

IMPLICATIONS OF HAWKING ON ENTREPRENEURSHIP DEVELOPMENT IN ABA, ABIA STATE

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Abstract

The increase in the level of hawking in the streets of commercial towns in Nigeria is an issue that poses serious development concern. This study examined the implication of hawking on entrepreneurship development in Aba, Abia State, Nigeria. The town was selected for this study from many others because of numerous business enterprises located in the town. It is noted that the hawking is at its peak in the commercial town of Aba. A random sampling technique was used to select the traders from the commercial town of Aba. Data for this study were generated through cross sectional method using questionnaires administered and interview on the street traders. The survey instruments were responded to by the traders. Descriptive statistics and chi square were used in the data analysis. These hawkers were observed to possess the entrepreneurial orientations of innovation, competitive aggressiveness, risk taking propensity, autonomy and proactiveness. We also observed that hawking had a significant effect on the entrepreneurship orientation of the hawkers. We recommend that the government should develop support programs and policies that will identify these hawkers and aid them in the development of the hawking business into entrepreneurship business.

Keywords: Hawking, entrepreneurship, orientation

INTRODUCTION

Hawking is the order of the day in virtually all the towns in Nigeria. The level of hawking and hawking mostly characterize the level of urbanization and development in any particular area. Developing countries are faced with infinite growth giving rise to rural-urban drift in search of a better means of livelihood (Hoyamo and Keenan, 2007). The challenge of hawking and hawking is global menace with serious implication for the livelihood of most Nigeria household. The presence of hawking and hawking in major cities of the world have become as serious global development concern. Trader and hawkers are seen amidst traffic jam selling wares, jostling in-between cars and competing in other to outdo each other in other to satisfy their customers. In spite of this gloomy picture, more people still pour into the street to sell one thing or the other (Adebulu, 2012). The need to continually provide for the family in the midst of unfriendly conditions has led women, men, youths and children to engage in street hawking activities (Ekpenyong and Nkereuwem, 2011). Street hawking

irrespective of who (age and sex) engages in it, is associated with major hazards (Lee, 2004; Lu, 2011). This includes sexual assault which increases the vulnerability of the hawkers to diseases such as HIV/AIDS and other sexually transmitted infections, increased risk of unwanted pregnancies and unsafe abortion (Lee, 2004; Lu, 2011; Kwankye et al., 2007).

Participation in hawking has been described as a trap associated with impoverishment (Cassim 1982) and as the survival options of marginalised persons with no alternatives (Habib 2005). Hawking limits the trader to the “product and tray”, with little consideration given to individual potential and action as a means to escape poverty. Of late, however, this perspective has been magnified, and this menace called hawking has been misconceived by most of the traders as entrepreneurship. Here, hawking is seen to be a dynamic and vibrant source of entrepreneurial activity, and of a ‘hidden’ enterprise culture that needs to be harnessed and graduated into a bigger enterprise.

The increase in hawking and activities in the major towns of the nation is often attributed to the low level of entrepreneurial education. According to the 2010 Nigeria Education Survey and Digest of Education Statistics (NEDS) report witnessed by Vice President Namadi Sambo, 21% of children of ages 5-16 cannot read at all in the South-west compared to 31% in the South-south, 32% in the south-east, 58% in the North-central, 72% in the North-west and 83% in the North-east. In the case of numeracy, only 11% of children of ages 5-16 cannot perform simple addition in the South-west, the survey put the figure for the other sub-regions at South-south 19%, South-east 21%, North-central 42%, North-west 61% and North-east 73%. Efforts by the government to deliver free and compulsory education to Nigerian children at primary and junior secondary school level through the Universal Basic Education (UBE) program launched in 1999 has so far been ineffectual and this affects the entrepreneurial orientation of these traders (Shiana, 2013).

One particular way to reflect on the entrepreneurial potential of the street traders is through the notion of ‘entrepreneurial orientation’ (EO), which is taken to consist of a number of factors, namely, innovativeness, competitive aggressiveness, risk-taking propensity, autonomy and proactiveness. This study considers these factors in order to analyze the entrepreneurial qualities of the street trader.

RESEARCH METHODOLOGY

This work was carried out in Aba the commercial town of Abia State. The town is selected for this study from many others because of numerous business enterprises located in the town. It is noted that the hawking is at its peak in the commercial town of Aba. A random sampling technique was used to select the traders from the commercial town of Aba. Data for this study were generated through cross sectional method using questionnaires administered and interview on the street traders. The survey instruments were responded to by the traders. Descriptive statistics and chi square were used in the data analysis.

