

PUSH FACTORS ON SMALL AND MEDIUM SCALE ENTERPRISES AMONG CORPS MEMBER IN ETSAKO WEST LOCAL GOVERNMENT AREA OF EDO STATE, NIGERIA

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Abstract

The study examine the effects of push factors on Small and Medium-Scale Enterprises (SMEs), The study is designed to check if there any effects between push factors and SME's performance among NYSC Corps members in Edo State chosen for the study. The study has two objectives, Research questions and two hypotheses respectively. The study population consists of every corps member in Edo State, particularly in Etsako West. A total of 246 corps members in the local government area received questionnaires to complete. The researcher used Spearman's rank correlation analysis .The results have shown that Small and Medium-Scale Enterprises benefit from the need for accomplishment and job opportunities. This has helped to avoid prolong unemployment among youth. As such, many young people start Small and Medium-Scale Enterprises. The study concludes based on the findings that, to generate income for employment opportunity, and need for achievement are propelling factors that push young people to start small and Medium Enterprises in Edo State. Recommendation: i) According to the report, enabling surroundings should be provided (ii) That orientation for the need for self-sufficient and achievement be provided to the entrepreneur so as to rekindle their interest in Small and Medium Enterprises in Edo State.

KeyWords: Push Factors, Small, Medium, Scale Enterprises & Corps Member

Introduction

Small and medium-sized enterprises (SMEs) are important development engines for enhancing the picture of the world economy. SME's any nation's economy heavily depends on its small and medium-

sized businesses. Their significance is derived from a number of elements, such as their support of social stability, economic growth, innovation, and job. Global employment is mostly attributed to SMEs. Especially in emerging economies where big firms may not be as common, they can provide important sources of employment. SMEs provide people chances to work, pick up new skills, and boost the economy (Al-hadded & Safdar, 2019). Worldwide, SMEs are frequently centres of creativity and innovation. Their reduced size gives them greater agility and flexibility, which enables them to test new concepts and react to changes in the market more swiftly. Many ground-breaking inventions that propel technology forward and raise industry competitiveness come from SMEs. Through promotion of competition, rise in productivity, and encouragement of investment, SMEs support economic growth. They bring in fresh goods and services, increase productivity by specialisation, and foster an entrepreneurially stimulating business climate. SMEs may increase their size, increase their income, and make a major contribution to GDP growth as they develop (Al-hadded & Safdar,2019). Marc (2022) makes the case that SMEs are essential to advancing regional growth and closing economic gaps. Several times, they are spread out over several places, including rural ones, where big businesses would not be able to have an impact. Working locally, SMEs promote the growth of infrastructure, local economies, and community well-being. SMEs provide more freedom and work-life balance by offering flexible work practices. They frequently provide chances for contract, freelance, and part-time employment to suit the various lives and tastes of the workforce. Talent may be drawn in and employee happiness and retention can be improved by this

flexibility. Through their contribution to supply chain diversification, SMEs lessen reliance on a small number of dominant suppliers. Their involvement in supply chains improves resistance to interruptions and, by cooperation and information sharing, encourages innovation. Smaller suppliers and entrepreneurs have chances thanks to SMEs to join the market and expand their companies. Basil (2005) maintains that by offering channels for the generation of wealth and social mobility, SMEs support social stability. They enable people to follow their dreams of becoming entrepreneurs and raise their socioeconomic level. SMEs also frequently maintain close relationships to their neighbourhoods, to society. Ever since the Economic Reform Programme of 1981, the Nigerian administrations have taken a number of choices to shift from capital-concentrated, large-scale businesses that relied on raw material imports to SMEs. This is thought to give domestic businesses chances and increase economic activities, which would raise Nigeria's economy to an impressive level (Ahmed, 2006). Parkins (2010) argued that the support of small and medium-sized firm development schemes is one of the responses to the challenges of progress in emerging economies, particularly in Nigeria. This results from the field acting as a catalyst for work age, public development, poverty reduction, and job opportunities. The great bulk of unemployed and impoverished Nigerians have been encouraged to launch their own businesses in order to improve their lives. As a result, SMEs are becoming a household brand in Nigeria quite quickly. The reason for this is the disappearance of the supposedly middle-class and white-collar occupations that people are interested in.

Statement of Problems

Small and medium-sized companies (SMEs) have the instruments required to boost the economy. They stimulate all kinds of innovation, widen the tax base, and create a tonne of new employment prospects. The development of the flexible economic system is greatly aided by small and medium-sized enterprises, which assist to absorb the productive resources of the economy. In Nigeria, small and medium-sized enterprises are essential to attaining economic growth. Push factors force people to launch small enterprises since they are aware of the advantages, what they stand to gain, and what they will do throughout the day. People are still reluctant to start their own small businesses even with the benefits of SMEs to the global economy and Nigeria in particular because they are unaware of the push factors and how they lead them into SMEs. Even if small and medium-sized business has been the subject of many studies, the reasons behind people beginning their own small businesses have received less attention. The purpose

of this study is thus to find out how push factors affect corps members in Etsako West Local Government Area, Edo State, want to launch their own small and medium enterprises.

