

Entrepreneurial Orientation, Technology Orientation and Small and Medium Enterprises Performance in Nigeria: The Role of Government Support Policy

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Abstract:

Purpose: The study empirically analyzes the moderating role of government support policy on the relationship between entrepreneurial orientation, technology orientation and performance of small and medium enterprises (SMEs) in northeast Nigeria.

Methodology: The paper adopts quantitative survey method using structured questionnaires, data was collected from 240 SME owner-managers in northeast Nigeria. The data collected was analyzed using Partial Least Squares PLS-SEM.

Findings: The findings of the study indicates a significant positive relationship between EO, TO and Performance of SMEs. Additionally, the outcomes of the study authenticate that government support policy moderates the relationship between EO, TO and performance of SMEs in Nigeria.

Implications: Policy makers, government agencies and regulators may wish to devise a comprehensive policy to SMEs sector by providing necessary infrastructure and favorable business environment in Nigeria. By doing these, the SMEs in Nigeria will not only improve their performance in the short run but also be able to success in the long run.

Originality/Theoretical and practical contribution: This is the first study that focuses on testing the moderating role of government support policy on the relationship between entrepreneurial orientation, technology orientation and SMEs performance in Nigeria.

Keywords: Entrepreneurial orientation, technology orientation, government support, SMEs performance, Nigeria

Paper ID: MYMS70

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