

# *Globalisation and Entrepreneurial Development in Nigeria: The Challenges and The Opportunities*

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**Abstract:** *Globalisation is one of the major political-economic terms that has gained academic attention of most social science scholars in the 21<sup>st</sup> century. This is because of its impact on the socio-economic and political climates of human societies world-over. Generally, various factors have been observed as enhancing the globalisation ideology, one of such is the development of the entrepreneurial sector. However, due to the under-development of the entrepreneurial sector in Nigeria, the globalisation ideology has suffered setbacks despite the availability of numerous opportunities that would have been hitherto utilized to put the country at vantage point in the global order. It is based on this observation that this paper seeks to look into the challenges and opportunities faced by entrepreneurs in Nigeria as they engage in their daily business activities in the globalised world. The paper recommends that government at all levels should provide possible solutions to the challenges hindering entrepreneurial development in the country especially because of the numerous opportunities that exist in the sector which, if properly utilized will benefit the country and make it to be among the gainers in the game of globalisation.*

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### **Introduction**

The word globalisation is a political-economic term that has been in common use since the early 1990's to describe the current world in which we live. The concept has found expression today in all the world's major languages. Globalisation has indeed become, 'the cliché of our time' (Held *et al* 1999:3). 'An idea which encompasses everything from global financial markets to the internet' (Lawal 2009: 5) According to Nnamani (2004), globalisation refers to the phenomenon whereby countries, people and businesses around the globe relate without much difficulty. Globalisation is multidimensional with social, political and economic implications. Its economic dimension has however received attention most because of its tendency to drive and set the pace for other processes. The economic dimension of globalisation refers to the integration of domestic economies with the world economy and the consequential increase in the economic interdependence of countries and regions through trade and free flows of the factors of production (Mirza 2000; Abdulrasheed, 2004; Ikechi & Edward 2009).

Globalisation is a topical issue which has gained the attention of scholars from all social science disciplines. The popular usage of the term among the social scientists has made it to attract attention of even nonsocial-scientists. Generally, globalisation involves such issues as breakdown of international economic boundaries and therefore a tendency towards uniformity on a number of issues such as market systems, cultural outlook, economic policies and political institutions (Bello 2004). From the liberal perspective, globalisation refers to increasing integration of the activities and practices of human societies around the world. It is presented as that process of both vertical and horizontal integration, involving increasing volume and variety of transnational transactions in goods and widespread diffusion of arts, culture, science and technology (International Monetary Fund 1997; Mussa 2000; Bello 2004).

However, it would be grossly erroneous to conclude on the fact that globalisation is beneficial to the political economy of all the people of the globe. Yusuf (2000) observes that the full force of the positive change arising from globalisation is felt only by a relatively small number of upper and middle-income countries. According to him, 'most economies especially that of sub-Sahara Africa are not benefiting from globalisation because they are only partially integrated into the global system' To be specific, Nigeria as a country has not been benefiting from the gains of globalisation despite its adoption of globalisation policies such as privatization, monetization, deregulation, etc (Nnamani 2004; Olatunji&Falabi, 2014). In essence, some of the fundamental questions are: What is the trend of entrepreneurial development in the country in this era of globalisation? Is Nigeria at the positive end of the policy of globalisation?, how many mega-entrepreneurs such as Dangote has been produced in the country since the adoption of globalisation policies? What are the factors militating against Nigeria

from benefiting from the gains of globalisation and what can be done to put the country at the positive end of the policy of globalisation? These are important debatable questions this paper is attempting to answer. Along this background, this paper seek to look into the effects of globalisation on overall development in Nigeria and how entrepreneurship development could be used to make the country utilize the globalisation ideology to enhance economic development in the country generally. Towards these ends, this paper is divided into five sections. Section 1 is an introduction while section 2 deals with conceptual/theoretical discussions on globalisation; section 3 looks into the phenomenon of entrepreneurship and its relevance to globalisation tenet; section 4 highlighted the challenges and opportunities for Entrepreneurial Development in Nigeria and section 5 conclude the paper.