1.3 Objectives of the Study

The main objective of the study is to examine the effect of push factors on small and medium enterprise in Edo state. The specific objectives are to:

- i. Access the effect employment opportunity on SMEs.
- ii. Ascertain the effect of need for achievement on SMEs.

1.4 Research Questions

The independent variable (push factors) is decomposed into employment opportunity and need for achievement.

- i. Do employment opportunities have any significant effect on SMEs?
- ii. Does the need for achievement have any significant effect on SMEs?

1.5 Research Hypotheses

Therefore, for the purpose of the research, the hypothesis to be tested will be formulated in its null form. The null hypothesis is usually stated in negative form.

H₁: Employment opportunity does not have any significance effect on SMEs

H₂: Need for achievement does not have any significant effect on SMEs.

1.6. Significance of the Study

The current understanding on the impact of push factor on small and medium-sized enterprises in Edo state would be enhanced by this study. Small and medium-sized enterprises would also gain from the study; thus, the Edo state government may use its results as a foundation for developing, implementing, and assessing policies related to youth development and SMEs assistance.

Review of Literature

Conceptual Framework

Push factors

Things that force people to launch small businesses are known as push factors. Young individuals are driven to look for alternate possibilities, start their own firms, or pursue new market prospects by push forces. Push factors are the obstacles and demands that force youth to decide whether to establish a new market or judge the feasibility of an existing one. Small firms may be resilient and sustainable in a dynamic and competitive business environment if entrepreneurs and legislators recognise and solve these issues (Parkins 2010).

Examples of elements that may attract someone into business are their personal characteristics, educational background, savings, readiness to join a family business, and a good business environment, which includes a good tax policy, state guarantees for obtaining loans, the availability of credits and bank loans, and access to business information (Mikubukeli & Cronje 2018). But one's want to launch a small business may be shaped by the urge for success or to provide for fundamental needs. To support their families and themselves, most individuals are motivated to start SMEs. They thus launch their own little business to earn a livelihood and avoid being unemployed for too long. Even when their increased income is not very high, it can allow them to better plan for the future by paying for their siblings' or their own schooling. This way, an additional income can help them prepare for an unpredictable occurrence like unemployment. Other people can have motivations related to the necessity to make ends meet and stay out of poverty. Many people launch small businesses because they are afraid of begging and of depending on other people for their everyday necessities.

2.1.2 Employment Opportunities

Opportunities arise from market disequilibrium, which leads to one or the other shortage of supply or interest for newly produced or improved goods and services. Kirzner, 1997. Similarly, opportunities may arise when individuals or organisations possess market data that others do not (Shane, 2000). According to Chalkley (2012), opportunities are seen as favourable circumstances or problems that might lead to a potential business endeavour for goods or services. According to Berglund (2015), there are several different approaches to determining commercial potential. As is well known, organisations would not exist without opportunities as they provide entrepreneurs the means to sustain their enterprises. Accepted to be the real cause of a business success is the identification and pursuit of business prospects. Opportunity Three main factors are combined in identification: the entrepreneur's background, the company's effect, and the general business environment. First and foremost, each entrepreneur should look for any opportunities that might help them launch a successful business. Finding open doors is essential to expanding a firm. It gives companies the ability to act in the best ways to help them reach their objectives. Moreover, there are specific strategies that an entrepreneur should follow in order to advance their business. The phases that follow in identifying opportunities

i. The Customer Research Stage

Talking with customers, friends, and those in the near vicinity is the first step in understanding their worries by asking questions about their needs and presumptions. This entails compiling and organising information on the behaviour and needs of the individuals. Better understanding of client expectations by organisations depends on identifying the history and current patterns of the target market.

ii. Problem Hypothesis Stage

Companies seek for problems that their clients may have during the problem hypothesis stage. Once that is complete, they must identify the primary cause of the problem and hunt for possible solutions. In the stage of market hypothesis, particular key suspicions regarding the business opportunity are tested with clients to determine the actual interest in a particular product or service and how it helps to address the problems in the predefined market.

v. Product Development Stage

Developing a good or service that will address the problem comes next once a business opportunity has been presented. To ensure its ability and competence, the good or service should be planned and tested using several methods. Businesses developing new products or services must take into account their goal market, major risks, and action plans. Many times, being unemployed is what spurs people to think of launching their own little enterprises. Many individuals encounter the difficulty of unemployment in which conventional work options are few or unsuitable. Because they are unemployed, people may look into other options, including entrepreneurship, to make money, follow their hobbies, and take back control of their careers. Some people change their perspective towards establishing their own opportunities because they are frustrated by being turned down for jobs repeatedly or because they are unsure about depending on uncertain career opportunities. Being laid off might make one feel much more determined and urgent to take charge of their financial future than to be dependent on hiring decisions made by others or economic downturns. Unemployment also frequently gives people the time and room to consider their interests, talents, and goals. It provides a chance for reflection and self-evaluation, helping people to see market gaps, investigate fresh company concepts, or use their special skills and experiences to launch their own firm. Unemployment's related financial burden might also spur entrepreneurship. When one does not have a consistent income, they might feel forced to look for other sources of revenue to sustain their families. Though there are dangers and difficulties involved, starting a small business can be a possible source of

income. Moreover, unemployment can develop in people resiliency and inventiveness, two traits that are necessary for entrepreneurship. Experience negotiating times of uncertainty and hardship can provide people the willpower, flexibility, and problem-solving abilities required to start and grow a small business.

