGA. During this time the colonial masters built the port majorly to transport coal from Enugu state to Port Harcourt which made it easy for them to export coal to Britain. The key town is that the Port Harcourt town that is found in Port Harcourt regime space, that homes the previous European quarters currently referred to as recent GRA and New Layout areas. The geographic region (Port Harcourt metropolis), on the opposite hand, is created from the regime space itself and elements of Obio-Akpor consequently. Port Harcourt town, currently the capital of Rivers State, is much inhabited. Analysis has tested that it's the sole major town of the state.

### **3.3 POPULATION OF THE STUDY**

The population of the study consists of staff three registered SMEs located the Port Harcourt Rivers Nigeria which are; Capreo Business Consulting located at No. 48, Old Aba Road, Port Harcourt, Rivers, Nigeria, George Davidson & Associates located at Km 1, Eleme Onne Expressway, Port Harcourt, Rivers, Nigeria, [Strategic Hub](#) located Behind Mrs. Filling Station, Port Harcourt, Rivers, Nigeria, [Sky Point Merchandise Resources](#) located at No. 3, Port Harcourt Aba Expressway, Port Harcourt, Rivers, Nigeria and [Vital Solutions Consult](#) located at No. 32 Chief Wopara, Port Harcourt, Rivers, Nigeria.

### 3.4 SAMPLE AND SAMPLING TECHNIQUE

The researcher sampled 120 staff from the total population of 189 of the total staff of the five (5) SMEs. This represents 63.5% of the entire population of study. The sample was drawn using purposive sampling technique to sample staff from the five (5) SMEs. The distribution is stated below:

**Table 3.1 Sample Distribution**

S/N	NAME OF SME	NO. OF STAFF
	Capreo Business Consulting	42
	George Davidson & Associates	38
	<a href="#">Vital Solutions Consult</a>	32

	<a href="#">Sky Point Merchandise Resources</a>	48
	Strategic Hub	29
	<b>Total</b>	<b>189</b>

### 3.5 INSTRUMENT FOR DATA COLLECTION

The study utilizes a questionnaire as its research instrument. A self-structured questionnaire “The Analysis of Small and Medium Scale Enterprise Questionnaire” (ASMSEQ) was the major instrument for collecting data for this study. The questionnaire was divided into two sections; section A and B. section A seeks information on the demographic data of the respondents, while section B seeks information about the respondents opinion of the item statements. It contains fifteen (15) items in a tabular form. The respondents were advised to tick (☐) appropriately as they wish using the four (4) point modified Likert rating scale of Strongly Agree (SA), Agree (A), Disagree (D), and Strongly Disagree (SD).

### 3.6 VAIDITY OF THE INSTRUMENT

Copies of the questionnaire were given to two experts in the field of Business Education and Management. The Experts were requested to check the



suitability of items, the clarity of language, the content coverage and the appropriateness of the items. Ambiguous items were removed and some were modified, the experts made some recommendations in which modifications were made on the instrument.

## **RELIABILITY OF THE INSTRUMENT**

The researcher administered the questionnaire to 20 staff outside the study population and outside the study sample. The measure of reliability of the instrument was determined by the use of split-half reliability coefficient of internal consistency. The fifteen (15) items of the questionnaire were split into two halves. The first half consisted of items of the instrument that fell on all odd number between 1-15. The second half consisted of all items of the questionnaire that fell on even numbers between 1-15. Thus, each of the respondents had a pair of scores from the two halves of the questionnaire. "Pearson's Product Moment Correlation" techniques were adapted to correlate the two sets of scores. A reliability coefficient of 0.93 was established using spearman's-brown correlation formula. This was considered adequately for the instrument.

### 3.7 ADMINISTRATION OF THE INSTRUMENT

The researcher administered 189 copies of the questionnaire to the selected sample for the study, and was the collected on the spot to ensure maximum return. This was used for the analysis.

