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**SOCIAL ENTREPRENEURSHIP AND MILLENNIUM DEVELOPMENT GOALS IN
DEVELOPING COUNTRIES: CASE STUDY OF ZIMBABWE**

BY

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Abstract

The study set out to examine the contribution of social entrepreneurship to the achievement of Millennium Development Goals (MDGs), particularly MDG 1, the eradication of extreme poverty and hunger. Poverty reduction occurred when social entrepreneurial activities resulted in the improvement of the socio-economic well-being of social entrepreneurs and their beneficiaries. The problem this study sought to research on was that, despite the impact of social entrepreneurship, there has been inadequate attention to and discussion of its contribution to attaining the MDGs in Zimbabwe. The population were social entrepreneurs in Harare, Zimbabwe. The random sampling method was used to determine the sample size. Semi-structured questionnaires were used to collect primary data in Harare, Zimbabwe from 132 social entrepreneurs and 200 beneficiaries of social entrepreneurial activities. Secondary information was obtained from text books and various internet sources. The data collected was analyzed through SPSS Version (22) because of its appropriateness and wide use. The null hypothesis that social entrepreneurship does not contribute to the achievement of MDGs was rejected in favor of the alternative hypothesis that social entrepreneurship provides an alternative to the achievement of MDGs. Findings from the study suggest that social entrepreneurs contribute immensely to poverty reduction. They also contribute towards research and development, promoting gender equality and empowerment, education for all as well as access to health facilities. The segments of the population benefiting from social entrepreneurship include the poor, socially excluded, discriminated, the unemployed and disabled. The impact on poverty and hunger was achieved through microfinance initiatives, income generation activities, empowerment and capacity building. Results

showed that social entrepreneurship activities solve social problems through providing food, shelter, water, education and collateral to access finance. The study concluded that social entrepreneurship is a plausible approach to promote implementation of policies to reduce extreme poverty and hunger by using readily available resources to bring sustainable solutions to problems. The strategies to make social entrepreneurship more effective included creating a conducive legal and policy environment, financial provision, political support, and government support, publicity of the contribution of social entrepreneurship, mentorship and collaboration among stakeholders.

Declarations

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Abbreviations

MDGs	Millennium Development Goals
UN	United Nations
HIV	Human Immuno-Deficiency Virus
AIDS	Acquired Immuno-Deficiency Syndrome
SCOT	Student Connect Trust
GDP	Gross Domestic Product
UNDP	United Nations Development Programme
CAMFED	Campaign for Female Education
AFDB	African Development Bank
ESAP	Economic Structural Adjustment Programme
CSO	Central Statistical Office
GWE	Growth With Equity
TDP	Transitional Development Plan
FFYNDP	First Five-Year National Development Plan
SDA	Social Dimensions of Adjustment
NGOs	Non-Governmental Organisations
UNICEF	United Nations International Children's Education Fund
HDI	Human Development Index
ZIMPREST	Zimbabwe Program of Economic and Social Transformation
FDI	Foreign Direct Investment
IMF	International Monetary Fund
PRGF	Poverty Reduction and Growth Facility
FPL	Food Poverty Line
TCPL	Total Consumption Poverty Line
KEI	Knowledge Economy Index
SDAF	Social Development Adjustment Fund

DRC	Democratic Republic of Congo
MERP	Millennium Economic Recovery Programme
NEPP	National Economic Revival Program
NPASS	National Poverty Assessment Study Surveys
SEGF	Sustained Economic Growth Framework
GPA	Global Political Agreement
FAO	Food and Agricultural Organisation
GNU	Government of National Unity
MTP	Medium Term Plan
PAAP	Poverty Alleviation Action Plan
CSOs	Civil Society Organisations
SEFs	Social Entrepreneurship Firms
NFP	Not For Profit
BRAC	Bangladesh Rural Advancement Committee
SME	Small and Medium Enterprises
CIDA	Canadian International Development Agency

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Dedication

I dedicate this thesis to my husband, James and my children Blessing and Charis. I drew so much encouragement and inspiration from my husband. My son too, was a source of strength. May the Almighty God reward you richly.

I desire to have my children and my children's children inspired by this work as they pursue their own academic careers.

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CHAPTER ONE

INTRODUCTION TO THE RESEARCH ISSUE

1.1 Introduction and Background

Social entrepreneurship is a process involving innovative use and combination of resources to pursue opportunities that contribute towards social change and cater directly for social needs underlying sustainable development goals¹, such as Millennium Development Goals (MDGs) (Seelos & Mair, 2005; Muhammad *et al.*, 2010). The MDGs comprised of eight specific goals with 18 targets and 48 specific indicators for development and poverty eradication by 2015. Zimbabwe made a commitment to the United Nations (UN) Millennium Declaration of September 2000, which came up with eight MDGs (Seelos *et al.*, 2005). Millennium Development Goals include eradicating extreme poverty and hunger, achieving universal primary education, promoting gender equality and empowering women, reducing child mortality, improving maternal health, combating Human Immuno-deficiency Virus (HIV) or Acquired Immuno-Deficiency Syndrome (AIDS), ensuring environmental sustainability and developing a global partnership for development (Seelos *et al.*, 2005).

This study focused on the first MDG (MDG1), eradicating extreme poverty and hunger because all the other seven goals are affected by this goal. We can study all other goals in light of poverty reduction. By addressing this goal all the other seven

¹Sustainable development goals refers to goals that satisfy the essential needs of the poor such as food, shelter, water and providing an opportunity for people to satisfy their aspirations for a better life without compromising the ability of the future generations to meet their own needs (Brundtland 1987 in Seelos *et al.* 2005)

goals can easily be achieved. Since poverty and hunger are the main problems in Zimbabwe, social entrepreneurship becomes an issue to consider.

The focus of social entrepreneurs is achieving sustainable solutions instead of achieving sustainable advantage (Santos, 2009). Social entrepreneurship is the pursuit of sustainable solution to problems of neglected positive externalities (Santos, *ibid*). While traditional business entrepreneurs' primary objective is to make profit, social entrepreneurs are dedicated to promote social and environmental goals.