### **What is Gobalisation?**

Generally, there are divergent views among scholars of the basic meaning of the term globalisation. According to Asobie (2001) cited in Bello (2004); globalisation is a concept loaded with ideological connotations; its meanings are in contention; its character is a point of dispute and its history is mired in controversy. According to Held et.al (1999) cited in Lawal, (2006), there are three distinguished broad schools of thought on globalisation, these include the Hyper-Globalisers; the Skeptics and the Transformationalists. For the hyper globalisers, globalisation is seen as a new period in which people all over the world are increasingly becoming subject of the global world. i.e. an era of human history in which traditional nation states have become unnatural, even impossible business units. This therefore presents an economic logic of the emergence of a single global market in which the principle of global competition becomes the necessary condition for human progress (Held et.al. 1999). Following this school of thought, Mussa (2000) sees the primary mechanisms of globalisation to include open policies with respect to international trade, removal of obstacles to international capital flow and international spread of knowledge. Similarly, Yusuf (2000:32) defined it simply as 'openness to trade factor flows, ideas and information'. A process of integrating not only the economy of nations but also their culture, technology and governance (Lawal 2006; Bello 2004; Abdulrasheed 2004)

In contrast to the above, the skeptic's school of globalisation represents the critique school. Scholars in this category emphasized that the whole idea of globalisation is a mere exaggeration. They noted that globalisation is essentially a myth which conceals the reality of an international economy increasingly segmented into certain regional trading blocs in which international governments remain very powerful (Lawal 2006). The arguments of the skeptics are based entirely on the economic conception of globalisation, equating it with a perfectly integrated global market (Mohammed 1996). Critics of globalisation have observe that while globalisation could mean more wealth and development for the people of the first world, it automatically mean more poverty and deepened underdevelopment for the people of the Third World countries such as Nigeria (Aina 2003; Muhammed 1996; Ogonaya-Igwe 2011; Nnamani 2004). This could be the reason why Bello (2004) concluded that globalisation has been a force for inequality and marginalization, it has rather, than promoting

oneness of the global village constituted a continuing dividing factor between developed and developing nations of the world

Finally, for the transformationalists, 'globalisation is a central driving force behind the rapid social, political and economic transformations that are reshaping societies the world over (Khor 1996:11). To this school of thought, the whole idea of globalisation is about change, development and transformation. Hence, globalisation has become the necessary ingredient of economic development. It is against this backdrop that scholars in this school of thought warned that African economies cannot afford to be dormant since a nation with a closed economy with few relations with the rest of the world is no longer desirable and no longer practicable. In this regard, they recommended that the African economy must adopt and adapt the needed measures to maximize the enormous benefits from its involvement in the globalisation process while trying to wade off its adverse consequences.

Generally, transformationalists see globalisation as functioning in the widening, deepening and speeding up of world-wide interconnectedness in all aspects of contemporary social life, from the cultural to the criminal; from the financial to the spiritual. According to Held, et.al (1999) and Hill (2009), globalisation refers to a fundamental transformation in world economy in which nations are moving toward an interdependent global economic system. In essence, globalisation has resulted in making markets which were previously historically separated become one huge global marketplace as a result of reductions in trade barriers and advances in information and transportation technologies. According to Lawal (2006), the whole idea of globalisation revolves around new realities and terminologies such as Information Technology (IT); World Wide Web (WWW); Deregulation; Trade liberalization; economic competition or free enterprises and an emergent political system that is people oriented. The implication of these transformations to the entrepreneur according to the Transformationalists is that small firms can now participate in international trade right from inception (Ikechi& Edward 2009). An example was cited by the transformationalists with the incidental emergence of much of East Asia countries such as China; India and Korea. These countries have transformed from being one of the poorest regions of the world 40 years ago to a progressive region - economically and politically lately (Schaefer 2006; Hill 2009).

In the final analysis, whereas the hyper-globalisers and the transformationalists see globalisation not only synonymous to economic development but more importantly also as a necessary condition for socio-economic transformation of the less developed worlds such as Nigeria. The pessimists or skeptics school of globalisation has described it as instrument of exploitation and dependency putting some nations of the world at a negative end in terms of socio-economic development. Hence, the term globalisation as noted by Bello (2004) is a term loaded with ideological contradictions in which meanings are in contention and that which character is a point of dispute and which history is mired in

controversy. In line with the above arguments, this present research is anchored on the transformationalists' conception that given the available opportunities available for entrepreneurial development in Nigeria, globalisation could be utilized as a mechanism of transformation in Nigeria if the present entrepreneurial challenging environment is taken care of.