### 3.8 HYPOTHESIS FORMULAITON

**Ho:** Small-scale business enterprises do not lack source of finance/capital and encouragements from government that facilitates growth

**H1:** Small-scale business enterprises lack source of finance/capital and encouragements from government that facilitates growth

**Ho:** Insufficiency in infrastructural development do not hinders entrepreneurial development.

**H1:** Insufficiency in infrastructural development hinders entrepreneurial development.

### 3.9 METHOD OF DATA ANALYSIS

For the purpose of clarity and effectiveness of the result, the researcher analyse the data by using simple percentage method and chi square ( $X^2$ ) method. It is manually done. Percentage (%) method is used to analyse some of the data collected from the questionnaire. It is illustrated thus:

$$\frac{\text{Total response}}{\text{Total number of response}} \times \frac{100}{1}$$

**Chi - square ( $X^2$ ) Method:** - This method is used to lead the hypothesis whether the difference between the observed frequency and the expected frequency is significant.

The formula is given thus:

$$X^2 = \sum \frac{(o_i - e_i)^2}{e_i}$$

Where  $X^2$  = computed Chi -square  
 $o_i$  = observed frequency  
 $e_i$  = expected frequency  
 $\Sigma$  = summation sign

## **CHAPTER FOUR**

### **4.0 FINDINGS AND ANALYSIS OF DATA**

#### **4.1 INTRODUCTION**

This Chapter deals with the presentation analysis and interpretation of the data collected, the statistical techniques of frequencies and percentage were used.

The tabular format has been applied.

Ernicker (1981:27) posited that the purpose of tabulation is to arrange data in a small space so that the eye can easily take it in set as a glance. The important results and possible discovered a connection between the factors.

#### **4.2 DATA PRESENTATION**

The section deals with presentation and analysis of data collected. The findings and discussion converts the socio-demographic and social cultural factors. This also covers the characteristics of the respondents and information five (5) different SMEs in Port Harcourt Rivers State Nigeria. The total number of 189 copies of questionnaires was distributed among these SMEs out of which 120 were returned while 15 were not properly filled. In the course of this research 105 copies of questionnaires were collected and analyzed.

#### 4.1 Distribution of the Questionnaire Table

No. of Questionnaire Distributed	NUMBER OF QUESTIONNAIRE DISTRIBUTED & RETURNED					TOTAL
	Capreo Business Consulting	George Davidson & Associates	<a href="#">Vital Solutions Consult</a>	Sky Point Merchandise Resources	Strategic Hub	
189	42	38	32	48	29	189
No. of questionnaire filled	11	8	15	17	18	120
No. of Questionnaire not properly filled	-	3	1	6	5	105
No. of questionnaire analyze	<b>31</b>	<b>27</b>	<b>16</b>	<b>27</b>	<b>6</b>	<b>105</b>

#### 4.3 ANALYSIS OF DATA

For the purpose of data analysis, simple percentage form of data analysis was used and they are presented in a tabular form.

##### Question One

**Table 4.2:** Do you agree that, inadequate infrastructure has contributed to the problems of SMEs in Port Harcourt, Rivers State Nigeria.

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage &amp;</b>
Strongly Agree	60	57.1
Agree	30	28.6
Strongly Disagree	10	9.5
Disagree	5	4.8
Total	105	100

Table 4.2 thus shows that sixty (60) or 57.1% of the 105 strongly agree that inadequate infrastructure has contributed to the problems of SMEs in the area, 30 or 28.6 % respondents agree that inadequate infrastructure has contributed to the problems of SMEs in the area, 10 or 9.5% of the respondent strongly disagree that inadequate infrastructure has contributed to the problems of SMEs in the area while 5 or 4.8% of the respondent disagree that inadequate infrastructure has contributed to the problems of SMEs in the area.

Table 4.3

Do you agree that, lack of finance/capital has contributed to the problems of SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage &amp;</b>
Strongly Agree	80	76.2

Agree	20	19.0
Strongly Disagree	5	4.8
Disagree	-	-
Total	105	100

Table 4.3 thus shows that eighty (80) or 76.2% of the 105 strongly agree that inadequate finance/capital has contributed to the problems of SMEs in the area, 20 or 19.0 % respondents agree that inadequate finance/capital/ has contributed to the problems of SMEs in the area, while 5 or 4.8% of the respondent strongly disagree that inadequate finance/capital has contributed to the problems of SMEs in the area.