Social entrepreneurs complement the roles of other actors like public agencies, traditional cooperatives and advocacy organisations in tackling the problems of the target countries (Borzaga *et al.*, 2008). Examples of social entrepreneurship organisations include Kick Start International in Africa, Aravind Eye Hospital in India, Sekem in Egypt, Grameen Bank in Bangladesh, Veronica Khosa in South Africa, Schwab Foundation in Zimbabwe, Student Connect Trust (SCOT) in Zimbabwe, Carpennum Trust for Econet in Zimbabwe, Riders for Health and Plan in Zimbabwe. Social entrepreneurs are interventions for turning social predicaments in developing countries into manageable problems through innovative and entrepreneurial ways (Zahra *et al.* 2009; Seelos, 2011).

Zimbabwe is a landlocked country in Sub-Saharan Africa. Zimbabwe's population is approximately 13 061 239 (Zimbabwe National Statistics Agency (Zimstat), 2012). The economy of Zimbabwe deteriorated sharply since 1997 perhaps because of expansionary macroeconomic policies, maladministration and corruption (Singh, 2000). According to Janelle (2009), Zimbabwe's high unemployment rate of 95% in

2009 and the negative social impacts of structural adjustment reforms which international financial institutions promoted, are the main reasons social entrepreneurship may provide viable solutions to human needs. Donna & Porche (2008) suggest that social entrepreneurship focuses on social and environmental issues that have an impact and benefit to the community.

The United Nations Development Program (UNDP) Human Development Report (2003) in Mair & Marti (2005) concludes that 50 nations grew poorer over the past decade. Life expectancy plummeted due to HIV/AIDS; school enrolments shrunk, and access to basic health care fell while everywhere the environment is deteriorating. Inflation, economic recession and political instability in the past decade limited or made unavailable Zimbabwe's government and private sector's role in meeting the requirements of the MDGs. Mair & Marti (2007) suggest that global poverty is one of the greatest challenges in this century. The cross-section empirical evidence of countries over time suggests that countries which change from the managed to the entrepreneurial economy achieve lower unemployment levels (Audretsch & Thurik, 2000). Therefore social entrepreneurship will be superior to capitalist economy in the Zimbabwean context.

According to Klein *et al.* (2009) the fight against poverty should be based on the social economy². Achieving the poverty and hunger reduction goals of MDGs and beyond, needs innovative approaches and skills that social entrepreneurship may effectively provide (Joachim Von Braun *et al.*, 2009). Seelos & Mair (2005) add that through social entrepreneurship, new models are created to provide products and

² Social economy activities put people and their community rather than profit at the centre of their goal.

services that directly meet the MDG needs. Campaign for Female Education (CAMFED) breaks the cycle of poverty and illiteracy for many young women in Zimbabwe, Tanzania, Zambia and Ghana (Senol & Berfu, 2009).

Mair & Marti (2005) assert that the nature of the social needs and social change addressed by social entrepreneurs varies reliant on the context. Social entrepreneurs cater for the basic needs of individuals, future generations and the communities' institutional needs (Seelos & Mair, 2005). In developing countries, MDGs provide a valid operationalisation of social needs. The issue of MDGs in developing countries is most urgent, but the contribution of social entrepreneurship initiatives in Zimbabwe requires more research. In light of the background above, this study seeks to address the problem outlined below.

1.2 Statement of the Problem

Despite the impact of social entrepreneurship, there has been inadequate attention to and discussion of its contribution to attaining the MDGs in Zimbabwe. Social entrepreneurs' role emanates from the private businesses' and government's low capacity to provide the basic needs such as water, electricity as well as bank loans at an affordable price or no interest to the low income beneficiaries. Zimbabwe for many years adopted many methods to meet MDGs but these have not been working. State forms of public assistance to deal with poverty vulnerability suffered limited funding, declining coverage and poor targeting of beneficiaries thereby failing to fulfil MDG targets.(Loewenson *et al.*, 2014.

This is evidenced by the growing rate of unemployment, increased poverty, continuous brain drain and unreliable services in urban areas (UN, 2010; Mangena & Chitando, 2011; Loewenson *et al.*, 2014). The agricultural sector, the mainstay of the country's economic and social system contracted by 12.25% by 2001 and because of the land reform programme, agricultural production has continued to fall (Chimboza, 2012). Majority of Zimbabweans are failing to access quality health and education services because they have been omitted from the government's list of priorities (Mutenga, 2015). Significant portion of the population is living on less than US\$1.25 per day (Mutenga, *ibid.*). About 58% of Zimbabweans emigrated for political reasons and 82% moved for economic and employment reasons thereby impacting on the country's health services (Chimboza, *ibid.*).

Notwithstanding various methods adopted to meet the MDGs, millions of people's basic needs in Zimbabwe remain unmet, mainly because these potential beneficiaries (the needy and the marginalized poor) cannot afford the products and services that would fulfil their needs. Economic improvements have slowed down, with GDP growth estimated at 2.9% in 2013, 3.1% in 2014 and 1% growth forecast in 2015 (Loewenson *et al.*, 2014). Concerns are that the MDGs may not be achieved through poverty reduction programs led by government alone.

Social entrepreneurship seems to be a plausible intervention to complement the measures of the government (Yaprak & Ilter, 2009). Zahra *et al.* (2009) argue that social entrepreneurship provides creative solutions to complex and persistent social problems. They introduce solutions to seemingly intractable social problems, improving the lives of countless individuals by changing the way critical systems

operate (Yaprak & Ilter, *ibid*). Social entrepreneurs can offer the modern methods needed to accelerate the reduction of poverty and hunger.

1.3 Research Questions

The questions that arise however, are whether social entrepreneurship contributes directly towards achievement of MDGs? Can we use social entrepreneurship system to dynamically address the problem of poverty and hunger? How can social entrepreneurship contribute to achieving the MDGs? What are the prospects of social entrepreneurship in achieving the MDGs? What are the challenges of social entrepreneurship in achieving the MDGs? What strategies can be used to achieve sustainable social entrepreneurship performance in Zimbabwe? In answering the questions highlighted above the study sought to address the following objectives.

1.4 Objectives of the Study

The general objective was to explore the contribution of social entrepreneurship in eradicating poverty and hunger in Zimbabwe.

The specific objectives of the study were:

- To undertake an overview of social entrepreneurship in Zimbabwe;
- To examine whether or not social entrepreneurship contribute to eradication of poverty and hunger;
- To identify strategies for achieving sustainable social entrepreneurship performance in Zimbabwe

1.5 Hypothesis

Null Hypothesis: Social entrepreneurship does not contribute to the achievement of MDGs.

