



## ENTREPRENEURIAL INFORMATION NEEDS OF AGRICULTURAL STUDENTS OF TERTIARY INSTITUTIONS IN ILORIN METROPOLIS, KWARA STATE, NIGERIA

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### ABSTRACT

*The study assessed the entrepreneurial information needs of Agricultural students in tertiary institutions in Ilorin metropolis. One hundred and twenty-three respondents were randomly selected among the final year students of Agriculture in University of Ilorin and Kwara State Polytechnic Ilorin. The data was analyzed using Frequency count, Percentage, Mean and Pearson Product Moment Correlation (PPMC). The result reveals that majority (91.1%) of the respondents were willing to go into entrepreneurial activities after graduation from the tertiary institution. The highest ranked entrepreneurial information need was decision making skills ( $\bar{x}= 2.79$ ). Lack of start-up capital was the most severe factor affecting entrepreneurial activities ( $\bar{x}= 2.79$ ). The result reveals that there was a significant relationship between the income ( $r=-0.356$ ,  $p=0.0001$ ), factors affecting entrepreneurial activities ( $r=0.509$ ,  $p=0.0001$ ) and entrepreneurial information needs of the respondents. The study recommends that there should be creation of more awareness on entrepreneurial opportunities to Agricultural Students of tertiary institutions.*

**Key words:** Entrepreneurial activities, Information Needs, Agricultural Students, Tertiary Institution.

### INTRODUCTION

Entrepreneurship is an activity that involves discovering, evaluating and exploiting opportunities in order to introduce products, services, organizing methods, markets, processes, and new materials (Sabuhilaki, 2016). Entrepreneurship is the application of energy for initiating and building an enterprise (Mishra *et al*, 2010). The term entrepreneurship is used to describe the dynamic process of creating incremental wealth (Shailesh, *et al*, 2013). Entrepreneurship is actually concerned with creating opportunities and meeting the needs of individuals. An entrepreneur is a person who starts a business, or businesses, taking on financial risk in the hope of profit.

Entrepreneurial skills development in the tertiary institutions will help reduce high rate of unemployment among graduates and young school leavers in Nigeria. Provision of entrepreneurial skills and financial opportunities to youths in Nigeria will reduce youths' involvement in crimes in the society, open up business opportunities and growth to the Nigerian economy as sustainable development can only be achieved in Nigeria if the youths are gainfully employed. High unemployment rates among young graduates creates a wide range of social ills and young people are particularly susceptible to its damaging effects namely lack of skills, low self-esteem, marginalization, impoverishment and wasting of an enormous human resource (Agu, 2013).

According to Salami, (2011), high level of unemployment and underemployment is one of the critical socio-economic problems facing young graduates in Nigeria. There is need to ensure graduates and other young school leavers embraced entrepreneurship as an opportunity to create jobs and earn decent living. Entrepreneurship education is the process of providing individual with the ability to recognize commercial opportunities and insight, self-esteem, knowledge and skills to act on them (Jones and English 2004). It includes opportunity recognition and initiating a business venture. It also includes instruction in business disciplines such as management, marketing, information systems and finance (Jones and English 2004).

Needs exist anytime the present performance differs from the desirable performance (Farinde and Ajayi, 2005). Needs is the gap between the desired level of competence and present level of competence (Youdeowei and Kwarteng, 2006). Information needs is the skill, knowledge and attitude an individual requires in order to overcome problem as well as to avoid creating problem situation (Owona, *et al*, 2010).

The educational curriculum in the universities, polytechnics, colleges of education are not adequate to prepare graduates to be self-sufficient. Although, most of the tertiary institutions have introduced entrepreneurial education in their curriculum. However, the curriculum of most of the tertiary institutions in Nigeria currently lack adequate entrepreneurial component to prepare undergraduates to acquire suitable skills that would enable them to explore and exploit business opportunities within their environment. According Rufai, *et al*, (2013), a lack entrepreneurial skill was reported to be responsible for the high rate of unemployment among graduates in Nigeria. Thus, the question on entrepreneurship development among students of tertiary institutions in Nigeria is still worthy of further research. Several studies had been conducted on entrepreneurial development in Nigeria. However, there is dearth of information on the entrepreneurial information needs and factors

affecting the entrepreneurial activities among the students of tertiary institutions. This creates a great lacuna in knowledge and this is the gap this study seeks to fill. It was on this note that this study sought to determine the entrepreneurial information needs of agricultural Students of Tertiary Institution in Ilorin Metropolis, Kwara State, Nigeria.