Table 4.4

Do you agree that, inadequate government policy contributed to the problems of SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage %</b>
Strongly Agree	50	47.6
Agree	40	38.1
Strongly Disagree	10	9.5

Disagree	5	4.8
Total	105	100

Table 4.4 thus shows that fifty (50) or 47.6% of the 105 strongly agree that inadequate government policy has contributed to the problems of SMEs in the area, 40 or 38.1% respondents agree that inadequate government policy has contributed to the problems of SMEs in the area, 10 or 9.5% of the respondent strongly disagree that government policy infrastructure has contributed to the problems of SMEs in the area while 5 or 4.8% of the respondent disagree that inadequate government policy has contributed to the problems of SMEs in the area.

Table 4.5

Do you agree that, environmental factors/problems contributed to the problems of SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage %</b>
Strongly Agree	60	57.1
Agree	30	28.6
Strongly Disagree	10	9.5
Disagree	5	4.8



Total	105	100
-------	-----	-----

Table 4.5 thus shows that sixty (60) or 57.1% of the 105 strongly agree that environmental factors/problem has contributed to the problems of SMEs in the area, 30 or 28.6 % respondents agree that environmental factors/problem has contributed to the problems of SMEs in the area, 10 or 9.5% of the respondent strongly disagree environmental factors/problem has contributed to the problems of SMEs in the area while 5 or 4.8% of the respondent disagree that environmental factors/problem has contributed to the problems of SMEs in the area.

Table 4.6

Do you agree that, multiple taxes and levies are problems facing SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage &amp;</b>
Strongly Agree	80	76.2
Agree	20	19.0
Strongly Disagree	5	4.8
Disagree	-	-
Total	105	100

Table 4.6 thus shows that eighty (80) or 76.2% of the 105 strongly agree that multiple taxes and levies has contributed to the problems of SMEs in the area, 20 or 19.0 % respondents agree that inadequate multiple taxes and levies is a contributory factor to the problems of SMEs in the area, while 5 or 4.8% of the respondent strongly disagree that multiple taxes and levies has contributed to the problems of SMEs in the area.

Table 4.7

Do you agree that, access to modern technology are problems facing SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage &amp;</b>
Strongly Agree	5	4.8
Agree	10	9.5
Strongly Disagree	30	28.6
Disagree	60	57.1
Total	105	100

Table 4.7 thus shows that five (5) or 4.8% of the 105 strongly agree that access to modern technology has contributed to the problems of SMEs in the area, 10 or 9.5 % respondents agree that inadequate access to modern technology is a

contributory factor to the problems of SMEs in the area, 30 or (28.6%) respondents strongly disagree that access to modern technology has contributed to the problems of SMEs in the area, while 60 or 57.1% of the respondent strongly disagree that access to modern technology has contributed to the problems of SMEs in the area.

Table 4.8

Do you agree that, poor managerial system contributed to the problems of SMEs in Port Harcourt, Rivers State Nigeria?

<b>Responses</b>	<b>No. of Respondent</b>	<b>Percentage %</b>
Strongly Agree	50	47.6
Agree	40	38.1
Strongly Disagree	10	9.5
Disagree	5	4.8
Total	105	100

Table 4.7 thus shows that fifty (50) or 47.6% of the 105 strongly agree that poor managerial system has contributed to the problems of SMEs in the area, 40 or 38.1% respondents agree that poor managerial system has contributed to the

problems of SMEs in the area, 10 or 9.5% of the respondent strongly disagree that poor managerial system has contributed to the problems of SMEs in the area while 5 or 4.8% of the respondent disagree that poor managerial system has contributed to the problems of SMEs in the area.

#### **4.4 TEST OF HYPOTHESIS**

Hypothesis is an idea or suggestion put forward as a stand point for reasoning or explanation. It is an assumption which its validity or otherwise has not ascertained. The Chi-square ( $\chi^2$ ) distribution is used for analyzing the data.

$$\text{Formula} = \frac{\sum (f_o - f_e)^2}{F}$$

Where

$F_o$  = Observed frequency

$f_e$  = Expected frequency

#### **DEGREE OF FREEDOM**

The degree of freedom (DF) is denoted by formula  $(R - 1)(C - 1)$

The number of rows minus one multiplied by the number of columns minus one.

## **DECISION RULE**

In the Chi-square distribution, the decision rule is a statement of the condition under which the null hypothesis is either accepted or rejected depending on the one that is greater.