Alternative Hypothesis: Social entrepreneurship provides an alternative to the achievement of MDGs.

1.6 Significance of the Study

Social entrepreneurship is a contemporary issue which is attracting attention the world over. It is gaining popularity in developing countries, including African countries. Many scholars consider social entrepreneurship as an alternative to address development challenges (Mair & Marti, 2005; Mair & Mair 2006). Despite growing interest related to social entrepreneurship, the field is not distinguished by rigorous empirical research (Dees & Elias, 1998; Dorado, 2006; Low, 2006; Mitra, 2009). There are few studies that have characterised social entrepreneurship as a poverty eradication tool in Zimbabwe. Social entrepreneurship studies have largely been theoretical, thus a rigorous empirical research ought to be undertaken. There is lack of empirical studies to improve the comprehension of local antecedents and outcomes of social entrepreneurship (Certo & Miller, 2008).

Considering the incapacity of the government and private sector to meet the needs of the poor, social entrepreneurship needs to be considered as an intervention. Very little research has been done on social entrepreneurship (Spear, 2006). This study will bring insights into the experiences of developing countries with specific reference to the Zimbabwean context on the contribution of social entrepreneurship to attaining

MDGs and its use as an intervention to address social problems. Currently the available data about social entrepreneurship is limited to case studies and instrumental analysis on the efficiency and operational practices, thereby limiting the ability to obtain general conclusions (Short *et al.*, 2002).

Since social entrepreneurship is a fairly new research area, insights of its contribution to MDGs will be both timely and worthwhile. Research on social entrepreneurship will remain in a nascent state until empirical studies are carried out to confirm the existing theory (Aldrich & Baker 1997; Busenitz *et al.*, 2003). The research findings would help inform decision makers in Zimbabwe, on the importance of enhancing social entrepreneurship. The study may help enrich the field and provide a vision of the state of social entrepreneurship in Harare, Zimbabwe, to ensure prerequisites for sustaining its development on a larger scale. Government policy formulation would also be influenced by further enlightenment of the contribution of social entrepreneurship in achieving the MDGs.

The research in the social sector aims to provide answers through data collection and analysis of verifiable empirical data (Cresswell, 2009). According King *et al.* (1994), a social research should answer the following questions; will the research be completed taking into account available resources and time? Does the research provide answers that will help improve social life problem? And does the research solve conflicting data of social theory? This study sought to answer these three questions thus the research is feasible, relevant and socially important.

The research intends to supplement existing theory and practice in the field. The study also seeks to shape the profile of social entrepreneurs and to identify major differences between them, from a number of factors of influence. The section that follows outlines the scope of the study.

1.7 Organisation of the study

The first Chapter constituted the overview and background of the study. Chapter two outlines literature review in which the conceptual framework (social entrepreneurship, poverty and MDGs) are outlined, while distinguishing it from commercial entrepreneurship. Chapter 3 explores the theoretical and empirical literature review. In Chapter four the research methodology was presented. Chapter five presents and discusses findings on the characteristics of social entrepreneurs in Zimbabwe. Chapter six provides the assessment of the contribution of social entrepreneurship to reducing extreme poverty and hunger. The summary, conclusion and recommendations are presented in Chapter seven.

CHAPTER TWO

OVERVIEW OF SOCIAL ENTREPRENEURSHIP, POVERTY AND HUNGER IN ZIMBABWE FROM 1980 to 2013

2.1 Introduction

In as much as many development frameworks were adopted in the past decade, efforts to eradicate poverty and hunger were limited by dearth of government and private sector capacity. Zimbabwe prioritised to meet MDG 1, which is the reduction of extreme poverty and hunger by 2015 (United Nations, 2010). In light of this, social entrepreneurship provides a possible way to achieve MDGs especially the reduction of poverty and hunger in urban areas which have been neglected, in preference for rural areas for many years. This chapter outlines the overview of poverty and social entrepreneurship in Zimbabwe.

2.2 Overview of poverty and hunger in Zimbabwe

Zimbabwe is a landlocked country in Sub-Saharan Africa. At independence, Zimbabwe inherited a polarised and dualistic society where the majority live in abject poverty both in urban areas and in rural areas (Dhemba, 1999). Though the post-independence policies were intended to promote growth and reduce poverty, there is no doubt that by 2009, Chimhowu (2009) points out that the majority of Zimbabweans were poorer than they had ever been since attaining independence in 1980. Interestingly, in Zimbabwe's two largest cities population was estimated to be

increasing by between 5-6% in Harare and 6-8 % in Bulawayo (Dhemba, *ibid*). As a result infrastructure was overstretched, social services were strained, unemployment increased and there was acute shortages of housing. Over time, these culminated into the current poverty situation which Zimbabwe is experiencing today.

Since 1997, the country's economy has deteriorated sharply perhaps because of expansionary macroeconomic policies, maladministration and corruption (Singh *et al.* 2005). Drought, structural reforms in land ownership and policy constraints caused agricultural production decline by more than 40% over the past 5 years, resulting in chronic food deficits and the need for international humanitarian assistance (UNDP, 2006). Zimbabwe launched the MDG program in the context of a sustained millennium effort to move away from humanitarian assistance towards recovery and sustained growth (UNDP, *ibid*).

During the past decade, Zimbabwe experienced paucity of rainfall, economic collapse, intensified political instability and a near collapse of public services (UNICEF, 2010). The economic situation in Zimbabwe has been dire in the last decade (Mpfu, 2011). The global financial crisis further complicated the situation significantly reducing both government and private funds available to attack social, economic and environmental challenges (Osberg, 2009). The unprecedented economic decline in Zimbabwe resulted in a 50 per cent contraction of GDP and in pushing two thirds of the population below the poverty datum line. The excessive macroeconomic imbalances experienced between 2000 and 2008 had extreme consequences for development and poverty situation in Zimbabwe (AFDB, 2011). The urban poverty in Zimbabwe in 1990 to 1991 was estimated to be 12% (Dhemba,

1999). Zimbabwean urban poverty further increased to 39% in 1995 (Mago, 2010). Given this backdrop, it can be noted that this huge increase of poverty at 27% within a space of four years clearly draws a pedantic picture of a country in need of immediate intervention to save it from totally collapsing. Social entrepreneurship can be a plausible option.