The objectives of this study were to: describe the socio-economic characteristics of the respondents, determine the entrepreneurial information needs of the respondents and identify the perceived factors affecting entrepreneurial activities among tertiary institution students.

## **MATERIALS AND METHODS**

### **Study Area**

The study was conducted in Ilorin Metropolis, Kwara State, Nigeria. Ilorin is the capital of Kwara State, Nigeria. Ilorin is the most populated city in Kwara State. In Ilorin metropolis, there are three tertiary institutions. The study was carried out among the students of Agriculture in university of Ilorin and Kwara State Polytechnic Ilorin. There are Five local government areas within Ilorin metropolis. The population of the study was all the final year students of agriculture in university of Ilorin and Kwara State Polytechnic Ilorin. A proportionate random sampling techniques was used to select one-quarter of the population of final year students in both schools making a total of 123 students (University of Ilorin = 75 students and Kwara State Polytechnic = 48 students). A structured questionnaire was used to elicit information for this study. To determine the entrepreneurial information needs of the respondents, a three point Likert-typed scale was used and assigned scores are as follows: Not Needed=1, Moderately Needed=2 and Highly Needed=3. To identify the factors affecting entrepreneurial development, a 3 point Likert-typed scale of Not a factor=1, Not serious=2, Serious=3 was used. Descriptive statistics such as frequency counts, percentage and mean score were used to analyse the finding of the study. Pearson Product Moment Correlation (PPMC) was used to test the hypothesis of the study.

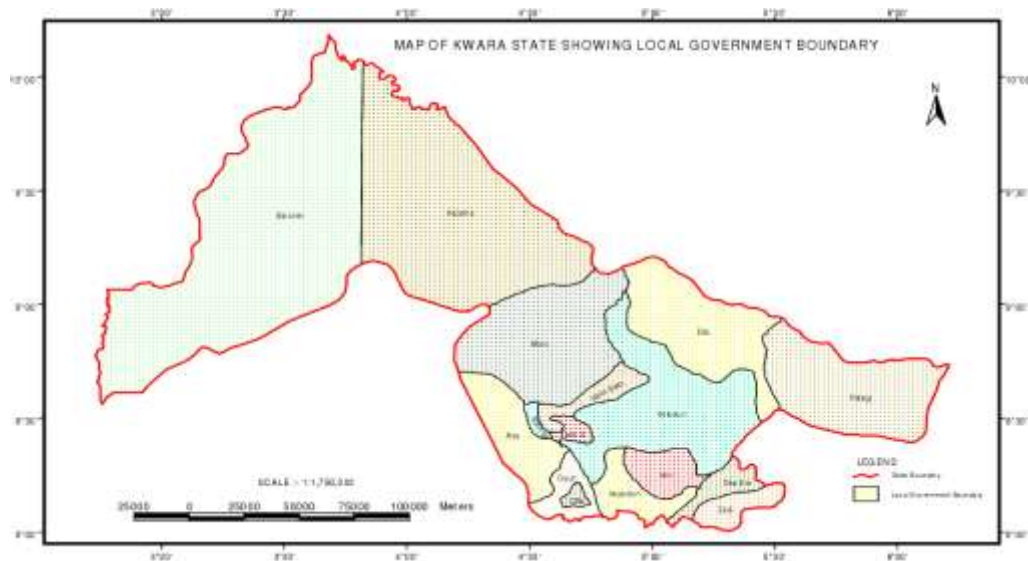


Figure 1: Map of Kwara State, Nigeria.