## **TEST 1:**

This hypothesis is tested using research question Three

**H<sub>0</sub>:** Small-scale business enterprises do not lack source of finance/capital and encouragements from government that facilitates growth

**H<sub>1</sub>:** Small-scale business enterprises lack source of finance/capital and encouragements from government to facilitates growth

<b>Responses</b>	<b>No. of Respondent</b>					<b>Total</b>
	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	
Strongly Agree	25	20	10	20	5	80
Agree	5	5	5	4	1	20
Strongly	1	1	1	1	1	5

Disagree						
Total	31	26	16	25	7	105

To calculate the expected frequency

$$E_i = \frac{R_i \times C_i}{N}$$

$$= \frac{80 \times 31}{105} = 23.62$$

$$= \frac{80 \times 26}{105} = 19.81$$

$$= \frac{80 \times 16}{105} = 12.19$$

$$= \frac{80 \times 25}{105} = 19.05$$

$$= \frac{80 \times 7}{105} = 5.33$$

$$= \frac{20 \times 31}{105} = 5.91$$

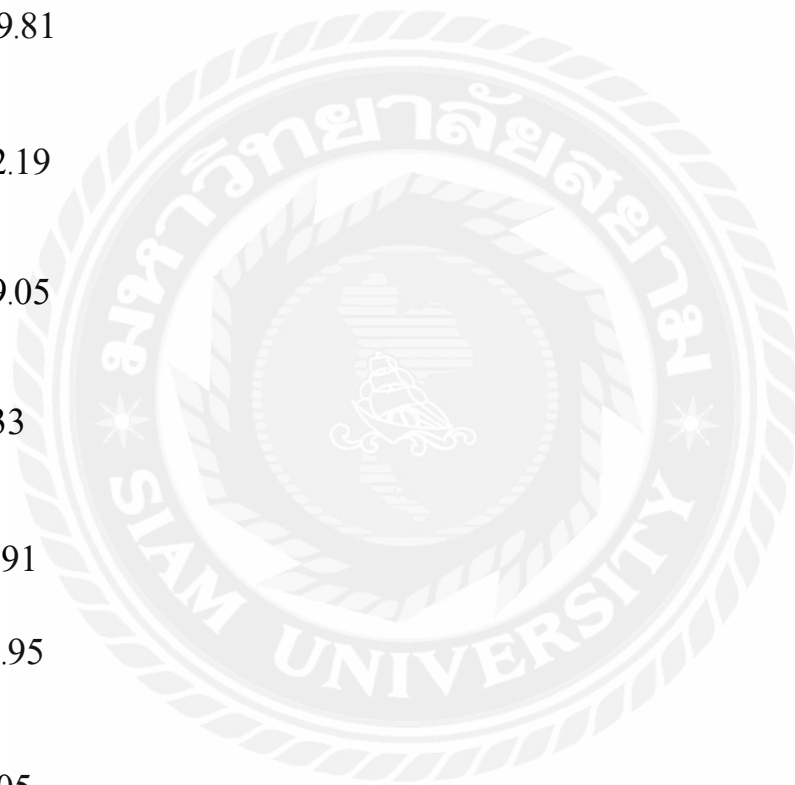
$$= \frac{20 \times 26}{105} = 4.95$$

$$= \frac{20 \times 16}{105} = 3.05$$

$$= \frac{20 \times 25}{105} = 4.76$$

$$= \frac{20 \times 7}{105} = 1.33$$

$$= \frac{5 \times 31}{105} = 1.48$$



$$= \frac{5 \times 26}{105} = 1.24$$

$$= \frac{5 \times 16}{105} = 0.76$$

$$= \frac{5 \times 7}{105} = 0.33$$

$$= \frac{5 \times 25}{105} = 1.33$$

O <sub>i</sub>	E <sub>i</sub>	O <sub>i</sub> - E <sub>i</sub>	(O <sub>i</sub> - E <sub>i</sub> ) <sup>2</sup>	$\frac{(O_i - E_i)^2}{E_i}$
25	23.62	1.38	1.90	0.08
5	19.81	-14.81	219.33	11.07
1	12.19	-11.19	125.22	10.27
20	19.05	0.95	0.9025	0.05
5	5.33	-0.33	0.1089	0.02
1	5.91	-4.91	24.1081	4.08
10	4.95	5.05	25.5025	5.15
5	3.05	1.95	3.8025	1.25
1	4.76	-3.76	14.1376	2.97
20	1.33	18.67	348.5689	262.08