Cognisant of the foregoing, Zimbabwe's economic performance since independence can be broken down into three periods which are the post-independence era of 1890- 1990, the economic liberalisation as well as Economic Structural Adjustment Programme (ESAP) period of 1990-1997 and lastly the crisis period of 1997 to 2008 (UNICEF, 2010). According to Chimhowu (2009) the first decade of independence can be described as one of growth while the second was one of stagnation followed by decline in the post-2000 period. In the late 1990s the economy went into an extended recession (Chimhowu, *ibid.*). Ostensibly, a combination of factors came together to bring about socio-economic crisis. Although the crisis worsened since 2000, its economic origin precedes the political manifestations that emerged at the turn of the millennium. It has been established that poverty was already increasing in the 2000.

An interesting observation is that, ESAP was intended to stimulate investment, and enable the economy to achieve higher levels of economic growth. However, despite some minor improvements in the standards of living, instead the opposite transpired. ESAP exacerbated urban poverty. The structural adjustment period unleashed massive retrenchments in both public and private sectors (Dhemba, 1999). Nyaguse (1998) estimated the GDP growth to average 3.2 per cent over the 1980-1989

periods. The increase in unemployment and poverty impacted unfavourably on the country's ability to meet the MDGs (African Development Bank (AFDB), 2011). Women's and children's welfare suffered most as households were pushed into abject poverty (UNICEF, 2010).

In furtherance to this argument, Zimbabwe experienced deep-seated problems of poverty and unemployment from 2000 to 2009, such that Dhemba (1999) accentuated that the socioeconomic status of the majority of the people in Zimbabwean cities could be described as living in absolute poverty. Employment opportunities decreased, real wages declined, food and fuel prices rose. Acute housing shortages also manifested from falling socioeconomic conditions of the urban poor. Hyperinflation, acute unemployment and serious shortages of basic commodities characterised the economy.

An equally perplexing issue was that Mambo (2010) promulgated that 200 000 students who exit from the education system cannot be absorbed in the constrained labour market. Moreover, the Central Statistical Office (CSO) (2002) and Mpfu (2011) also reported an unemployment rate of 80 per cent in 2004. Thus, over 70 per cent lived below poverty line (Mpfu, 2011). The Zimbabwean unemployment was rated at 90 per cent (Department for International Development (DFID), 2009; Lemmelle & Stulman, 2009). The economy needs pro-poor interventions to help the poor escape poverty. Moreover, the economy faced, especially in 2008, daily stresses as was manifested by cash shortages, rampant price increases, acute shortages of non-compressible products such as fuel and foreign currency. During the aforementioned period, the economy survived on importation of basic

commodities by individuals from neighbouring countries such as South Africa, Mozambique, Botswana and Zambia. The dependence of the country on imports without equal exportation further deteriorated the socio-economic situation in Zimbabwe thus worsening the poverty and hunger among the people.

Zimbabwe engaged on a succession of major reforms aimed at restructuring the country's political, social and economic foundations (Mago, 2010). Several programmes were planned to foster development and reconstruction. These included the Growth with Equity (GWE) economic statement, the three-year Transitional Development Plan (THDP 1982/83-1984/85) and the First Five-Year National Development Plan (FFYNDP) of 1986 (Rambanepasi, 2007). All these economic plans were designed to improve economic growth and alleviate poverty. Despite these concerted efforts, economic growth remained subdued in the entire first decade of independence. Therefore, other mediations are required to reduce the impact of extreme poverty and hunger in Zimbabwe. Social entrepreneurship provides a possible preference, thus this study emphasises on its contribution on eradicating extreme poverty and hunger in Zimbabwe.

The post-independence economic policy shows that the economy has gone through three distinct policy swings, which are, interventionism between 1980 to 1990, structural adjustment between 1991 and 1995 then management by crisis between 1997 and 2008. At independence in 1980, the post-colonial state inherited and maintained a diversified import substituting economy that had endured more than a decade of economic sanctions. Hyperinflation that reached 231 million percent in July 2008 showcases the unstable economy which was also characterised by poor

performance in all productive sectors especially in the key drivers of manufacturing, agriculture and mining.

The economy experienced a downturn in economic activity over the 1987 to 1989 period as a result of both internal and external factors. According to Moyo *et al.* (2000), the expansion of social services necessitated high budgetary expenditures, which resulted in massive budget deficit. The levels of investment also dwindled and there was slow export growth causing strain on the government budget. In addition, high inflation, rising debt and a growing crisis of unemployment were some of the consequences of poor economic growth.

In 1991, the government, in a bid to arrest poor economic growth, embarked on Economic Structural Adjustment Programme (ESAP, 1991 to 1995) (Zimbabwe News, 2004; Mago, 2010). This was a package of policies aimed at improving the living conditions especially among the poorest groups. Its main elements were, trade liberalisation, devaluation of the currency, price controls, reduction of the public deficit and privatisation (Mago, 2003; Ncube, 2003). As noted earlier, ESAP made the urban poor poorer. Zimbabwe suffered deindustrialisation in which key manufacturing sectors like textiles contracted by 61% between 1990 and 1995. Manufacturing output in general fell more than 20% between 1991 and 2000. Unemployment reached 50% by 1997. The percentage of people living below the poverty line rose from 50% to 75% during ESAP. In combination with a crisis in political governance, ESAP led to the rapid economic decline evident in the GDP growth trends from 2000 onwards.

The Social Dimensions of Adjustment (SDA) was adopted in 1991 (Mago, 2010). Its major thrust was to enhance poverty alleviation and involve Non-Governmental Organisations (NGOs). However, the anticipated positive reforms were not realised (UNICEF, 2010). During this period, poverty took an upward trend. The Human Development Index (HDI) showed marked decline, while the budget deficit remained high and government borrowing pushed up interest rates, discouraging investments as well as growth.

On the other hand, in 1991/92 the most severe drought occurred in Zimbabwe, affecting the entire economy. This contributed to 12 per cent shrinkage as reported by the Central Statistics Office (CSO) in 1998 (Alwang *et al.*, 2001). The drought had longer-term impacts on rural poverty that were transmitted through livestock sales, losses (through deaths) and sale of other assets.