RESULTS AND DISCUSSION

Does hawking increase the level entrepreneurship development?

The response gotten from the survey indicates that the hawking in the area raise Innovativeness, competitive aggressiveness, risk-taking propensity, autonomy as well as proactiveness in the area. The response were gotten in the using of scale of strongly agree, agreed, strongly disagreed, disagreed and undecided

Table 1: hawking does not encourage entrepreneurial orientation

Roles	strongly agree		Agree		strongly disagree		Disagree		Undecided		total	
	Freq	%	Freq	%	Freq	%	Freq	%	Freq	%	Freq	%
Innovativeness	87	48.33	45	25	18	10	18	10	12	6.67	180	100
competitive aggressiveness	71	39.44	32	17.78	56	31.11	13	7.22	8	4.44	180	100
risk-taking propensity	94	52.22	68	37.78	18	10	0	0	0	0	180	100
Autonomy	94	52.22	68	37.78	18	10	0	0	0	0	180	100
Proactiveness	67	37.22	65	36.11	15	8.33	13	7.22	20	11.11	180	100

Source: survey data 2014

From table1 which shows clearly the entrepreneurial orientation of the street traders. It was found that 48.33 percent of the response strongly agreed that hawking does not play any role in raising the innovativeness, while 25 percent agree that hawking does not create room for innovativeness. 10 percent strongly disagreed and disagree that the hawking does not have a role in raising the innovative spirit of the traders. The response to the entrepreneurial orientation of competitive aggressiveness, it was found that 39.44 and 17.78 responses strongly agreed and agreed that the hawking does not have a role in promoting competitive aggressiveness among the street traders while 31.11 and 7.22 percent of their responses strongly disagreed and disagreed respectively that hawking does not encourage competitive aggressiveness.

It was also found that 52.22 and 37.78 percent of the responses strongly agreed and agreed respectively that hawking does not have a role in encouraging risk taking propensity and autonomy while 10 percent strongly disagreed that hawking does not encourages risk taking propensity and autonomy.

Finally, it was found that 37.22 and 36.11 percent of the responded strongly agreed and agree that hawking does not encourage proactiveness while 8.33 and 7.22 percent of the response strongly disagree and disagreed respectively that hawking does not encourages proactiveness.

The Effect of hawking on entrepreneurship

From table 2 which presents the responses of the effect of the street trading, 98 response indicated that they strongly agree that hawking does not affect entrepreneurship, this represents 54.44 percent of the responses, 31.67 percent of the responses representing 57 responses agreed that hawking does not affect entrepreneurship, 7.22 percent of the response representing 13 responses strongly disagreed that hawking does not affect entrepreneurship while 5.56 percent representing 10 responses disagreed that hawking does not affect entrepreneurship from the findings, the result indicates that hawking does not affect entrepreneurship.

Table 2: hawking does not encourage entrepreneurship

	Frequency	Percentage
strongly agree	98	54.44
Agree	57	31.67
strongly disagree	13	7.22
Disagree	10	5.56
Undecided	2	1.11
Total	180	100

Source: survey data 2014

Test of hypothesis

The chi – square statistics or techniques was used for testing the research hypothesis because data were presented in form of proportion or percentages. This technique was also chosen because the mode of collecting information on these variables requires the use of nominal scale.

The general methods used in computing crucial values of chi – square are:

$$X^2 = \sum \frac{(O_1 - O_e)^2}{O_e}$$

Where O_1 = Observed frequency

O_e = Expected frequency

In this research, the chi – square is applied at 0.05 levels significant to test the hypothesis.