2.1.3 Need for achievement

"Need for accomplishment" describes a person's desire to escape poverty or to achieve important success. Another name for it is a necessary element for achieving your company objectives. Still, no one agrees on the best way to gauge the success of a company (Zeffane, 2013). "Need for accomplishment" also refers to the drive to succeed in life and to put your mind on obtaining something even if there might be barriers in your way. Furthermore, it is the want to achieve remarkable results by setting specific goals and working to achieve them. It is an unquenchable will to do more tasks with success (Parkins, 2010). Achievement becomes a major necessity that has to be satisfied by the guarantee of entrepreneurs. When someone believes that his performance will be judged according to some standard of excellence, need for achievement plays a major role in aim and consistency. Generally speaking, small company entrepreneurs are more ambitious than the average person. They are motivated by it to effortlessly accomplish their next objective. Goal setting, planning, and ongoing information searching are skills that small company entrepreneurs excel at. In their profession, they are prepared to embrace both success and failure, and this desire for achievement helps them to overcome challenges, failure, and setbacks. To succeed, one has to pursue quality, innovation, and performance enhancement all the time. More focused on what has to be done, people are more motivated to reach their objectives and put in more effort when working on projects than those who are not interested in what needs to be done in order to succeed. When one looks at people that are determined to get what they want and need, they usually establish some traits that they will adhere to in order to get what they desire. As essential to success, (Parkins, 2010) lists the following characteristics:

i. Action-Oriented

Individuals, who wish to accomplish something in life, are always action-oriented. At the point when they feel like work should be finished, they do it without posing a ton of inquiries and guarantee that the work is finished on time.

ii. Flexible

At the point when individuals want to accomplish incredible things, they should be available to a wide range of changes. They are now mindful that their life

would not generally be modest, and that they will undoubtedly encounter many changes. Plus, the people who are extremely resolved find it simple to adjust to any new climate.

iii. Eager to Learn

Learning is a piece of life that individuals generally need to capitalize on. They never express no to learning of new things, as long as it assists them with developing personally and gain various abilities and information.

iv. Lack of Comparisons

With regards to accomplishing objectives, they not to contrast themselves with others. Doing so will just put them down as opposed to giving them a much-needed boost. All things considered, they will feel uncouth and not adequate, and this could make them give up in reaching your goals.

Definition of small and medium enterprise

Small and medium-sized enterprises are those with less than ten workers, frequently. Different industries have different numbers of SMEs. In 2019 Somaya and Al-Herwi. SMEs are self-sufficient, non-auxiliary businesses with a small staff. The amount varies national to national. Small and medium-sized enterprises (SMEs) are defined by the European Union as those with fewer than 250 employees and a yearly revenue of up to 50 million euros. In Nigeria, SMEs are defined by the Central Bank of Nigeria as organisations with an annual revenue of around 500 000 Naira (N500, 000). Apart from other factors, the capital, scope, financial stability, and number of representatives of SMEs can best describe them (Mekwunye, 2018).

Factors affecting small and medium enterprise

.i) High Inflation

As they consider further expansion, store network flaws, and job concerns, private enterprises are now looking more closely at expenses. According to the necessary business research for the year, 89% of businesses increased their expenses as soon as the economic downturn began. In contrast, other overviews made it clear that 46% want to reduce their stock in 2022 in order to fight inflation, and 45% increased expenses by more than 20%. A few ways growth could affect the revenue of your company are as follows:

i.) Increased costs: Costs of provisions or administrations to maintain a business might increment as an outcome of expansion.

ii.) Raised costs: With ongoing work deficiencies and store network issues, a few organizations are encountering an expansion in the expense of merchandise sold. On the off chance that expenses to provisions, unrefined components, or administrations

increment, this could, thus, mean organizations think about raising costs of their items and administrations to counterbalance these increasing expenses.

iii.) Narrower net revenues: Profit edges, influenced by raised costs, could limit profit. For organizations, this might mean making changes to more readily oversee and figure net revenues. By keeping up with current net revenues during seasons of expansion or tracking down potential chances to increment them, you can keep on outlining a way to productivity. (Marc, 2022)

Unfavorable government policies

For a long time, unofficial legislation has not satisfied many enterprises. Most of the time, companies and their representatives denounce unofficial legislation as an unjustified barrier to financial success, job development, and profit. Naturally, a lot of companies have benefited from legal escape clauses, relocated their operations abroad, and ignored antitrust laws in their attempts to follow the rules. March of 2022

High bureaucratic registration process

Registering a business in Nigeria has historically been characterized by a high bureaucratic process, which can be cumbersome and time-consuming. Several factors contribute to this situation:

Multiple Agencies and Layers of Approval: In Nigeria, registering a business often involves dealing with multiple government agencies at various levels, each with its own set of requirements and procedures. This can lead to duplication of efforts and prolonged processing times.