4	1.48	2.52	6.504	4.29
1	1.24	-0.24	0.0576	0.05
5	0.76	4.24	17.9776	23.66
1	0.33	0.67	0.4489	1.36
1	1.33	0.33	0.1089	0.08
Total				326.46

Test of statistics

$$X^2 = \frac{(O_i - E_i)^2}{E_i}$$

$$X^2 = 326.46$$

Critical value

$$e = 5\%$$

$$e = 5/100$$

$$eX^2 = 0.05, (r-1)(c-1)$$

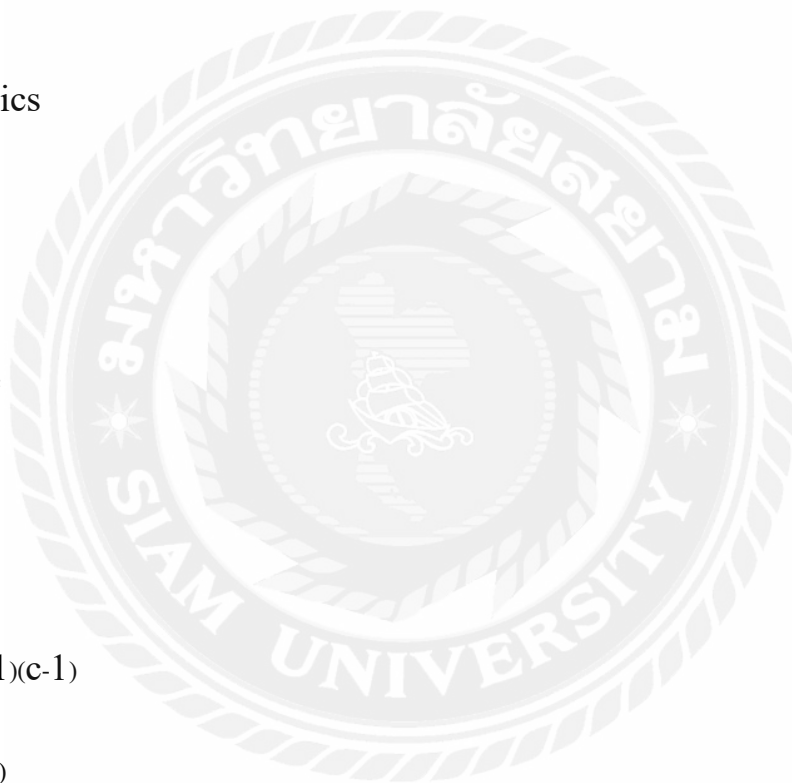
$$X^2 = (3-1), (5-1)$$

$$= r-2, c=4$$

$$= 8$$

$$X^2 = 0.05, 8$$

$$X^2 = 15.507$$





**Decision:** From the table above, chi-square calculated value is greater than the chi-square tabulated value, therefore we reject the null hypothesis and conclude that Small-scale business enterprises lack source of finance/capital and encouragements from government to facilitates growth

## HYPOTHESIS TWO

Ho: General deficiency in infrastructural development do not hinders entrepreneurial development.

H1: General deficiency in infrastructural development hinders entrepreneurial development.

Responses	No. of Respondent					Total
	A	B	C	D	E	
Strongly Agree	15	10	15	10	10	60
Agree	8	10	6	4	2	30
Strongly Disagree	1	2	2	3	2	10
Disagree	1	1	1	1	1	5
Total	25	23	24	18	15	105