### **Entrepreneurship and its Relevance to Globalisation**

According Sarkin-Daji (2004), an entrepreneur is an individual who is willing to and has ability to seek investment opportunities in an environment and be able to establish and run a business outfit successfully based on identified opportunities. Similarly, Okpara (2005), Falabi&Olatunji (2014) see entrepreneurship as the ability to create something (usually a business entity) from practically nothing; 'it is initiating, building and watching an enterprise rather than watching one'. Though, these definitions see entrepreneurs as founders of a business organization but entrepreneurs include not just the founders of business firms but also second-generation operators of family owned firms, franchisees, and owner managers who have bought out the founders of existing firms (Longenecker *et.al* 2003). Currently, most African entrepreneurs manage small-scale enterprise (Ikechi& Edward 2009; Olatunji 2012); hence entrepreneur in this paper is referred to as both small scale business persons and large scale entrepreneurs.

The earliest definition of entrepreneurship, dating from the eighteenth century, used it as an economic term describing the process of bearing the risk of buying at certain prices and selling at uncertain prices (Morris & Lewis, 1991), unlike salary employees, entrepreneurs assume ownership risks. According to Ikechi& Edward (2009), entrepreneurs are individuals who identify societal needs and riskily launch firms and create market to meet those needs. Hirsch & Peter (1998) see entrepreneur as someone who creates something different with value by devoting the necessary time and effort, assuming the accompanying financial, psychic and social risks, and receiving the resulting rewards of monetary and personal satisfaction. Some researchers (Huefner& Hunt 1994; Chung & Gibbons, 1997; Begley *et. al.* 1997, Okpara 2005; Olatunji 2012, Falabi&Olatunji 2014) have defined an entrepreneur as someone who recognizes an opportunity and marshals the resources to take advantage of, or act on that opportunity.

Without entrepreneurs, there would be no new innovation or creative imitation in the marketplace; hence, the transformation to new production methods and goods in the country would not take place. As entrepreneurs transform the market, not only do they provide new goods and services to the domestic market, they also provide a new source of employment to the economy. As a result, entrepreneurship serves as an active agent in the process of economic development; it serves as the catalyst for market transformation and provides new opportunities for economic growth, employment generation and increased per capita income. It improves quality of life, puts a country at vantage point

in the global economic competition, and creates new wealth by investment and reinvestment (Okpara 2005; Ikechi& Edward 2009; Afolabi 2009; Olatunji&Sakariyau 2014).

Going by the above explanations on globalisation and entrepreneurship, one would realize that vibrant entrepreneurship is relevant as one of the necessary conditions for attaining the goals of globalisation. Although, globalisation potentially promotes entrepreneurship and entrepreneurship enhances globalisation but the challenge facing most African countries such as Nigeria is that low level of entrepreneurial event and entrepreneurial performance has posed themselves as challenges towards attaining the globalisation goals. Historically, the practice of entrepreneurship has generally gone low in Nigeria due to the fact the business environment is not conducive. NACCIMA (2012b) reported that over 800 companies close shop in Nigeria in two years due to harsh condition of operation. In addition, businesses are closing down drastically due to an unfavourable global completion that characterized business operation in the global world. For example, in those days before the advent of globalisation when economic production is based on comparative cost advantage, production of certain items are reserved for specific countries based on cost advantage but in today's global world, the era of comparative cost advantage is over as countries such as China and India produce everything so massively that problem-ridden countries such as Nigeria cannot withstand the tide of the time and hence the rapid drop in the rate of entrepreneurial activities in the country. In other words, globalisation has actually affected the trend of entrepreneurial activities in Nigeria. This is because globalisation is an economic policy in which development of the entrepreneurial sector is one of the basic pre-requisites for its workability. In other words, the low level of entrepreneurial activities in Nigeria is one of the fundamental factors militating against the utilization of globalisation to enhance economic development in the country. Thus, entrepreneurial development is a crucial factor that needs to be effectively developed in Nigeria in order to be at the positive end of the practice of globalisation.