The ESAP was in 1997 followed by the Zimbabwe Programme of Economic and Social Transformation (ZIMPREST). ZIMPREST was aimed at correcting the deficiencies of ESAP. Many policies outlined in ZIMPREST were designed to tackle poverty directly. Unfortunately, lack of funding shortened the lifespan of ZIMPREST. ZIMPREST also failed to arrest the economic difficulties facing Zimbabwe such as the rapid depreciation of the Zimbabwean dollar, the increasing rate of inflation, intensified balance of payment pressures and eroded business confidence.

The GDP contracted by over 40% since 2000 (UNDP, 2006). Inflation rose from 55.2% in December 2000 to 1 913.3% in May 2006 (Fayoshin, 2006). The official exchange rate depreciated from ZW\$55 in 2000 to ZW\$109 000 in May 2006 against

the United States Dollar (UNDP, 2006). Zimbabwe experienced dramatic drops in Foreign Direct Investment (FDI) from a negative \$0.3 million in 2001 to a negative \$8.7 million in 2004 (UNDP, 2006). The life expectancy which was just over 57 years in 1982 was estimated at 37 years for men and 34 years for women in 2007 (Mambo, 2010), clearly drawing a bleak picture of a country with no future leaders. The widespread poverty deepened because the International Monetary Fund (IMF) removed Zimbabwe from the list of countries eligible to borrow resources under the Poverty Reduction and Growth Facility (PRGF) in September 2001. There is need for economic recovery and sustained economic growth for poverty reduction in a consistent and coherent manner. Social entrepreneurship seems to be a possible approach.

A four digit year on year hyperinflation of 1 035 per cent (the highest in the world) was experienced in October 2006 in Zimbabwe (Malaba, 2006). The water and sanitation situation worsened especially for female headed households most of whom are not employed. The proportion of people below the Food Poverty Line (FPL) increased from 29 per cent in 1995 to 58 per cent in 2003. The proportion of people below the Total Consumption Poverty Line (TCPL) increased from 55 per cent in 1995 to 72 per cent in 2003. In rural areas the population below the TCPL increased from 57 per cent in 1995 to 71 percent in 2003, whereas, the TCPL in urban areas increased from 44 per cent to 61 per cent in 2003.

In 2007 Zimbabwe ranked 151 out of 180 countries on the Human Development Index (HDI) and had fallen 14 places on the Knowledge Economy Index (KEI) in 2007 (Mambo, 2010). Human Development Index (HDI) assesses how people

access a long and healthy life, education and a decent standard of living (Tazvinzwa, 2011). The Table 2.1 shows the HDI trends in Zimbabwe since 1980.

Table 2.1: Zimbabwe's HDI Trends Since 1980-2012

Year	Life expectancy at birth	Expected years of schooling	Mean years of schooling	GNI per capita (2005 PPP\$)	HDI Value
1980	59.2	6.5	3.2	0.585	0.367
1985	61.5	11.4	4	0.593	0.426
1990	60.6	10.1	4.5	0.622	0.427
1995	53.1	10.1	5.5	0.582	0.408
2000	44.7	10.1	5.9	0.604	0.376
2005	44	10.1	6.7	0.412	0.352
2010	50	10.1	7.2	0.373	0.374
2011	51.4	10.1	7.2	0.404	0.387
2012	52.7	10.1	7.2	0.424	0.397

Adopted from UNDP Human Development Report (2013)

From the foregoing table, indications are Zimbabwe's HDI is in sharp decline, as illustrated by the 2012 value of 0.397, positioning the country at 172 out of 187 countries and territories (UNDP Human Development Report, 2013). This may imply

that Zimbabwe is at the periphery of those countries with the ability to sustain human development and progress. One may argue that life expectancy was affected by a variety of reasons possibly including HIV/AIDS and the collapse of health along with welfare institutions in the country.

On the other hand, the inflation rate rose to double digits ranging between 20 to 25 per cent per annum. In July 2003, Zimbabwe's inflation was 400 per cent. The real GDP growth fell to around 1.5 per cent per annum. In this period, a large number of workers were retrenched and unemployment rate rose from 32.2 per cent to 44 per cent in three years (UNICEF, 2011). Wages declined sharply. Zimbabwe's economy descended from being the second largest economy in SADC in 1996 in terms of GDP to eleventh by 2008 (Mago, 2010). In this period user fees were introduced in social sectors to recover costs, resulting in sevenfold increase in the cost of healthcare, thus rendering these services inaccessible by the poor and unemployed (UNICEF, 2010). The Social Development Adjustment Fund which aimed at mitigating the social impact of ESAP was poorly designed, implemented and funded therefore proved to be ineffective.

The development frameworks adopted by government since the economic decline failed to reverse the slow growth of the economy (Mambo, 2010). The economic crisis worsened between 2002 and 2008. The major consequence of this crisis has been impoverishment of the greater majority of Zimbabweans. The crisis led to rising unemployment as many industries closed or substantially reduced their operations.

The government of Zimbabwe also faced high unbudgeted expenditures such as gratuities and pensions paid to veterans of war of liberation who fought against colonialism from 1966 to 1980. This contributed to a high inflationary environment. On the 14th of November 1997, the Zimbabwean dollar lost 71.5% of its value against the US dollar and the stock market crashed wiping off 46% from the value of shares as external investors lost confidence in the currency (Chimhowu, 2009). This was attributed to payments made to veterans of the war of liberation struggle and the country's involvement in the civil war in the Democratic Republic of Congo (DRC). These ad hoc economic management decisions outside of the normal budget process created the loss of investor confidence that deepened economic recession while they were political in character and origin. In 1999, the Democratic Republic of Congo (DRC) military intervention by Zimbabwean forces distressed the economy even further as a result of high expenditures. Nevertheless, the Millennium Economic Recovery Programme (MERP) had poverty reduction among its macro socio-economic objectives which was meant to steer the economy towards economic stability. However, the same year the government faced another budgetary shock due to unbudgeted salary increases of between 60 to 90 per cent which were awarded to civil servants.