To calculate the expected frequency

$$E_i = \frac{R_i \times C_i}{N}$$

$$= \frac{60 \times 25}{105} = 14.28$$

$$= \frac{60 \times 23}{105} = 13.14$$

$$= \frac{60 \times 24}{105} = 13.71$$

$$= \frac{60 \times 18}{105} = 10.26$$

$$= \frac{60 \times 15}{105} = 8.57$$

$$= \frac{30 \times 25}{105} = 7.14$$

$$= \frac{30 \times 23}{105} = 6.57$$

$$= \frac{30 \times 24}{105} = 6.86$$

$$= \frac{30 \times 18}{105} = 5.14$$

$$= \frac{30 \times 15}{105} = 4.26$$

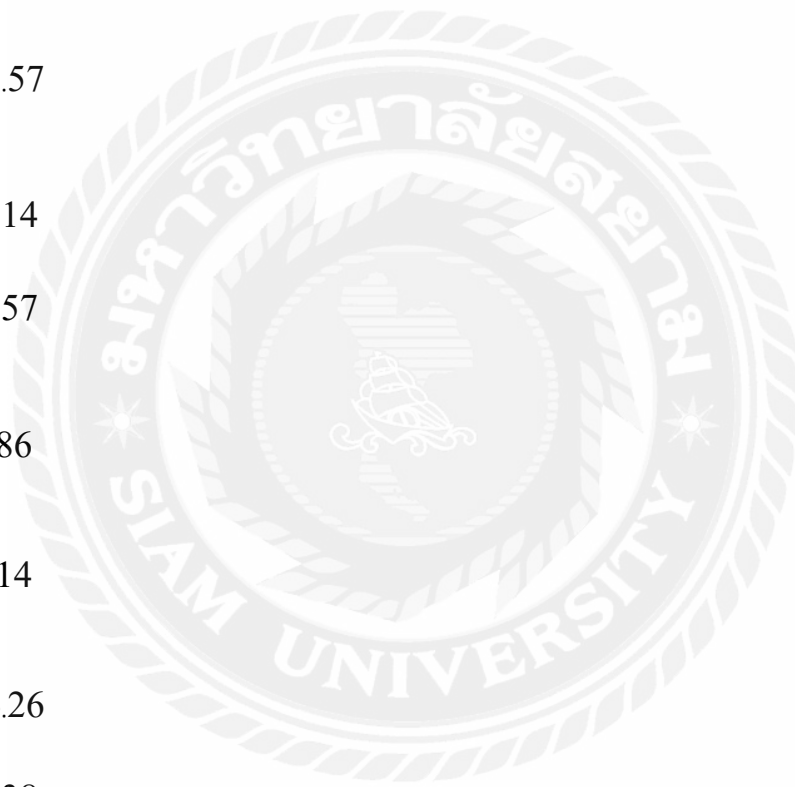
$$= \frac{10 \times 25}{105} = 2.38$$

$$= \frac{10 \times 23}{105} = 2.19$$

$$= \frac{10 \times 24}{105} = 2.29$$

$$= \frac{10 \times 18}{105} = 1.71$$

$$= \frac{10 \times 15}{105} = 1.43$$



105

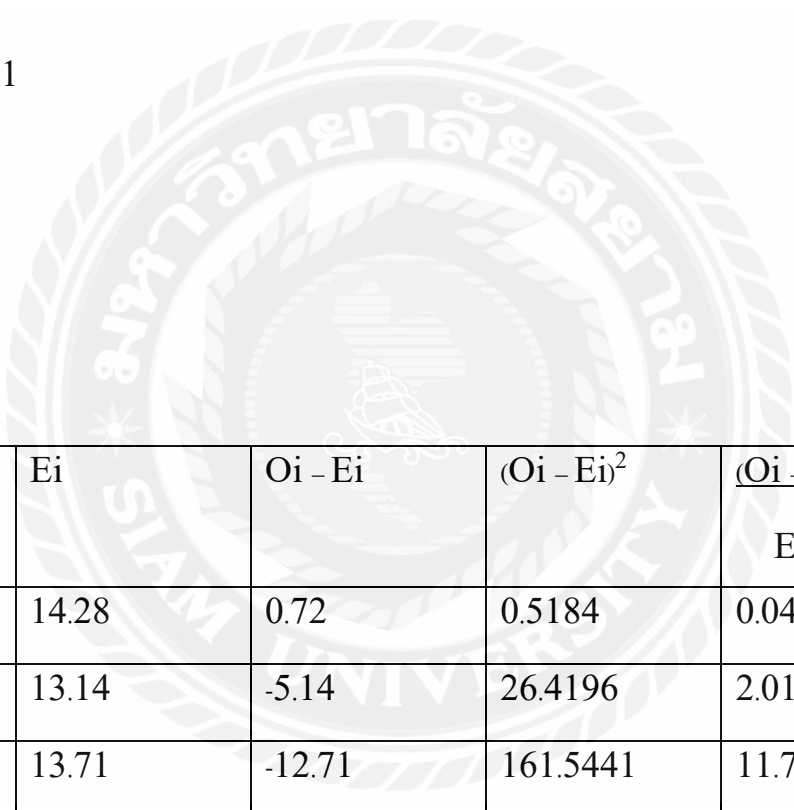
$$= \frac{5 \times 25}{105} = 1.19$$

$$= \frac{5 \times 23}{105} = 1.10$$

$$= \frac{5 \times 24}{105} = 1.2$$

$$= \frac{5 \times 18}{105} = 0.86$$

$$= \frac{5 \times 15}{105} = 0.71$$



O <sub>i</sub>	E <sub>i</sub>	O <sub>i</sub> - E <sub>i</sub>	(O <sub>i</sub> - E <sub>i</sub> ) <sup>2</sup>	$\frac{(O_i - E_i)^2}{E_i}$
15	14.28	0.72	0.5184	0.04
8	13.14	-5.14	26.4196	2.01
1	13.71	-12.71	161.5441	11.78
1	10.26	-9.26	85.7476	8.36
10	8.57	1.43	2.0449	0.24
10	7.14	2.86	8.1796	1.15
2	6.57	-4.57	20.8849	3.18
1	6.86	-5.86	34.3396	5.01
5	5.14	-0.14	6.0196	0.004

6	4.26	1.74	3.0276	0.71
2	2.38	-0.38	0.1444	0.06
1	2.19	-1.19	1.4101	0.65
10	2.29	7.71	59.4441	25.96
4	1.71	2.29	5.2441	3.07
3	1.43	1.57	2.4649	1.72
1	1.19	-0.19	0.0361	0.03
10	1.10	8.9	79.21	72.01
2	1.2	0.8	0.64	0.58
2	0.86	1.14	1.2996	1.51
1	0.71	0.29	0.0841	0.12
Total				138.194

1.10

Test of statistics

$$X^2 = \frac{(O_i - E_i)^2}{E_i}$$

$E_i$

$$X^2 = 326.46$$

Critical value

$$e = 5\%$$

$$e = 5/100$$

$$eX^2 = 0.05, (r-1)(c-1)$$

$$X^2 = (4-1), (5-1)$$

$$= r=3, c=4$$

= 12

$X^2 = 0.05, 12$

$X^2 = 21.026$