## RESULTS

### The Socio-economic Characteristics

The result in Table 1 reveals that 60.2% of the respondents were male while 39.8 % were female. The average age of the respondents was 22.2 years. This indicates that the respondents were agile and are within the economically active age bracket. Majority (95.9%) of the respondents were single. The result in Table 1 reveals that about 33.3% of the respondents were already involved in entrepreneurial activities while more than half (66.7%) were not involved in any entrepreneurial activities. The result in Table 1 further reveals that the average income of the respondents who were already into entrepreneurial activities was 9479.7 Naira per month. The result in Table 1 reveals that majority (91.1%) of the respondents were willing to continue or go into entrepreneurial activities after graduation from the tertiary institution. The result in Table 1 reveals that 45.5% of the respondents were interested in animal husbandry, fish production and poultry production businesses. The result reveals that the average year of experience in entrepreneurial activities was 1.7 years.

### Entrepreneurial Information Needs

The result in Table 2 reveals that the highest ranked entrepreneurial information need of the respondents

was decision making skills (mean score =2.79), the second ranked entrepreneurial needs was self-confidence ( $\bar{x}= 2.76$ ), The third ranked entrepreneurial needs was record keeping skills ( $\bar{x}= 2.74$ ), efficiency and quality skills ( $\bar{x}= 2.72$ ) and time management and marketing skills ( $\bar{x}= 2.70$ ).

### The Factors Affecting Entrepreneurial Activities Among the Respondents

The result in Table 3 reveals that lack of start-up capital was the most severe factor affecting entrepreneurial activities ( $\bar{x}= 2.79$ ), poor infrastructure facilities was ranked second ( $\bar{x}= 2.72$ ), unavailability of machine was third most severe factor ( $\bar{x}= 2.63$ ), high cost of input ( $\bar{x}= 2.55$ ), lack of raw materials ( $\bar{x}= 2.53$ ), poor attitude of the society toward business ( $\bar{x}= 2.44$ ) and lack of adequate information ( $\bar{x}= 2.44$ ). The result in Table 3 further reveals that the lowest ranked factors affecting entrepreneurial development are: poor family background ( $\bar{x}= 1.85$ ) and family commitment and approval of business opportunity ( $\bar{x}= 1.83$ ).

**Table 1: Socio-Economic Characteristics (N = 123)**

<b>Variable</b>	<b>Frequency</b>	<b>Percentage</b>	<b>Mean</b>
<b>1. Gender</b>			
Male	49	60.2	
Female	74	39.8	
<b>2. Age</b>			
≥20	49	39.84	22.2 years
21-30	74	60.16	
<b>3. Marital status</b>			
Single	118	95.9	
Married	5	4.1	
<b>4. Are you already an Entrepreneur</b>			
Yes	41	33.3	
No	82	66.7	
<b>5. Monthly Income from Entrepreneurial Activities (Naira)</b>			
≥10,000	21	51.2	9479.7
10,000-20,000	10	24.4	Naira
≤20,000	10	24.4	
<b>6. Willingness to go into Entrepreneur after Graduation</b>			
Yes	112	91.1	
No	11	8.9	
<b>7. Area of Business Enterprise of Interest</b>			
Production/manufacturing of goods	8	6.5	
Crop production	24	19.5	
Animal husbandry/fish farming /poultry production	56	45.5	
Agro-processing/value Addition	10	8.1	
Marketing/sales of goods	21	17.1	
Others	4	3.3	
<b>8. Years of experience</b>			
≤ 5	38	92.7	1.7 years
5-10	3	7.3	