Moyo *et al.* (2000) uncovered that Zimbabwe's pursuit of alternatives of a market-led approach to land reform, between 1980 and 1996, as well as 1998 and 1999, rather than the lack of political will, led to less land redistribution than was promised or anticipated. This consequence limited the potential for poverty reduction at national and farm household level. The extent literature likewise shows that, the 2000 'fast track' land reform program was a poverty driver as well. This resulted in many farm

workers losing their jobs thus increasing poverty levels. Land reform resulted in decline in agricultural production. Since Zimbabwe is an agricultural country, manufacturing also deteriorated due to the shortage of foreign currency to import raw materials and machinery. Aid volumes declined from 1994 and further when the fast track land reform programme started (Chimhowu, 2009). The timing of the fast track Land Reform Programme is considered as the trigger of the full blown political and economic crisis. Sour relations with some international donors resulted while there was a disruption of commercial farm production. Since the newly settled farmers were undercapitalised, the foreign exchange earnings from agriculture declined. The withdrawal of international and regional spheres of aid when the Zimbabwean economy needed international support the most amplified the macroeconomic and balance of payment crises.

In an effort to address deepening economic crisis, the National Economic Revival Program (NERP) was launched (Zwizwai, 2007). Its main emphasis was on some agricultural-led economic revival strategies. This program failed to generate the foreign currency required to support economic recovery. Economic growth and poverty in particular has remained a challenge despite the policies implemented by the government.

Poverty increased more rapidly in urban areas than rural areas between 1995 and 2003 due to unemployment which reached 63 per cent during this period. The collapse of the economy, hyperinflation and political stand-off had an immense social cost in terms of rising poverty, and unemployment, mass emigration, adoption of adverse coping strategies, advent of a public health crisis and decline of other social

sectors. Mambo (2010) reported that unemployment was higher among females resulting in them experiencing higher levels of poverty as they are the primary caregivers of the families.

The 1995/96 and 2003 National Poverty Assessment Study Surveys (PASS I and II) respectively suggest that poverty has increased markedly in both the urban and rural areas. Unemployment was the dominant cause of poverty among urban Africans during the colonial period (Mpofu, 2011). More so, lack of livelihoods in Zimbabwe increased the levels of outward migrations. As a result, professionals who remained in Zimbabwe were forced to adapt. For instance professors, lecturers, medical doctors and scientists operated minibuses, taxi cabs or beer parlours as a coping strategy. On the same note, the UNDP (2013) opines that the crisis years have seen the severe weakening of the country's middle class as many have either dropped below the national poverty line or been forced to emigrate. After 2000, some professional jobs like teaching began to be associated with poverty (Mpofu, *ibid.*). Nursing and teaching jobs were considered as jobs for the poor.

More so, the macro economic conditions continued to deteriorate due to government actions that exposed the general populace to poverty. The May 2005 Operation *Murambatsvina* (Operation Clean-up or Restore Order) increased vulnerability among the poor segments of the society (Tibaijuka , 2005; Izumi, 2006). The operation was earmarked to destroy 'illegal' vending sites, 'illegal structures', informal business premises and homes. Although the intention of the government might have been genuine, a number of poor families were directly affected, increasing their vulnerability. Consequently, about 700 000 people either lost their

homes, or sources of livelihood or both. Furthermore, urban agriculture, shebeening, prostitution, pick pocketing, stealing from employers and relocating to rural areas were the coping strategies adopted to cope with the adverse situation that confronted the majority of the populace. Zimbabwe was described as a factory of poverty because of the high levels of poverty (Mpofu, 2011). Job creation and growth have been very disappointing. Poverty has become a major social problem in Zimbabwe. The case in point is that, there is mass urban poverty.

After realising the negative impact of the operation, the government embarked on the reversal operation that was named 'operation *Garikayi/hlalanikuhle*/live well (Mago, 2010). The Sustained Economic Growth Framework was developed with the objective of reducing poverty and improving the standards of living of people in line with MDGs (Zwizwai, 2007). However, little, if any results were achieved from this initiative because the damage that had been done was deeply entrenched as compared to the "tip of the ice berg" reversal operations that was put in place.

Additionally, a regime of price controls was initiated in 2007. Price controls by the government were repressive and they compromised on viability. The viability constraints created shortages of goods, leading to the emergence of the black market activities. These bottlenecks included shortages of foreign currency, fuel and electricity. As a result, the rise in food and fuel prices coupled with the impact of currency deprivations have been important sources of inflationary pressures in many countries (Mminele, 2013). Zimbabwe appeared to be the worst affected as the situation on the ground continued to be precarious. Lack of economic growth and the resultant poverty have remained big challenges despite policies implemented by the

government. In recent years, it has been more on reversing key indicators than reaching the MDGs. There were major outbreaks of cholera and measles in addition to deterioration in food security. More so, there was erosion in basic social service infrastructure and people's coping strategies especially the poorest. Zimbabwe became the first country in the 21st century to experience hyperinflation with the official rate peaking at 231 per cent in 2008 (Mishi & Kapingura, 2012).

The deterioration in infrastructure, lack of investment, low wages, decreasing civil service motivation and capacity, as well as absolute shortage of essential supplies and commodities caused a near collapse of the social sector (UNICEF, 2011). Financial barriers are increasingly constraining access to education for the disadvantaged. By the time the socio-economic crisis reached its high point in November 2008, up to 80 % of the population survived on less than US\$2 per day (Chimhowu, 2009). Zimbabwe was then considered as world leader in creation of poverty.

On the other hand, there was a Global Political Agreement which was signed by 3 political parties in September 2008. During 2008-2009, many social services had collapsed. Social welfare sectors were limited by a loss of human and administrative capacity. Chikova (2009) propounds that the ministries responsible for social protection programmes tend to be among the weakest and heavily underrepresented. Government funding for social assistance, for example amounts to less than 0.3 per cent in Sub-Saharan Africa, far less than in all other regions of the world.

Various estimates indicate that 10 out of 13 million Zimbabweans, over 75 per cent of the population, were living in desperate poverty in 2009 (Mpofu, 2011; Food and Agriculture Organisation (FAO), 2010). On the other hand, some findings concluded that 78 per cent of Zimbabweans were absolutely poor and 55 per cent of the population (6.6 million) lived under the food poverty line in 2010 (Mpofu, *ibid.*; Millennium Development Goals (MDGs) Report, 2013). New Zimbabwe estimated that more than 65 per cent of Zimbabweans lived below the poverty line in December 2009 (Mpofu, *ibid.*). In light of this, it is very clear that poverty is increasing in the country, thus demanding intercessions to make the state of affairs better. STERP succeeded in reducing inflation, increasing business activity, removing price distortions and improving the management of public resources. The introduction of the multiple currency system in 2009 stabilized the economy.