On this note, Ikechi & Edward (2009) observe that though the potential for global sales is clear, but this does not extend to most entrepreneurial setup in Africa. This is because African entrepreneurs are falling behind in the global economic race (Zeng 2008). In other words, despite the fact that small businesses are the engines that drive economic growth in most economies, small scale enterprises in Nigeria are at great disadvantage in this race for growth and profitability. This constitutes a challenge in which Nigeria as a nation must strive to combat in order to reap from the benefits of globalisation. Not only that globalisation as an ideology poses socio-economic challenges to the Nigerian nation but more importantly entrepreneurial development remains a challenge for the proper utilization of the globalisation tenets in Nigeria. Nigeria as a nation could learn a lot from the South-East Asian countries that have utilized the development of the entrepreneurial sector to take off into the realm of development while playing along in the globalisation game. In other to achieve this, there is the need to look into those challenging factors hindering entrepreneurial development in Nigeria. This will be a necessary first step to proffer solutions to these problems. This is also necessary because looking into

these challenging factors is one of the necessary steps not only to enhance entrepreneurial development in the country but also to attain socio-economic development that will make the nation an active partner in the globalisation race.

### **Challenges and Opportunities for Entrepreneurial Development in Nigeria**

Below are some of the more notable challenges militating against entrepreneurial development in Nigeria.

#### *Poor infrastructural development*

Generally, infrastructural development is one of the basic features and conditions of development. This is so because of its importance in determining the level of entrepreneurial event (Abimbola, 2007); level of industrialization (Nigerian Association of Chamber of Commerce Industry Mines and Agriculture (NACCIMA), 2012a) and general economic development in the society (Kessides 1993; Ogbonaya-Igwe 2011 Lal 2012, Olatunji&Falabi, 2014). According to Adunola (2009), the establishment and success of entrepreneurial activities depend on the state of infrastructural factors within the boundary of a nation state. According to Aruwa (2011), infrastructures are of particular importance to the entrepreneur given that it is not economically viable for them to incur infrastructural costs. He noted further that entrepreneurs in Nigeria suffer from infrastructural shortcomings. And this has been observed as been among the paramount barriers not only to effective entrepreneurial take-off in Nigeria but more importantly has affected the process of meaningful integration of Nigeria with world globalisation race (The Guardian 2012; NACCIMA 2012b).

In other words, the problem of infrastructural development is a serious challenge facing entrepreneurial development in Nigeria. Virtually, all the physical infrastructures required for economic development, such as good standard roads, stable power supply, viable rail system and national water transportation facilities are almost not available and where it is available are in poor shape (Fund for Peace 2012; Olasunle 2012). For an example, in the area of power supply, it is conceived that modern industrial machines and equipments require adequate and stable power supply in which an epileptic power supply could not only cause damage to production equipment (Akwani 2007) but will also affect the cost of production in such a way that an item produced with such a condition will be costly comparatively with its cost of production in other parts of the world such as China and India. For example, cost of production of one T-shirt in Nigeria will be used to produce five of it's like in India and three of its like in China This will invariably lead to a situation whereby local producers here will not be able to compete favourably with their counterparts globally.

Another infrastructural challenge is the problems of poor road network and bad state of the existing ones. This to a very large extent makes movement of raw materials and finished goods from one location to the other often difficult and costly thereby negatively affecting the cost of doing business for an entrepreneur. Related to this problem of bad roads is the lack of accessible roads to the rural areas and this have made the movement of agricultural raw materials and farm produce from the rural areas to the urban centers almost impossible. The rail system is also not in standard shape (The Leadership 2012). The rail lines are not only slow but also outdated when compared with modern rail engines used in other developing parts of the world. Generally, all of these infrastructural problems have combined to make business operations difficult not only for small and medium scale businesses but also for the large scale factories as well. In addition to the problems noted above, the information and communication infrastructure in Nigeria is weak compared to the global level and access to information infrastructure is considered an indispensable condition for widespread socio-economic development in this age of globalization and information economy (Cogburn&Adeya 2000; Lal 2012). Related to the problem of ICT is the cost of accessing internet and communication services. In Nigeria, due to some of the infrastructural problems highlighted above, service providers make users pay charges that are comparatively exorbitant if compared with the amount charged for such services in other parts of the world. For instance charges paid on local and national calls in Nigeria is higher if compared with the amount paid in other countries of the world.