Complex Regulatory Environment: Nigeria has a complex regulatory environment with numerous laws, regulations, and procedures governing business registration. Navigating through this maze of regulations can be challenging for entrepreneurs, especially those without prior experience or legal expertise.

Corruption and Bribery: Corruption is a pervasive issue in Nigeria, and it can significantly impact the business registration process. Entrepreneurs may encounter demands for bribes or face delays if they refuse to pay. This not only adds to the time and cost of registration but also undermines the integrity of the process.

Inefficiencies in Government Agencies: Government agencies responsible for business registration may suffer from inefficiencies, including outdated processes, inadequate infrastructure, and insufficient staffing. These inefficiencies can contribute to delays and bottlenecks in the registration process.

Lack of Transparency and Accountability: The lack of transparency and accountability in the business registration process can further exacerbate the challenges faced by entrepreneurs. Without clear

guidelines and mechanisms for oversight, there is a risk of arbitrary decision-making and favoritism. Efforts have been made in recent years to streamline the business registration process in Nigeria. For example, the Corporate Affairs Commission (CAC) has introduced online registration portals and initiatives aimed at reducing the time and cost of registering a business. Additionally, government agencies have been urged to improve transparency and accountability in their operations.

However, despite these efforts, challenges persist, and further reforms are needed to create a more business-friendly environment in Nigeria. This includes simplifying regulations, improving the efficiency of government agencies, tackling corruption, and enhancing transparency and accountability throughout the registration process. By addressing these issues, Nigeria can attract more investment, stimulate economic growth, and create opportunities for entrepreneurship and job creation (Isa, 2016).

Problems of Small and Medium Enterprise

Ajibade (2022) outlines ten major problems encountered by small and medium scale enterprises:

i. Lack of Clear Succession Plan

Most SMEs in Nigeria are sole ownership. It is generally seen that most pioneers behind these organizations neglect to set up an arrangement for the effective running of the business past their retirement or in the case of death or incapability. Consequently, most organizations will generally foldup when the proprietor/pioneer dies. (Marc, 2022)

ii. Financial Education

Numerous entrepreneurs come short on information on current business finance. For example, record-keeping, stock maintenance, etc, and how to seek loans and advances properly, liquidity ratio, assets and liabilities ratio and so on. (Marc, 2022).

iii. Lack of Proper Strategic Planning

The two fundamental drivers of business venture are profit and passion. Despite how significant they might be, these elements are exceptionally unpredictable as they frequently keep entrepreneurs from seeing the master plan. The business environment is extremely unpredictable and complex. It requires appropriate strategic plans to support against different challenges that might come up particularly over the long-run. (Marc, 2022).

iv. Disregard for Essential Services for example Protection/Legal/Professional Services

SMEs in Nigeria will generally dismiss the significance of the previously mentioned administrations which leaves them one lamentable episode away from complete ruin. (Ibrahim Ajibade 2022).

v. Fluctuation of Forex

Worldwide exchange rates are to a great extent named in dollars. Consequently, the absence of stability of the Naira makes Nigerian SMEs face multiples challenges international market.

Characteristics of SMEs

Nigerian small and medium-sized enterprises (SMEs) represent a wide range of business endeavours that make a substantial contribution to the country's economy. Usually small-scale, these businesses have unique characteristics that reflect the socioeconomic environment of Nigeria. First off, there are a lot of different areas that SMEs in Nigeria cover: manufacturing, retail, services, and technology. This variety offers a rich tapestry of products and services to meet local needs and highlights the many needs and possibilities found in the Nigerian market. The core of small and medium-sized enterprises (SMEs) in Nigeria is entrepreneurship; many of these businesses are started and run by people who are innovative, creative, and never stop trying to succeed. These entrepreneurs show tenacity and creativity in the face of extreme obstacles; they frequently move with tenacity and flexibility through difficult regulatory frameworks and restricted access to capital. In Nigeria, a large percentage of small and medium-sized firms (SMEs) are family-owned and run, and family relationships are crucial to decision-making and corporate management. The way that generations work together to maintain and expand their companies creates a feeling of continuity and unity. In Nigeria, SMEs do, however, face significant obstacles, especially when it comes to obtaining capital and resources. For SMEs hoping to grow, the lack of official funding options, together with high interest rates and strict loan standards, creates major obstacles. Furthermore impeding their economic trajectory are resource limitations, such as restricted access to infrastructure, technology, and trained labour. Notwithstanding these difficulties, SMEs continue to be strong foundations of the Nigerian economy, greatly boosting GDP and employment creation. They are job creators that give a wide range of people, including women and youth, chances, thereby reducing unemployment and promoting socioeconomic growth. Policymakers, development agencies, and stakeholders must identify and address the particular requirements and difficulties that SMEs in Nigeria experience in negotiating their complex environment. Nigeria can fully use its SME sector to promote sustainable economic growth and prosperity by putting into practice focused initiatives including boosting access to finance, encouraging innovation, and developing entrepreneurial skills. In the Nigerian economy, small and medium-sized enterprises (SMEs)