Given this set of the foregoing circumstances in the preceding paragraphs, when the Government of National Unity was formed, it aimed at enhancing youth employment and establishment of income generating projects (Mambo, 2010). There is no doubt that poverty rates increased during the economic crisis causing the majority of Zimbabweans to be poor by the time the GNU was formed. Increased employment opportunity coupled with increased incomes is a necessary condition for alleviating poverty in the communities (Mambo, *ibid.*). The Inclusive Government Medium Term Plan (MTP) acknowledges that the biggest challenge facing Zimbabwe is the high incidence and rising of poverty. The main causes of poverty were identified as unemployment, retrenchment and drought. Therefore, the main focus is on growing the economy for poverty reduction, envisaging significant employment creation across all sectors of the economy over the planned period. Massive hyper-inflation

was controlled, the economy was stabilized some of the basic social services were restored by the Inclusive Government.

Zimbabwe's strategy to combat poverty is outlined in a policy framework document adopted in 1994 Poverty Alleviation Action Plan (PAAP). PAAP main thrust is to invest in people as the country's key resource. This is achieved through targeted social expenditure, decentralised decision making so the poor can effectively participate, and empowerment of beneficiaries through participatory methods and recognition of their environment. It is important to move the poor from welfare to income earning productivity and continuous monitoring of social policy and poverty indicators.

The recurring theme of the MTP is on growth with decent employment creation resulting in poverty reduction (MDG 1) and targets increasing formal employment to above 1997 levels. MDGs are considered a way of fighting poverty and injustice. (UNICEF Annual Report For Zimbabwe, 2010) argues that recent economic and political reforms have stabilised inflation. The GDP growth rates of 5.4% in 2009, 8.1% in 2010 and 9.3% in 2011 confirm that Zimbabwe is one of the fastest growing economies in Africa. However, this growth has to translate into poverty reduction and job creation (UNDP, 2013). The reports suggest that the country will be one of the several African countries that will fail to meet the crucial goal of dealing with poverty. It is against this backdrop that this study seeks to examine the contribution of social entrepreneurship to poverty eradication in Zimbabwe and meet the MDGs.

2.3 Overview of Social Entrepreneurship in Zimbabwe

According to Han & Mckelvey (2009) the earliest literature documenting social entrepreneurial activities are found in the Holy Bible and in ancient China, India, Persia and Egypt. The terms social entrepreneur and social entrepreneurship were first used in literature about social change in the 1960s and 1970s (Steinman, 2009). Social entrepreneurship came into widespread use in the 1980s and 1990s through Bill Drayton, the founder of Ashoka Innovators for the public (Steinman, *ibid.*).

Social entrepreneurship's origins can be traced to the changes in the non-profit sector. It arose from public sector difficulties for example, closure and financial pressure (Spear, 2006). As a result the government expurgated spending on social services such as education and community development, resulting in a tremendous decrease of funding of non-profit organisations. Therefore, non-profit organisations are acknowledging the need to build their own revenue to become self-sustaining, which requires diversification of its funding streams such as a partnership with for profit organisations. Social entrepreneurs bring leadership and resources to communities with innovative and cost effective initiatives. There is a growing disparity in the world in income and access to opportunities. Most people desperately wait for a means to have their most basic needs and wants met (Seelos & Mair, 2005). Such basic needs are all covered within the MDG 1. Social entrepreneurship developed because of the increasing unemployment amidst the crisis of welfare states in Europe (Dacanay, 2012).

Given this set of circumstances, UNICEF (2010) propounds that a number of entrepreneurship strategies and programmes that support livelihood improvements

and poverty alleviation should be implemented between 2012 and 2015 to ensure the MDG targets are met. Within the Zimbabwean context, entrepreneurship offers informal apprenticeship, which is available avenue for skills development in the informal sector which is the destination of many of the school leavers who are not able to access training and the formal apprenticeship schemes. Social entrepreneurship is a response either to business failure, state failure or both. It addresses the existing societal needs by providing workable solutions (Nhuta, 2012).

Around the globe, there are innovative social entrepreneurs working to eliminate hunger, fight climatic change, establish schools and achieve equity for women (Osberg, 2009). Social entrepreneurship has tackled and continues to confront some of the globe's most complex challenges. Zimbabwe can create sustainable change through business. Through social entrepreneurship people are equipped with skills which they can teach others in their local communities. These skills can be used to positively impact the lives of everyone around them.

In the previous years, established companies struggled to borrow from banks because of the illiquidity within the Zimbabwean Financial System (Mishi & Kapingura, 2012). The private sector funding of community projects dwindled as the government and non-government organisations (NGOs) focused on their survival since their budgets became skimpy. Social entrepreneurs are believed to address social needs economically. However, they often lack sufficient capital and have limited access to conventional funding schemes. The Zimbabwean situation is worsened by liquidity crisis, lack of collateral security and many other woes (Mishi & Kapingura, *ibid.*).

UNDP (2008) argues that there is need to remove existing impediments to the participation of the poor in growth and implement the necessary measures required to ensure transformation takes place. Local knowledge and local social networks are the keys to local interventions that work to reduce poverty, and this should be complemented by the political will to hand over power to local people. Mlambo (2010) propounds that the most important thing in development is empowerment which is an effective way of helping a person and provide them with an opportunity rather than something that will meet their temporary needs. Social entrepreneurship has the ability to achieve this objective.

In furtherance to the foregoing views, sustained and rapid poverty reduction requires both robust growths that allow the poor to participate in and derive benefits from growth dynamics (UNDP, 2008). Government and social partners should promote entrepreneurship, enterprises and cooperative development to create sustainable enterprises as a principal source of growth, wealth creation, employment and decent work. These enterprises will target livelihood improvement and poverty alleviation among vulnerable marginalized groups (that is, women, youth and people with disabilities).

In addition, technical and entrepreneurial skills to adopt existing but underused technologies and scientific expertise should be improved to advance new knowledge (Sachs & McArthur, 2005). The recognition of social entrepreneurship at the highest levels of government is extremely important, since social entrepreneurship has emerged as a legitimate model for transformative social change (Osberg, 2009).