#### *Lack of Financial Support and Poor Entrepreneurial Policy Implementation*

According to Olatunji (2013) capital and finance is the backbone of any investment. However, in a situation where this is not available, it will be difficult to establish a viable entrepreneurial venture. In Nigeria, despite existing policies on financial support for small businesses, very few entrepreneurs receive financial help when they need it. A survey carried out by the Nigerian Association of Chambers of Commerce, Industry Mines and Agriculture (NACCIMA 2012a) has shown that only 6% of industrialists in Nigeria have been able to access the various entrepreneurial intervention funds made available by the Central Bank of Nigeria (*The Guardian* August 2012). This is a clear indication to the fact that entrepreneurs in Nigeria receive little or no financial support from the government, banks and other related financial houses and this has been a serious impediments for entrepreneurial development in Nigeria and it has made it difficult for most indigenous entrepreneurs to compete favorably with their counterparts in other parts of the world (Okpara 2005; Yusuf 2012). In addition to the above, interest rates charged on loans given by commercial banks is most times not favourable considering the interest rates coupled with the harsh business environment from which the entrepreneur operates (Ogbujiuba *et al* 2004), as a result, banks experience a high rate of loan default and this has developed into a situation where banks preferred granting loans to salary earners against business people based on the conception that the monthly income of the government paid worker is more secured than that of an average entrepreneur. As a result, obtaining loan by the entrepreneur is often difficult and cumbersome (Sanusi 2012).



Observing from this perspective, Ikechi& Edward (2009) noted that small business assistance from governments of African countries is weak and inadequate. Most research studies on African entrepreneurship have concluded that training programs for entrepreneurs have been few and far behind and different in contents to what is needed (Wallace 1999; Ikechi& Edward 2009). Some of the problems associated with such entrepreneurial training are that they are urban-centered and given by people unfamiliar with the actual needs of the entrepreneurs (Olatunji 2012)

Another observable challenge facing entrepreneurship in Nigeria is the problem of entrepreneurial policy formulation and implementation (Hope 2000; Olatunji&Lawal upcoming). Generally, problems associated with policy formulation and implementation arises as a result of gap that often exists between the theory and practice of entrepreneurship. Most often than not, most stake holders involved in making entrepreneurial policies are often technocrats with little or no practical experience of the indigenous market systems (Nwagwu 2007). Invariably, most often, neither the government nor the technocrats have the right entrepreneurial mind frame, strong enough to make entrepreneurial policies work for a typical would-be entrepreneurs in the country. Also, in most instances, the technology involved in the training tended to be beyond what trainees can afford to buy and use. In most cases there are no after-training follow up services. And there are no efforts made to ascertain the effectiveness of the training (Ikechi& Edward 2009; Olatunji 2012).

In other words, despite existing policies on financial support for small businesses, very few entrepreneurs receive financial help when they need it. In a study conducted by Mambula (2002) it was found that 72% of entrepreneurs he studied in Nigeria considered lack of financial support as the number one constraint in developing their business. According to him, small businesses consider procedures for securing business loans from banks cumbersome, and the collateral demanded for such loans (where it is available) is usually excessive. In a nutshell, entrepreneurs in Nigeria receive virtually no financial support from the government to boost their entrepreneurial activities in such a way that it will be developed to compete favorably with their counterparts globally.

Other challenging factors militating against entrepreneurial development in Nigeria include prevalent corruption rates (Falore&Asamu 2009; OlatunjiLawal&Fagbamila 2014). Although, governments the world over have come to the realization of the fact that entrepreneurship is the engine of economic development and the Nigerian government has over time initiated several entrepreneurial development initiatives and policies for this purpose. Most recent among such policies is Youth Enterprise with Innovation (YOUWIN) despite the huge amount of money spent on these policies, these policies are often not fruitful to promote entrepreneurial/economic development in Nigeria (Gunu

2013; Olatunji et.al. 2014). The problem of corruption is thus a serious challenge not only to the development of entrepreneurial activities in the country but also constitutes a setback to the realization of the fruits of adopting globalisation policies.