are essential to the production of wealth, jobs and economic growth. Nigerian SMEs are defined by a number of traits.

i. Lower Revenue and Profitability

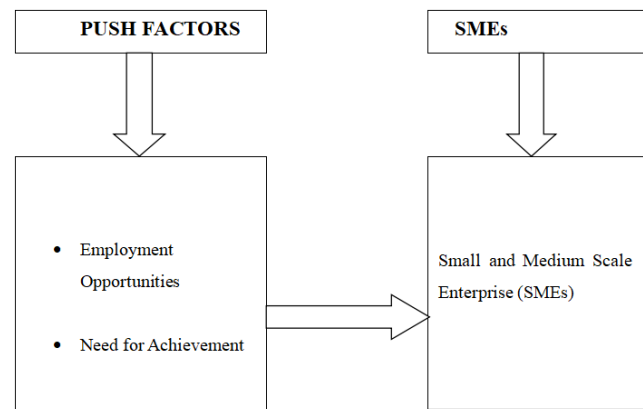
Small-scale business revenue is generally lesser than companies that operate on a larger scale. A Small Business is classified as a small ventures or organizations that get a more modest revenue than a particular measure of income, contingent upon the business type (Prochaza, 2016)

ii. Small number of Employees

SMEs in Nigeria are typically characterized by their relatively small scale of operations compared to large corporations. They may have fewer employees, limited physical infrastructure, and lower levels of capital investment. Small and medium scale enterprise utilize more modest groups of workers than organizations that capability on greater scales. These SMEs are run totally by unskilled people or small groups (Prochaza, 2016)

iii) Market Area

SMEs give a lot more modest region than companies or bigger organizations. The small-scale organizations serve single networks, for example, an eatery shop in Edo State University, Uzairue. The actual meaning of limited scope keeps these organizations from serving regions a lot bigger than a neighborhood, developing past that would expand the size of the company's activities and drive it into another characterization. (Prochaza, 2016).



Conceptual Model of push factors and SMEs

Source: Researcher's Idea, 2024

2.2 Theoretical Review

Another often used behavioural model is the Theory of planned behaviour (TPB). It clarified the ability of humans to alter their behaviour. Since the model presupposes planned behaviour, it forecasts intentional behaviour (Ajzen, 1991). An analogous concept called the Theory of Reason Action (TRA) gave rise to the TPB (Ajzen & Fishbein, 1975). The

theory was dubbed the TPB once perceived behavioural control was included to the model and it was discovered that behaviour is not entirely voluntary and cannot always be controlled. Behavioural beliefs (beliefs about the likely consequences of the practiced behaviour), normative beliefs (beliefs about the normative expectations of other people), and control beliefs (beliefs about the presence of factors that may enable or obstruct the performance of the behaviour) are the three categories of considerations that direct any action a person takes, claims the Theory of planned behaviour. Behavioural beliefs usually lead to an attitude either positive or negative towards a certain behaviour; normative views lead to perceived social pressure or subjective norms; and control beliefs initiate perceived behavioural control. Generally speaking, people are more likely to have their intention to carry out the behaviour questioned the more positive the behaviour. About 25% and 50%, respectively, of the variation in intention and adherence behaviour could be explained by the theory of planned behaviour. Though it has been suggested that adding more factors will limit any progress in the model's improvement, new adherence-related variables might be included to the Theory of planned behaviour to improve it (Ajzen, 1991). This theory's connection to this study is that control and normative beliefs set off the demand for accomplishment and job opportunity. The desire of an individual to launch small and medium-sized businesses is the outcome of purposeful, planned, and premeditated behaviour.

2.3 Empirical Review

Al-Haddad (2019) conducted a research titled "The Role of Small and Medium Enterprises (SMEs) in Employment Generation and Economic Growth" in order to determine how SMEs support the economy by creating jobs and how it affects the nation's economic growth. In particular, this study tries to find out how SMEs help create jobs, if a sizable number of individuals work for SMEs, and whether SMEs raise people's income levels. 255 employees in all were chosen at random from the Swat Marble Industries. The chosen responders received a questionnaire that was created. The statistical package for social sciences (SPSS) was used as the analytical tool for gathering and analysing the answers. As the report reveals, SMEs are essential to the creation of jobs. Reduced unemployment and SMEs go hand in hand. The outcome also indicates that SMEs and rising income levels are positively correlated.