**Table 2: The Entrepreneurial Information Needs of the Respondents.**

<b>Entrepreneurial Information Needs</b>	<b>Mean</b>	<b>S.D</b>	<b>Rank</b>	<b>Re-mark</b>
1. Goal setting skills	2.56	0.59	10	Highly needed
2. Risk taking skills	2.39	0.58	17	Highly needed
3. Systematic planning skills	2.68	0.54	7	Highly needed
4. Self-confidence	2.76	0.48	2	Highly needed
5. Information setting skills	2.68	0.56	7	Highly needed
6. Efficiency and quality skills	2.72	0.55	4	Highly needed
7. Credit acquisition skills	2.46	0.62	15	Highly needed
8. Customer relation skills	2.66	0.61	9	Highly needed
9. Team working skills	2.57	0.62	12	Highly needed
10. Record keeping skills	2.74	0.54	3	Highly needed
11. Time management skills	2.70	0.57	5	Highly needed
12. Decision making skills	2.79	0.47	1	Highly needed
13. Persuasive and persistence skills	2.37	0.67	18	Highly needed
14. Networking skills	2.50	0.59	14	Highly needed
15. Marketing skills	2.70	0.52	5	Highly needed
16. Business plan/proposal writing skills	2.57	0.59	12	Highly needed
17. Business registration skills	2.46	0.59	15	Highly needed
18. Information and Communication Technology skills (ICT)	2.62	0.55	11	Highly needed

Note: S.D – Standard Deviation, Likert scale - Not Needed=1, Moderately Needed=2, Highly Needed=3. Decision rule: (1+2+3=6/3=2.0). Mean score  $\geq 2.00$  = Highly Needed;  $\leq 2.00$  = Lowly Needed.

**Table 3: The Perceived Factors Affecting Entrepreneurial Among the Respondents**

<b>Factors</b>	<b>Not a factor</b>	<b>Not serious</b>	<b>Serious</b>	<b>Mean</b>	<b>Rank</b>
	<b>Frequency (%)</b>	<b>Frequency (%)</b>	<b>Frequency (%)</b>		
1. Lack of start-up capital	7(5.7)	12(9.8)	104(84.6)	2.79**	1
2. Poor infrastructural facilities	3(2.4)	28(22.8)	92(74.8)	2.72**	2
3. Unavailability of machine /equipment	6(4.9)	33(26.8)	84(68.3)	2.63**	3
4. Business registration problem	15(12.2)	55(44.7)	53(43.1)	2.31**	12
5. High cost of input	10(8.1)	36(29.3)	77(62.6)	2.55**	4
6. Low patronage of locally made good	17(13.8)	44(35.8)	62(50.4)	2.37**	10
7. Political instability/civil interest	15(12.2)	51(41.5)	57(46.3)	2.34**	11
8. Lack of adequate information	9(7.3)	51(41.5)	63(51.2)	2.44**	6
9. Family commitment/Approval of venturing into business	39(31.7)	66(53.7)	18(14.6)	1.83*	17
10. Poor family background	50(40.7)	41(33.3)	32(26.0)	1.85*	16
11. Inadequate experience and exposure	14(11.4)	45(36.6)	64(52.0)	2.41**	9
12. Cumbersome procedure for credit facilities	15(12.2)	58(47.2)	50(40.7)	2.28**	13
13. Scarcity of labor	19(15.4)	61(49.6)	43(35.0)	2.20**	14
14. High cost of labor	12(9.8)	45(36.6)	66(53.7)	2.43**	8
15. Lack of raw materials	15(12.2)	29(23.6)	79(64.2)	2.53**	5
16. Poor attitude of the society toward business	15(12.2)	39(31.7)	69(56.1)	2.44**	6
17. Religious/cultural beliefs	35(28.5)	53(43.1)	35(28.5)	2.00**	15

Note: Likert-typed scale of Not a factor=1, Not serious=2, Serious=3, Decision rule: (1+2+3=6/3=2.0). Mean score  $\geq 2.00$  = Highly Severe Factor\*\*;  $\leq 2.00$  = Less Severe Factor\*.

The result of Pearson's product moment correlation analysis presented in table 4 reveals that there was a significant relationship between income of the

respondents and their entrepreneurial information needs ( $r = -0.356$ ,  $p = 0.001$ ) at 1% level of significance

**Table 4: The Result Correlation of the Socio-economic Characteristics and their Entrepreneurial Information Needs.**

Variable	R value	P value	Decision
1. Age	0.013	0.888	Not significant
2. Income	<b>-0.356**</b>	0.0001	<b>Significant</b>
3. Years of experience	-0.113	0.211	Not significant

\*\*Correlation Significant at 1%

The result in Table 5 reveals that there is significant relationship between their entrepreneurial needs and

factors affecting entrepreneurial activities ( $r = 0.509$ ,  $p=0.001$ ) at 1% level of significance.