**Decision:** From the table above, chi-square calculated value is greater than the chi-square tabulated value, therefore we reject the null hypothesis and conclude that General deficiency in infrastructural development hinders entrepreneurial development.

#### 4.5 INTERPRETATION OF RESULT

After analyzing and interpreting the data collected, the researcher findings were generally based on the result of the questionnaire and the oral interview administered. The questionnaire was sent to five difference SMEs in Port Harcourt Rivers State. The questions for the respondents were structured in a way to select substantial facts and information. In testing hypothesis, Chi-square technique of analysis of data was used. Hypothesis one showed that Small-scale business enterprises lack source of finance/capital and encouragements from government to facilitate growth and hypothesis two concludes that General deficiency in infrastructural development hinders entrepreneurial development

## CHAPTER FIVE

### 5.0 SUMMARY, CONCLUSIONS AND RECOMMENDATION

#### 5.1 SUMMARY OF ANALYSIS AND FINDINGS

From the analysis of data it's shown that SMEs have totally been accepted by government authorities and development consultants within the country because the major catalyst of economic process and a key thing about supporting personal sector development and partnership. SMEs in Nigeria is not only contributing to better the income level of the resident, employment creation and economic situation reduction however it also suggest giant domestic funds formation and thrive to high levels of efficiency and competence.

The main breach therein exist within the Nigeria's industrial improvement methods which were used in the past has been the lack of robust SMEs' sector. Over a hundred and twenty million folks, large productive and tillable farmland, wealthy sort of natural resources in Nigeria ought to have been the leading country in SMEs. This analysis purpose to two main factors that are the key reasons why Nigerian SMEs are playing below normal.

They are; 'INTERNAL' that merely the way we behave; whereas the opposite points to ENVIRONMENT; this as well as our instructional organization, our

customs and ethnicity, leadership style, methods to tips articulation and inadequate execution etc.