METHODOLOGY

Research Design

The research design embraced for this study is the survey method, the methodology included drawing up questions on different parts of the subjects and a

questionnaire which will be administered to the sample. The design serves as a guide in getting research data to comprehend and foreseeing some part of the way of behaving of the populace interest. It additionally empowers the researcher to test the speculations and offers space for the fitting responses to be given.

Source of Data Collection

In the conduct of this research, information was sourced through the secondary and primary data:

Primary Data: The primary data has been generated by the researcher himself through the questionnaires administered to the respondents

Secondary Data: The secondary information includes text books, journals, internet etc. **Population of the Study**

The population of the study includes all corps member in Etsako West in Edo state, Nigeria. The study population is 246 which is the total number of the corps member in local government area.

The Sample Size Determination of Sampling Techniques

Sampling is the process of selecting a sample from the population. When the population is small, it should be taken as the sample size (Godden, 2004). Hence, the sample size is the to total population.

Research Instrument and Method of Data Analysis

For the purpose of effective survey and data gathering process, questionnaire was used for data collection. The questionnaire consisted of two (2) sections, section A which consisted of the respondents' bio-data while section B consisted of statements relating to the variables under study. Five (5) Point Likert-Scales was used to measure the degree of the respondents' opinion to the statements on the questionnaire. The scale options are; 5- Strongly Agree (SA), 4- Agree (A), 3- Undecided (UN), 2- Strongly Disagree (SD), and 1- Disagree (D). Data was analyzed using spearman's correlation, with the aid of SPSS version 23.

Validity of instrument

Validity refers to the degree to which an instrument accurately measures what it intended to measure. It is established by determining if the scores recorded by an instrument are meaningful, significant, and useful and have purpose. In order to determine if construct validity has been achieved; the scores need to be assessed statistically and practically. The questionnaire was divided into two categories. Section A is the personal data of the respondent, while section B is the data on the effect of push factors on small medium enterprise in Edo state Factor analysis was conducted for each of the sub groups to determine the content validity of each subscale except for Section A.

Reliability of the research instrument

Reliability refers to the extent that the instrument yields the same results over multiple trials. A test is

reliable to the extent that whatever it measures, it measures it consistently. Assessing test-retest reliability requires using the measure on a group of people at one time, using it again on the same group of people later, and then looking at test-retest correlation between two sets of scores. The same version of the research instrument was administered to the same respondents at two points in time and results are correlated using cronbach's Alpha reliability coefficient. A spearman's rank correlation of 0.70 or more but less than or equal to 1 makes the research measures to be credible.

Degree of Freedom

The degree of freedom refers to the maximum number of logically independent values, which are values that have the freedom to vary, in the data sample. Decision rule; Reject the H₀ and uphold H₁ if p value exceeds the critical values.

Data Presentation, Analysis and Discussion of Results

Summary of questionnaires administered and returned. Out of 246 questionnaires that were administered and 230 were filled and returned.

4.1 Descriptive Statistics

summary of Descriptive statistics

	N	Minimum	Maximum	Mean	S. D
Sex	230	1	2	1.45	.498
Age	230	1	4	1.78	.665
Educational Level	230	1	3	2.31	.768
Marital Status	230	1	3	1.67	.550
I need to be personally independent	230	3	5	4.87	.346
I would like to start a business because I saw an opportunity	230	2	5	4.40	.797
I want to have a better life	230	4	5	5.00	.066
I feel I want to be self-employed to boost my prestige	230	3	5	4.38	.820
I need to fulfil my dream	230	2	5	4.31	.947
There is opportunity I wish to explore	230	3	5	4.17	.614
I want to be my own boss	230	2	5	4.51	.850
I have a business idea I must realized	230	1	5	3.37	1.327
Valid N (list wise)	230				

Source: Author's survey, 2024.

Table 4.1 shows summary of descriptive statistics such as the maximum and minimum entries (Range), mean and standard deviation of each question raised in the questionnaire.

Table 4.2: Distribution of Respondents by Sex

	Frequency	Percent	Valid Percent	Cumulative Percent
Male	127	55.2	55.2	55.2
Female	103	44.8	44.8	44.8
Total	230	100.0	100.0	100.0

Source: Author's survey, 2024.

Table 4.2 shows the distribution of the respondents by sex. It was discovered that of the total

Questionnaire returned, 127 (55.2%) are males while female was 103 (44.2). This means that the respondents were fairly balance as there is minima difference between the female and male representative of the respondents.

Table 4.3 Age distribution of the respondents

	Frequency	Percent	Valid Percent	Cumulative Percent
18 - 24 years	109	47.4	47.4	47.4
25 - 30 years	121	52.6	52.6	52.6
Total	230	100.0	100.0	100.0

Source: Author's survey, 2024.