### *Insecurity*

One of the major challenges facing the Nigerian nation is the problem of insecurity of lives and properties. According to Otite (2012); Issah *et.al* (2014) more recent than ever, Nigeria has suffered plaques of crises leading to waste of lives and loss of valuable properties. The Boko-Haram saga; prevalent kidnapping cases; host of political cum religious motivated crises are common occurrences that have put lives and properties in Nigeria in a threatened un-secured situation (Miftahudeen 2012,). The implication of this state of insecurity is that both local and international entrepreneurial activities are severely affected as the local economy has not been running as supposed and the would-be international investors will not be willing to invest in the country due to the fact that they are not sure of the security of their dear lives and their properties. In other words, insecurity is another fundamental challenge militating against the development of the entrepreneurial sector of Nigeria and therefore one of the reasons while the country has not been benefiting from the goals of globalisation.

Other noticeable challenges militating against entrepreneurial development for an active involvement in the globalisation race include the problems of weak agric sector, weak democracy, the fear to utilize modern marketing technology (technophobia), lack of financial literacy, in-balance educational system (people who learn businesses are not educated while those educated often lack the entrepreneurial intention strong enough to initiate a viable entrepreneurial venture). The factors enumerated above are most of the factors impeding against viable entrepreneurial activities that will be strong enough to make the Nigerian economy benefit fully from the gains of globalisation. Despite all these challenges militating against entrepreneurial development in Nigeria, a closer observation will reveal that there are also lots of opportunities which if properly harnessed will enhance economic growth rates of the country. This observation suggests that opportunities exist for Nigerian entrepreneurs, and these opportunities will resulted in some international and local business successes. Some of such opportunities include among the following:

### *Viable Population*

Nigeria is the most populous African nation and 7<sup>th</sup> most populous nation in the world (World Fact Book 2012; Federal Research Division 2008; Ahmed 2012). This demographic factor is one of the most viable potential opportunities that put the country ahead of most African countries. From the time being, population of a country has been a viable factor in determining its overall economic activities (Smith 2003). Similarly, population is as well important in this age of globalisation as it determines lots of economic factors such as the demand and supply rates of labour; marketability of products; big

market, etc. This is one of the important factors that put countries such as India and China at the receiving ends of the gains of globalisation. Nigeria as the most populous black nation has a tremendous advantage over most other African countries especially in this globalisation era because it is one of important factors that investors consider in the localization of industries. In other words, the availability of enormous population that will be useful for industrial production is one of the motivating factors that drive investors into a nation. And because Nigeria is considered the giant of Africa due to its population composition, then this factor remains an opportunity for the country to develop its entrepreneurial potentials to be among the gainers in the game of globalisation.

#### *Availability of Vast Arable Agricultural Lands*

Another important natural factor that put Nigeria at the advantageous end of the gains of globalisation is the availability of vast areas of arable land that are very useful for agricultural development which is one of the necessary conditions towards the development of any nation (Yusuf *et al* 2015). According to Patricia (2004), Nigeria has vast areas of under-utilized arable lands which could be used to grow crops and other agricultural raw-materials such as cotton which is used for the production of clothes, also leather which could be used for various industrial production such as shoes and bags. Nigeria also has cocoa, groundnuts etc. In the past, before the discovery of oil, agriculture used to be the Nigeria principal foreign exchange earner. At that time, Nigeria used to be the largest producer of groundnut, cocoa and palm-oil (Ake 1996). The intended logic of this historical analysis is that Nigeria has great potentials to gain enormously from globalisation if it develops its agro-preneurship sector as adequately as possible.

#### *Availability of Mineral Resources*

Mineral resources are other important factors that precipitate entrepreneurial activities locally and internationally. Availability of the natural resources could not only ignite local entrepreneurship but more importantly induced global investors. Closely related to the agricultural potential is the natural mineral resources advantage. To some observers, Nigeria has an enormous deposit of un-tapped mineral resources. According to Peter (2007), Nigeria has an array of un-exploited mineral resources such as natural gas; gold, tin, coal, bauxite, tantalite, iron ore, limestone, lead, zinc and so on. It is regrettable however that despite huge deposit of these natural resources, the mining industry in Nigeria is still in infancy (Wikipedia 2012). What could be inferred from the above explanations is that Nigeria has an enormous deposit of mineral resources which could give the country an ample opportunity to viable entrepreneurial activities that would put the country at the receiving edge of the gains of globalisation.