A way forward out of the issues of Nigerian SMEs will solely be completed if the leaders and therefore the voters unite themselves and work along. The analysis conjointly disclosed that tiny and Medium Enterprises (SMEs) in Nigeria are for the most part not properly structured. The SMEs sector in Nigeria is staffed with too several of issues a number of that are essential thereto whereas others like the dearth of associate degree facultative atmosphere in terms of lack or inadequate infrastructure Previous administration have created many efforts in a bid to handle the issues of SMEs, that is associate degree indicator to the actual fact

## **5.2 CONCLUSIONS**

This analysis has delivered to limelight that access to finance isn't the key drawback of the case study (SME) in Nigeria. The drawbacks of SMEs is social control capability. Right to finance is important, however no comfortable platform is provided to encourage productive entrepreneurial development. If one has the whole funds within the world and doesn't have the capability to manage that fund and doesn't have the required info on what he/she ought to do.

The main challenges facing SMEs in Nigeria hold close to administrative problems, right to startup funds, infrastructure, administrative rule variations and forms, connected issues, and promoting issues. Progress pace of SMEs in Nigeria is sluggish and this is most times credited to so many reasons which amongst them is; inadequate entrepreneurial spirit, fear of failure of the business itself, starvation for many month once resigning a paid lucrative job, and the ‘it will not work’ mentality. Infrastructural improvement has been the most setbacks of the SMEs in Nigeria. Several SMEs in Nigeria don't have any correct info on the existence of SMEDAN that is among the varied avenue of funds for SME improvement, the motivation on the market, regulative necessities, a way to get capital from business associate and the fundamental procedure for promoting an enterprise.

### **5.3 RECOMMENDATIONS**

After a careful analysis on the role SMEs is expected of in-regard to economic transformation of the Nigerian financial sector. It is believed that the government is to form a conducive atmosphere that's appreciably void of corruption and forms, and at the same time, motivating and entrepreneurially friendliness. Federal Republic Nigeria cannot develop it economy if there is no spirited SME subsector, compelled to try and do all at intervals all it can do to reverse the



present situation of the country. Below vital recommendations that would help in the development SMEs.

- i. The present administration should establish (IDCs) in all the state federation, overhaul previously established, and build all of them to be able to meet the national expectation.
- ii. The present administration should as a matter of urgency have establish trade centers (TC) in all the 774 local government Areas of the Country so as to reach out to the grassroots for adequate development
- iii. SME clusters should be in place in relevant sectors in areas that have advantages for it. Like automotive Cluster in Nnewi, animal product merchandise Cluster in Kano, etc
- iv. It (the government) have to be compelled to still neatly tackle corruption and law-breaking and send transparency, trustworthiness and human action at intervals the conduct of state business.
- v. There is need to revamp the science and technical education and conjointly the introduction of entrepreneurship studies in all Nigerian tertiary institution. Entrepreneurship education has to be compelled to be obligatory and taught up to the four hundred level at intervals the colleges.



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## APPENDIX

Siam University  
38 Phetkasem Rd., Phasi-charoen,  
Bangkok 10160, Thailand.  
E-mail: [siam@siam.edu](mailto:siam@siam.edu)  
Website: <http://www.siam.edu>  
Fax: +66 2868 6885

Dear Respondent,

This is a public survey questionnaire which is aimed at identifying and collecting data about the problems, concerns and issues that affect the operations and performance of our Small and Medium Scale Enterprises (SMEs). Your kind and objective response will significantly contribute towards reducing if not totally removing the problems militating against this all-important sub-sector of our economy.

In order to ensure confidentiality do not put down your name on the questionnaire but please answer the questions as honestly and objectively as possible.

Thanks

Nsofor Chigozie Daniel  
Researcher



## **BIOGAPHY**

Full Name: Nsofor Chigozie Daniel

Fathers Name: Mr. Anosike Andrew Nsofor

Mothers Name: Mrs. Comfort I. Nsofor

Date of Birth: 07/01/1984

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### **Educational Background**

Primary School: 1996 FSLC Noccoress Primary School Otukpo Benue State.

Secondary School: 2003 NABTED Universal Institution of Commerce Nekede, Imo State

High School: 2002 GCE West African Senior Certificate

Bachelor Degree: 2005-2007 Michael Okpara University of Agriculture Umudike Abia State  
B.sc Major: Banking and Finance

Master Degree: 2017-2018 International Master of Business Administration (MBA)  
Major: International Business Manager  
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