The age distribution as presented in table 4.3 revealed that about 109 (47.4%) are of the respondents are within the age between 18 – 24 years while 121 (52.6%) are between the age of 25 – 30 years constituting the maximum age of respondents in the study.

Table 4.4 : Distribution of the respondents by Educational Level

	Frequency	Percent	Valid Percent	Cumulative Percent
BSC.	116	50.4	50.4	50.4
HND	114	49.6	49.6	49.6
Total	230	100.0	100.0	100.0

Source: Author's survey, 2024.

Table 4.4 illustrated the educational level of the respondents. It was observed that 116 (50.4%) are graduates with Bachelor degrees constituting the highest frequency of the distribution. 114 (49.6%) are HND holders. This implies that those with bachelor degrees are motivated to be entrepreneur than those with least qualifications as demonstrated by the percentages (50.4 and 49.6) educational qualification respectively.

Distribution of Marital Status

	Frequency	Percent	Valid Percent	Cumulative Percent
Married	86	37.4	37.4	37.4
Single	144	62.6	62.6	62.6
Total	230	100.0	100.0	100.0

Source: Author's survey, 2024.

Table 4.5 demonstrated marital status of the respondents. It was observed from the table that about 144 (62.6%) are single while about 86 (37.4%) are married. This indicates that being a single is a push factor that attracted people into entrepreneur.

Distribution of respondents who need to be personally independent

	Frequency	Percent	Valid Percent	Cumulative Percent
Undecided	1	.4	.4	.4
Agreed	27	11.7	11.7	12.2
Strongly Agreed	202	87.8	87.8	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

Table 4.6 illustrates the distribution of respondents who need to be personally independent. It was revealed that about 202 (87.8%) strongly agreed to be personally independent while 27 (11.7%) agreed that they need to be personally independent. Only 1 (0.4%) was undecided whether to personally independent or not. This implies that need to be personally independent is a push factor to entrepreneur as majority of the respondents strongly agreed.

Distribution of respondents who like to start a business because of opportunity

	Frequency	Percent	Valid Percent	Cumulative Percent
Disagreed	5	2.2	2.2	2.2
Undecided	30	13.0	13.0	15.2
Agreed	62	27.0	27.0	42.2
Strongly Agreed	133	57.8	57.8	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

Table 4.7 showed the distribution of respondents relating to opportunity as push factor to becoming an entrepreneur. It was discovered that about 5 (2.2%) respondents disagreed while 30 (13.0%) respondents were undecided on perceiving opportunity as a push factor to become an entrepreneur. On the other hand, 62 (27.0%) of the respondents agreed while about 133 (57.8%) of the respondents strongly agreed that detecting opportunity is one among push factors that promote entrepreneur.

Distribution of Respondents on the need to fulfil a dream

	Frequency	Percent	Valid Percent	Cumulative Percent
Disagreed	21	9.1	9.1	9.1
Undecided	52	22.6	22.6	31.7
Agreed	47	20.4	20.4	52.2
Strongly Agreed	110	47.8	47.8	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024

Looking at the need to fulfill a dream, it was discovered that 21 (9.11%) of the respondents disagreed, 52 (22.6%) were undecided 47 (20.4%) agreed and those that strongly agreed was 110 (47.8%). This explain the facts that majority believed that try to fulfil a dream is push factor.

Distribution of Respondents by I want to have a better life

	Frequency	Percent	Valid Percent	Cumulative Percent
Agreed	1	.4	.4	.4
Strongly Agreed	229	99.6	99.6	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

It was illustrated in table 4.9 that most people strongly agreed that to have better life push them into becoming an entrepreneur. Therefore, providing responses to the question, it was discovered that only 1 (0.4%) agreed

and 229 (99.6) strongly agreed. Hence, we conclude that everybody wants a better life

Distribution of Respondents by I feel I want to be self-employed to boost my prestige

	Frequency	Percent	Valid Percent	Cumulative Percent
Undecided	50	21.7	21.7	21.7
Agreed	43	18.7	18.7	40.4
Strongly Agreed	137	59.6	59.6	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

demonstrated the respondents perception on the need to be self- employed to boost their prestige as one of the push factors that motivate them into venturing into small and medium enterprises. Therefore, it was gathered that 50 (21.7%) where undecided, 43 (18.7%) agreed and 137 (59.6%) strongly agreed. This implies that boosting self -prestige is one of the push factors that led many people into investing in small and medium scale enterprises.

Table 4.11: Distribution of Respondents by there are opportunities I wish to explore

	Frequency	Percent	Valid Percent	Cumulative Percent
Undecided	27	11.7	11.7	11.7
Agreed	137	59.6	59.6	71.3
Strongly Agreed	66	28.7	28.7	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

It was discovered from table 4.11 that most people are pull into small and medium scale enterprises as it serves as the explanation of exploring further opportunities. Therefore, from their perceptions about 27 (11.7%) was undecided, while those that agreed was 137 (59.6%) and strongly agreed was 66 (28.7%). Hence, more people are looking for opportunity to explore other field of life.