The degree of freedom (d.f) or V is determined from the formula

$$V \text{ or (d.f) } = (c - 1) (r - 1)$$

Where C = the number of column

r = the number of rows

HYPOTHESIS ONE

H_{01} – hawking do not play any significant role in promoting entrepreneurial orientation

Table 4: response to the role of hawking promoting entrepreneurial orientation

	SA	A	SD	D	U	total
Roles						
Innovativeness	87	45	18	18	12	180
competitive aggressiveness	71	32	56	13	8	180
risk-taking propensity and autonomy	94	68	18	0	0	180
Proactiveness	67	65	15	13	20	180
Total	319	210	107	44	40	720

Source: survey data 2014

The chi-square test will be applied at 0.05 level significance. The degree of freedom is determined from the following formula.

$$d.f (v) = (c - 1) (r - 1)$$

$$\therefore V = df = (5 - 1) (4 - 1) = 4 \times 3 = 12$$

Table 3: calculation of expected frequencies for hypothesis one

$\frac{319 \times 180}{720} = 79.75$	$\frac{210 \times 180}{720} = 52.5$	$\frac{107 \times 180}{720} = 26.75$	$\frac{44 \times 180}{720} = 11$	$\frac{40 \times 180}{720} = 10$
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720 = 79.75	720 = 52.5	720 = 26.75	720 = 11	720 = 10
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Source: survey data 2014

Note: The expected frequency is calculated using the formula
 Row total x column total
 Grand total

Table 4: calculation of chi-square for hypothesis one

O	E	O-E	O-E ²	O-E ² /E
87	79.75	7.25	52.5625	0.659091
71	79.75	-8.75	76.5625	0.960031
94	79.75	14.25	203.0625	2.546238
67	79.75	-12.75	162.5625	2.038401
45	52.5	-7.5	56.25	1.071429
32	52.5	-20.5	420.25	8.004762
68	52.5	15.5	240.25	4.57619
65	52.5	12.5	156.25	2.97619
18	26.75	-8.75	76.5625	2.86215
56	26.75	29.25	855.5625	31.98364
18	26.75	-8.75	76.5625	2.86215
15	26.75	-11.75	138.0625	5.161215
18	11	7	49	4.454545
13	11	2	4	0.363636
0	11	-11	121	11
13	11	2	4	0.363636
12	10	2	4	0.4
8	10	-2	4	0.4
0	10	-10	100	10
20	10	10	100	10
			Chi square	102.6833

Source: survey data 2014

DECISION

At a degree of freedom of 12 and level of significance of 0.05, the critical value is 24.054. And from the above table, the calculated chi-square is 102.683. Therefore, the Null hypothesis is rejected. We accept the alternative hypothesis that hawking promotes entrepreneurial orientation.

Hypothesis two

H₀₃ - hawking has no significant effect on entrepreneurship development.

Table 10: response on the effect of hawking on entrepreneurship

	Observed	Expected
strongly agree	98	36

Agree	57	36
strongly disagree	13	36
Disagree	10	36
Undecided	2	36

Source: survey data 2014

Note: the expected frequency was gotten by calculating the mean of the observed frequencies. The chi-square test will be applied at 0.05 level significance. The degree of freedom is determined from the following formula.

$$d.f (v) = (n - 1)$$

$$\therefore V = df = (5 - 1) = 4$$

Table 11: calculation of chi square for hypothesis three

O	E	O-E	O-E ²	O-E ² /E
98	36	62	3844	106.7778
57	36	21	441	12.25
13	36	-23	529	14.69444
10	36	-26	676	18.77778
2	36	-34	1156	32.11111
			Chi square	184.6111

Source: survey data 2014

Decision

At a degree of freedom of 4 and level of significance of 0.05, the critical value is 11.668. And from the above table, the calculated chi – square is 184.611. Therefore, the Null hypothesis is rejected. We accept the alternative hypothesis that hawking has significant effect on the entrepreneurship development of the traders.

Conclusion

The research work was able to cover the entrepreneurial orientation of the street traders. Literature relevant to the study was reviewed to give the work a background survey research design and primary data was collected. Descriptive statistics and chi-square techniques were employed in analyzing the data collected. Based on the result of the analysis, the following findings were made. Despite the assumption that hawking does not support the growth of entrepreneurship as it limits the hawker to the product and tray. These hawkers are actually limited by capital constraints as hawking requires little capital access. These hawkers were observed to possess the entrepreneurial orientations of innovation, competitive aggressiveness, risk taking propensity, autonomy and proactiveness. We also observed that hawking had a significant effect on the entrepreneurship orientation of the hawkers. Hawking which is mostly adopted a survival strategy and not as entrepreneurship process due to capital constraint. Hawking does not imply lack of entrepreneurial orientation but lack of adequate capital and policy support. We recommend that the government should develop support programs and policies that will identify these hawkers and aid them in the development of the hawking business into entrepreneurship business.

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