#### *Privatization of Government Owned Enterprises*

Privatization was pushed by the international finance community and organizations, such as the international Monetary Fund (IMF) and the World Bank. In line with such pressures, Nigerian

government embarked on the privatization of government owned enterprises (Obasanjo, 1999). The policy of privatization is established on the premise that government participation in industrial activities does not only negatively affect efficiency of the industries (Ihume 1997) but more importantly results to low level of entrepreneurial activities in the country (Elkon 1988). Hence, privatization of government owned enterprises is an opportunity towards the development of private entrepreneurial activities in Nigeria. According to Ikechi & Edward (2009), privatization of government controlled business activities offer tremendous opportunities to local entrepreneurs. Though, critics of the privatization policy have argue that privatization of government-owned enterprises is an exploitative anti-people policy (Lawal 2004) but it is the observation of this paper that privatization if it is well utilized presents an ample opportunities for active entrepreneurs to develop the entrepreneurship (private) sector of the economy and this will be an opportunity for the country to be among the gainers in the globalisation runs.

### *The Development of the ICT*

In any discussion regarding globalisation, Information and Communication Technology (ICT) is always the central focus. This is because; it is the development in ICT that led to the globalisation of the world. In fact, globalisation could be described as the 'daughter of ICT' (Olatunji & Falabi 2014). The basic tenet of globalisation is the digitalization of the world where technology drives government and private businesses. In other words, any country cannot reap from the gains of globalisation except it develops its ICT sector appropriately. According to Trump & Kiyosaki (2006), 'today, a person can live in the most remote part of the world and still be doing business with the rest of the world'. This could only be possible with the power of the World Wide Web. In a nutshell, ICT remains an opportunity in the waiting in which if appropriately utilized, the country is bound to witness entrepreneurial development and definitely will reap bountifully from the gains of globalisation. This is why President Goodluck Jonathan asserts that economic growth is dependent on broad band access (This Day, 27<sup>th</sup> September, 2012). This presidential statement came a day after the International Telecommunication Union (ITU) (2012) ranks Nigeria low in internet usage. According to the Wikipedia (2012), Nigeria has one of the fastest growing telecommunication market in Africa, emerging operators such as Globacom, MTN, Etisalat, Zain are basing their largest and most profitable centres in Nigeria. According to the UN Office of the Special Adviser on Africa (2008), development in information technology (IT) services will ensure that local enterprises are not at a competitive disadvantage in today's global economy.

In another perspective, the internet remains an untapped resources in lot of African countries especially Nigeria. For instance, the internet is a veritable medium where entrepreneurs can study the product of foreign companies and use such prototype to develop their own products, this will not only make indigenous entrepreneurs familiar with the current trend in such industry but will also enable them to develop their own product on close if not the same level with international standard. Let's take clothing as an example, most big brands in fashion designing such D&G, Gucci, Giorgio-Armani, Prada, Versace and so on always sample their brands including the latest brands on their websites,

from such samples, entrepreneurs who are interested in developing their clothing line could utilize this medium to study those brands and develop their own brand from such samples. Many of the Asian countries such as China, India, and Taiwan have used this approach to develop its entrepreneurial sector. Hence, entrepreneurs in Nigeria could also use this medium as an opportunity to develop their own brands not only to serve local consumption but also to help them gain international market. In a nutshell, Information and Communication Technology (ICT) is one of the opportunities in the waiting which could be use to boost entrepreneurial activities in Nigeria in order that the country could be among the gainers in the globalisation game.

### *Regional Trading Opportunities*

As noted earlier, the Nigeria political status as the 'giant of Africa' is an entrepreneurial opportunity that put the country ahead of most of his counterparts especially in the West-Africa sub region. Small scale entrepreneurs in Nigeria such as farmers, traders and artisans could use such opportunity to test the quality potential of their products in the regional markets. This is possible as the quality standard and economic standard of such countries could be at a standard which would make the consumption of such goods possible. For instance, leather shoes produced in Nigeria could be exported to neighboring countries such as Republic of Benin, Togo; Ghana etc. if such products are accepted in such countries then, the local producer of such goods could use the regional trading bloc advantage to lunch it further in Asian and European markets.

