

**RELATIONSHIP BETWEEN ENTREPRENEURIAL
ORIENTATION, ENTREPRENEURIAL EDUCATION,
SELF-EFFICACY AND ENTREPRENEURIAL
INTENTION AMONG UNDERGRADUATE STUDENTS
AT NIGERIAN UNIVERSITIES**

MUKHTAR BABA

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**RELATIONSHIP BETWEEN ENTREPRENEURIAL ORIENTATION,
ENTREPRENEURIAL EDUCATION, SELF-EFFICACY AND
ENTREPRENEURIAL INTENTION AMONG UNDERGRADUATE STUDENTS
AT NIGERIAN UNIVERSITIES**

By

MUKHTAR BABA

**Dissertation Submitted to
Othman Yeop Abdullah Graduate School of Business,
Universiti Utara Malaysia,
in Fulfilment of the Requirement for the Master Degree**

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ABSTRACT

Like most of the developing countries, Nigeria is facing the problem of youth unemployment. Among the strategies used by these countries to overcome this problem is to get their youths to be engaged in entrepreneurial activities with the ultimate objective of becoming self-employed and self-reliant. Similarly in Nigeria, the government has introduced several policies aimed at eradicating poverty by encouraging self-employment among youths. One of such policies is the introduction of entrepreneurship education into the curriculum of higher education which is aimed at promoting and inculcating entrepreneurship amongst the university students. Hence, this study examines the determinants of entrepreneurial intention among undergraduate students at Nigerian Universities. Primarily, this study explored the role of entrepreneurial orientation, entrepreneurial education, and self-efficacy on students' intention to become entrepreneurs. A total of 242 students who have taken business related subjects from Bayero University Kano (BUK), Nigeria and Bauchi State University Gadau (BASUG) participated in this study. The results showed that all the independent variables; entrepreneurial orientation, entrepreneurial education and self-efficacy are significantly and positively related to entrepreneurial intention. The findings of this study provided useful inputs for the Nigerian Ministry of Education with regard to designing a more beneficial and comprehensive entrepreneurship related course contents and curriculum in Nigerian universities. This is aimed at preparing the students for self-employment as entrepreneurs which will assist the government's efforts in overcoming youth unemployment and poverty in Nigeria.

Keywords: Entrepreneurial intention, entrepreneurial orientation, entrepreneurial education, self-efficacy

ABSTRAK

Seperti kebanyakan negara-negara membangun, Nigeria menghadapi masalah pengangguran belia. Antara strategi-strategi yang digunakan oleh negara-negara ini untuk mengatasi masalah ini ialah untuk mendapatkan belia mereka untuk terlibat dalam aktiviti-aktiviti keusahawanan dengan tujuan menjadi bekerja sendiri dan jagaannya. Begitu juga di Nigeria, kerajaan telah memperkenalkan beberapa dasar yang bertujuan membasmi kemiskinan dengan menggalakkan bekerja sendiri di kalangan belia. Salah satu dasar-dasar tersebut adalah pengenalan pendidikan keusahawanan ke dalam kurikulum pengajian tinggi yang bertujuan untuk menggalakkan dan memupuk keusahawanan dikalangan pelajar-pelajar Universiti. Oleh itu, kajian beliau meneliti penentu niat keusahawanan dikalangan pelajar-pelajar yang mengikuti kursus Sarjana Muda di universiti-universiti di Nigeria. Terutamanya, kajian ini diterokai dengan peranan orientasi keusahawanan, pendidikan keusahawanan, dan kemampuan pelajar niat untuk menjadi usahawan. Seramai 242 orang pelajar yang telah mengambil perniagaan berkaitan subjek dari Bayero University Kano (BUK), Nigeria dan Gadau Universiti Negeri Bauchi (BASUG) mengambil bahagian dalam kajian ini. Hasil kajian menunjukkan bahawa semua pembolehubah bebas itu; orientasi keusahawanan, pendidikan keusahawanan dan kemampuan dengan ketara dan secara positif berkaitan dengan keusahawanan niat. Hasil kajian merupakan ini menyediakan input yang berguna kepada Kementerian Pelajaran Nigeria Malaysia untuk merekabentuk kandungan kursus dan kurikulum keusahawanan yang lebih bermanfaat dan komprehensif di institusi pengajian tinggi Nigeria. Ini bertujuan menyediakan pelajar untuk bekerja sendiri dengan menjadi usahawan yang akan membantu usaha kerajaan dalam mengatasi masalah pengangguran remaja dan kemiskinan di Nigeria.

Kata kunci: Niat keusahawanan, orientasi keusahawanan, pendidikan keusahawanan, kemampuan diri

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DEDICATION

To my Father, Alhaji Yerima Imam and my Brother, Ahmed Yerima

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LIST OF ABBRIVIATIONS

BASUG:	Bauchi State University Gadau
BUK:	Bayero University Kano
EE:	Entrepreneurial Education
EI:	Entrepreneurial Intention
EO:	Entrepreneurial Orientation
HCP:	Health Care Personnel
NAPEP:	National Poverty Eradication Program
NBS:	National Bureau of Statistics
NDE:	National Directorate of Employment
NPC:	National Population Commission
OYAGSB:	Othman Yeop Abdallah Graduate School of Business
SE:	Self-efficacy
SMEDAN:	Small and Medium Enterprise Development Agency of Nigeria
SPSS:	Statistical Programme for Social Sciences
SEE:	Shapero Entrepreneurial Event Model
TPB:	Theory of Plan Behaviour
UNICEF:	United Nations Children Fund
UUM:	Universiti Utara Malaysia
USA:	United State of America
WDI:	World Development Indicator

CHAPTER ONE

INTRODUCTION

1.1 Background of the Study

During the last decades, entrepreneurship as a field of research has attracted researchers, agencies, and policy makers. The primary reason for this interest is the increasing need for entrepreneurs whose efforts in creating novel ideas and making such ideas into lucrative businesses would boost country's economic development (Turker & Selcuk, 2009). Other reasons for the rising concern in the issue of entrepreneurship include the rising rate of unemployment and poverty that becomes clearly during post economic slump era of the early 1980's; the slowdown or decline of the agricultural market activities and the recognition of the capacity of small and medium sized businesses to provide a far-flung employment and job opportunities to prevent unemployment and eradicate poverty (Alarape, 2009).

Moreover, governments, academicians as well as researchers believed that entrepreneurship is a significant way to economic improvement for both developed and developing countries (Keilbach, Tamvada, & Audretsch, 2008; Zeleam, Temtime, & Pansiri, 2004). Therefore, most of the policymakers focus on inspiring and motivating entrepreneurship as it is closely associated with innovation and contributes towards economic growth through job and wealth creation (Orhan & Scott, 2001).

Today's small businesses, precisely the new ones, are the drivers for entrepreneurship activities, providing not only employment, social and political stability, but it also provides creative and competitive power (Thurik & Wennekers, 2004). In order to encourage greater involvement in entrepreneurial activities, policymakers, researchers,

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