Distribution of Respondents by I want to be my own boss

	Frequency	Percent	Valid Percent	Cumulative Percent
Disagreed	18	7.8	7.8	7.8
Agreed	58	25.2	25.2	33.0
Strongly Agreed	154	67.0	67.0	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

Table 4.12 shows the distribution of respondents on the need to be their own boss. It was revealed that about 18 (7.8%) of the respondents disagreed, 58 (25.2%) agreed and 154 (67.0%) strongly agreed. This indicates that the need to be a boss of yourself remains one of the strongly agreed push factors that propelled people into investing in small and medium scale enterprises in Edo state.

Distribution of Respondents by I have a business idea I must realized

	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly Disagreed	25	10.9	10.9	10.9
Disagreed	33	14.3	14.3	25.2
Undecided	72	31.3	31.3	56.5
Agreed	33	14.3	14.3	70.9
Strongly Agreed	67	29.1	29.1	100.0
Total	230	100.0	100.0	

Source: Author's survey, 2024.

Table 4.13 demonstrated the respondents' perceptions on push factors to small and medium enterprises. From their responses, it was observed that about 25 (10.9%) strongly disagreed, implying that having a business idea does necessary means that one pull into small and medium enterprises. It was also discovered that about 33 (14.3%) of the respondents disagreed, indicating that having business idea do not propelled them into small and medium. 72 (31.3 %) of the respondents were undecided, while 33 (14.3%) agreed and 67 (29.1%) strongly agreed that having business ideas to be realised propelled them into investing in small and medium scale enterprises in Edo state.

Correlation Results

Correlations

	I need to be personally independent	I feel I want to be employed to boost my prestige	There are opportunity I wish to explore	I want to be my own boss	I have a business idea I must realized
I need to be personally independent	Pearson Correlation Sig. (2-tailed) N	.268** 0.000 230	.390** 0.000 230	.521** 0.000 230	.419** 0.000 230
I feel I want to be self-employed to boost my prestige	Pearson Correlation Sig. (2-tailed) N	.268** 0.000 230	-.085 0.202 230	.214** 0.001 230	.615** 0.000 230
There are opportunity I wish to explore	Pearson Correlation Sig. (2-tailed) N	.390** 0.000 230	-.085 0.202 230	1 0.000 230	.492** 0.024 230
I want to be my own boss	Pearson Correlation Sig. (2-tailed) N	.521** 0.000 230	.492** 0.001 230	1 0.000 230	.707** 0.000 230
I have a business idea I must realized	Pearson Correlation Sig. (2-tailed) N	.419** 0.000 230	.615** 0.000 230	.707** 0.000 230	1 0.000 230

*. Correlation is significant at the 0.05 level (2-tailed).

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

To access if employment opportunity affects SMEs the respondent responses shown employment opportunity to be a favorable and significant push factor that drives entrepreneurial activities in small and medium scale

enterprises among young people in Edo State. This was found to be significant given the correlation coefficient of 0.39(39%) and p-value (0.01) at 5% level. This confirm the level of perception of respondents that employment opportunity is one of the driving forces that push individuals into entrepreneurial activities in the small and medium scale enterprises in Edo State. This implies that most persons are compelled or forced into establishing small and medium scale enterprises because they see it as a way to avoid protracted unemployment and to be financially secured.

The question relating to the need for achievement was examined. It was discovered it was one among significant push factors that drives entrepreneurs into small and medium scale enterprises in Edo State. This was confirmed by the correlation coefficient of 0.707(71%) with p-value of 0.01 significance at 5% level.

Discussion of Results

To examine the push factors to small and medium scale enterprise among the youth in Edo state it was revealed from the perceptions of respondents that there are numerous factors that drive people into becoming the small and medium scale enterprise owner in Edo state. The general perceptions of the entrepreneur revealed that the need to be independent and seek employment opportunities are push factors that push entrepreneurs to investing in small and medium enterprises in Edo state.

To be personally independent was found to most among the push factors that endeared most entrepreneurs thereby longing to make investment in small and medium scale enterprises. Therefore, to lift people from poverty, increase assets of households, and promote employment most entrepreneur preferred to embark on sustainable and profitable business concept such as small and medium enterprises.

Conclusion

The study concludes based on the findings that, to generate income for employment opportunity, and need for achievement are propelling factors that push young people to start small and medium enterprises in Edo State.

Recommendations

- i) The study recommends the provision of enabling environment. This provides more opportunities for entrepreneurs to invest in small and medium scale enterprises in Edo State.
- ii) The study also recommends that orientation for the need for self-sufficient and achievement be provided to the entrepreneur so as to rekindle their interest in small and medium enterprises in Edo State and

iii) The study recommend that NYSC trainer should focus on modern entrepreneurship development training to NYSC corps members while in service.

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