In other to achieve this, small firms in Nigeria could first focus on their home market and later expand into neighboring countries. This is possible because these countries have similar levels of consumer sophistication and product standards with Nigeria. What makes this easier is that Nigeria as a member of the Economic Communities of West African States (ECOWAS) belongs to the same trading block with other West-African countries which allows goods and services to move freely across their national borders. Thus, this is an ample opportunity for small scale entrepreneurs in Nigeria to engage in cross-border trade at a young age and use this experience to expand their trading activities to distant economies later. This is another vibrant opportunities which could be used to develop entrepreneurial activities in Nigeria and which would make the country to be among the gainers of globalisation policy.

### **Conclusive Remarks**

What could be deduced from the general discussion above is that globalisation is an objective socio-economic policy which could be a source of pain or gain to the society. This is because of its ability to make or mar the socio-economic standard of a country. However, for it to be a pain or gain depends on how the policy is been handled by the government and by extension the mass of the people in the

society. In this regard, it is the observation of this paper that entrepreneurship development is an important factor that could make Nigeria to experience the gain rather than the pain of adopting globalisation tenets. However, because of some challenges, entrepreneurial activities have not been adequately functioning in Nigeria despite the availability of entrepreneurial opportunities. Hence, utilizing these opportunities become necessary because the country cannot afford to stand aloof in the game because such a stance will not make the country stagnant in terms of socio-economic development but will be taking it aback while other responsible countries continue to soar in economic surplus. Therefore, it is the recommendation of this paper that the challenges hindering the development of entrepreneurship in Nigeria be overcome so the country could maximize the gains of globalisation.

This paper therefore recommends that the government should speedily work towards the provision of physical infrastructure such as energy, good road network; water, road and air transportation and communications systems; a network of export based industrial production and the citizens should be equipped with entrepreneurial education with relevant technological skills, that would assist them to compete favorably with their counterparts all over the world. In addition to these, other necessary conditions that would enhance viable entrepreneurial development in Nigeria include good and corrupt-free democratic governance, efficient bureaucracy; adequate and functioning infrastructures; stable market-oriented economy, good micro/macro-economic policies; open and growing economy; adequate satisfaction of the people's basic needs and virile export strategy.

More so, entrepreneurs in Nigeria need central government assistance in the form of loan guaranty, direct loan, and training and counseling on how to effectively manage a small business. Access to bank loans with lower interest rates and direct government financial support are reported in surveys of entrepreneurs as a serious problem for small businesses in Nigeria (Honohan & Beck 2007; NACCIMA 2012a). Hence, better financial assistance is needed to address this problem. Policies to address this problem should be established with input from lending institutions; hence, the concerns of banks should be taken into consideration in developing financial support policies for small businesses. Governments should work with lending institutions to lower the risk of loan default. While governments need to play an important role, other sources of assistance to small businesses, such as venture capitalists should be considered. Entrepreneurs should also be aware of the importance of education and training in ensuring the success of their business endeavours.

Similarly, students in higher institutions and technical schools should be encouraged to become entrepreneurs because of their potential to explore non-traditional business models which would help transform the entrepreneurial sector of the economy. This is very necessary because a general observation of entrepreneurial environment in Nigeria reveal an illiterate or semi-literate

entrepreneurial population which lacks of appropriate formal education has limits their developmental potentials as entrepreneurs. In other words, most often than not, higher institution graduates in Nigeria often lack the entrepreneurial orientations, entrepreneurial mindset and the financial literacy needed to spur them to engage in full entrepreneurial activities. As a result of lack of entrepreneurial orientation, graduates that sometimes engage in entrepreneurial activities only do that as an alternative in the absence of paid employment and as soon as such individual get a salary job, the most likely possibility is that such individual quit entrepreneurship for paid employment.

This paper also recommends that entrepreneurial guidance and counseling should be given utmost priority in entrepreneurial empowerment and such counseling programmes should be given by entrepreneurs who are versatile in both theory and practice of entrepreneurship. Similarly, entrepreneurial policy makers should comprise of individuals with adequate theoretical and practical knowledge of the process and practice of indigenous entrepreneurship. In addition, local governments should increase their support for small scale enterprises located in their area.

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