**Table 5: The Result of Pearson Product Moment Correlation of the Entrepreneurial information needs of the respondents and the factors affecting entrepreneurial Activities.**

Variable	R value	P value	Re-mark
Factors affecting entrepreneurial activities and entrepreneurial information needs	0.509**	0.001	Significant

\*\*Correlation significant at 1%

**DISCUSSION**

This result reveals that more than half (60.2%) of the respondents were male. This indicates that agriculture is dominated by male. This could be attributed to the fact that agricultural practices involve strenuous tasks which might be difficult for ladies to participate fully. This result is in agreement with the findings of Obayelu, *et al.*, (2019) who reported that males dominate agricultural practices in Nigeria. As majority (95.9%) of the respondents was single, this implies that most of the respondents do not have any marital responsibilities. The average age of the respondents was 22.2 years; this indicates that the respondents were agile and are within the economically active age bracket. Majority (91.1%) of the respondents were willing to continue or go into entrepreneurial activities after graduation from the tertiary institution. This indicates that the respondents have a positive attitude towards entrepreneurship. This result is in agreement with the findings of Rudhumbu, *et al.*, (2016) in two tertiary institutions in Botswana, where it was reported that majority of the students would prefer to be entrepreneurs at the end of their studies at the tertiary institutions. The average year of experience in entrepreneurial activities was 1.7 years. This denotes that the respondents have little experiences and exposure on entrepreneurial activities.

The result of entrepreneurial information needs of the respondents indicates that the agricultural

students' required information on entrepreneurial development. This result is in agreement with the findings of Owoade, *et al.*, (2011) who reported that the entrepreneurs needs motivation skills, interpersonal relationship skills, social network and interaction skill. The result of factors affecting entrepreneurial activities among the respondents indicates that finance is the most important aspect of any business as Nwibo and Okorie, (2013) reported that non-availability of long-term financial packages was a major constraint faced by entrepreneurs. This denotes that there are enormous challenges facing entrepreneurs and intended entrepreneurs. This result is in agreement with the findings of Olowa and Olowa (2015) who reported that the factors affecting entrepreneurial activities are economic, social, cultural, marketing and training factors. Furthermore, this result is in agreement with the findings of Rudhumbu, *et al.*, (2016) who reported that difficulty in accessing funding, lack of technical support at start-up, and inadequate business opportunities are the challenges affecting students' interest in entrepreneurship in Botswana.

The result of Pearson's product moment correlation analysis shows that there was an inverse relationship between income of the respondents and the entrepreneurial information needs. This indicates that an increase in income will reduce their entrepreneurial information needs. This further implies that increase in income will enhance their access to information. Thus, the higher the income,

the lower the entrepreneurial information needs of the respondents. This result is in agreement with the findings of Banjoko *et al.*, (2017) who reported that the information needs of Street Food Vendors decreases as their income increases.

The Pearson product moment correlation analysis between the entrepreneurial information needs and factors affecting entrepreneurial activities of the respondents indicates that the higher the entrepreneurial needs of the respondents, the higher the factors affecting entrepreneurial activities of the respondents.

## CONCLUSION

Based on the findings of this study, the study concluded that majority of the respondents were

willing to go into entrepreneurial activities after graduation from tertiary institution, decision making skills was the highest ranked entrepreneurial needs of the respondents and lack of start-up capital was the most severe factor affecting entrepreneurial activities.

## Recommendation

In order to develop entrepreneurial activities among undergraduates and young graduates in Nigeria, this study recommends that entrepreneurial capacity building should be promoted at all levels of education, there should be creation of awareness on entrepreneurial opportunities to Agricultural Student and young graduates and there is need for provision of credit facilities for young entrepreneurs in Nigeria.

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