It is acknowledged that social entrepreneurs are having positive effect on improving health care delivery for the rural poor, promoting peace in areas of longstanding conflict and helping lift hundreds of thousands of rural farmers out of poverty (Osberg, 2009). Social entrepreneurship is a possible means to lead grassroots efforts with innovative ideas that drive social change. They look for opportunities to create social value, uncover the best approaches for realising those opportunities and build social capital, which can be passed on as an inheritance, rather than debt to the next generation.

Women are actively involved in the formation of social enterprises. Their only source of finance for business is microfinance (Mishi & Kapingura, 2012). There are countless reasons to hypothesise economic contribution of social entrepreneurship and therefore its role in extreme poverty alleviation, fostering sustainable livelihoods and ensuring economic empowerment especially in developing countries (Mishi & Kapingura, *ibid.*). The poverty alleviation paradigm aims at poverty alleviation amongst the poorest, increasing well-being and community development. The income from businesses is used to improve living conditions by social entrepreneurs in Zimbabwe especially by women.

Osberg (2009) argues that through social entrepreneurship companies create good products, good jobs and social benefits. Social entrepreneurship may be the process that allows Zimbabwe and the whole of Africa to rebuild their society (Jongwe, 2013). Through social entrepreneurship Zimbabwean societies may focus on their social issues in addition, to their economic ones using techniques and systems that have

long since demonstrated their efficacy in the economic arena (Jongwe, *ibid.*). Therefore, to circumvent the current situation in Zimbabwe, social entrepreneurship may be a remedy which Zimbabwe can use to harness the power of large numbers of young professionals to give back to the greater world in which they live.

Social entrepreneurs bring specific change through the work that they do, and they have power to inspire to bring other people and organisations to work together, to scale solutions and find new ways to solve problems. Profits are spent on food and clothes for children, housing or school fees. However, in Zimbabwe there was a decline in fortunes economically since 1997. It is important to facilitate social entrepreneurship and develop businesses aimed at stimulating entrepreneurship and developing business that create jobs and reduce poverty. The focus of this study was to investigate the contribution social entrepreneurs were making to reducing poverty and hunger in Zimbabwe.

2.4 Summary

This chapter gave an overview of poverty and social entrepreneurship in Zimbabwe. It was highlighted in this chapter that Zimbabwe has been going through serious economic crisis, which was worsened by the global downturn in the past decade. This chapter brought out that despite the various development frameworks adopted by the government, the urban poor continue to increase. In light of these arguments social entrepreneurship provides a possible intervention to reduce poverty, given the governments' and private sector's incapacity to address the poverty problem. The next chapter outlines the literature review.

CHAPTER THREE

LITERATURE REVIEW

3.1 Introduction

This chapter reviews both theoretical and empirical literature on the importance of social entrepreneurship. Literature relating to Millennium Development Goals is also provided in order to shed light of gaps in this literature. An empirical review on the contribution of social entrepreneurship is also provided in this chapter.

3.1.0 Conceptual Review

Mair & Marti (2006) propound that social entrepreneurship's nature varies. The social entrepreneurship notion is still inadequately defined (Light, 2008; Certo & Miller, 2008). Contemporarily, social entrepreneurship promotes positive, systemic change that alters the way things are done and why they are done that way (Heidi *et al.*, 2009). The way social entrepreneurship is defined differ both in content and approach since it is an emerging field of inquiry (Heidi *et al.*, *ibid*; Steinman, 2009). There is no clear definition of the social entrepreneurship domain (Zahra *et al.*, 2009; Kato & Mushi, 2012).

The term social entrepreneurship explains a socially involved private sector and a prevalently entrepreneurial approach in the not-for-profit segment (Dees & Elias, 1998; Rober & Cheney, 2005; Martin & Osberg, 2007). Spear (2006) further assets that social entrepreneurship is not for profit, thus it may regularly apply for donations to support the social component of operation. Social entrepreneurs adopt a number

of organisational designs to maximise social impact in addition to producing social change (Light, 2008). Yaprak & Ilter (2009) consider the main objective of social entrepreneurship to be creating jobs and providing food in addition to social benefits for poor people in indigent areas. Dacanay (2012) views the social mission to be extensive including provision of specialised employment creation, social service, rural development, poverty alleviation, enhancing the poor's quality of life as well as rural development. Other authors argue that the activities of social entrepreneurship combine the creativity of traditional entrepreneurship to transform humanity (Kato & Mushi, 2012).

The objectives of social entrepreneurs are profoundly ingrained in their originators (Zahra *et al.*, 2009). Such activities include cooperatives, mutual, community businesses, voluntary or not for profit establishments (Spear, 2006). Social entrepreneurship comprises of four components (Light, 2008). These are the entrepreneurs, the ideas, opportunities and organisations.

Social entrepreneurship are the activities connected with the discernment of opportunities to generate social worth and social purpose companies to carry them out (Haugh, 2005; Austin *et al.*, 2006; Heidi *et al.*, 2009). Peredo & McLean (2006) reported that social entrepreneurship is employed when certain people aim to create social value. It entails identifying, evaluating and exploiting opportunities that result in community worth by adopting both social and economic ends (Certo & Miller, 2008; Zahra *et al.*, 2009; Robbins, 2011). Muhammad *et al.* (2010) defined social entrepreneurship as the inventive use and amalgamation of resources to exploit opportunities to meet social needs. They are activities that are entrepreneurial with

an entrenched social aim (Austin *et al.*, 2006; Martin & Osberg, *ibid*). Social entrepreneurship process creates social value (Santos, 2009). The distinguishing role of social entrepreneurship is social benefit (Martin & Osberg,*ibid*; Mair & Marti, 2007; Okpara, 2011). The approach meets social needs while achieving social objectives through for profit activity (Martin & Osberg, *ibid*).

In social entrepreneurship, promoting social value and development are the highest priorities in contrast to attaining economic value (Mair & Marti, 2006; Robins, 2011). In addition, social entrepreneurs are inspired by the double-bottom line as well as effective merge of financial and social returns (Yaprak & Ilter, 2009; Han & Mckelvey, 2009; Dacanay, 2012). Social entrepreneurship uses entrepreneurial conduct for social ends rather than making profit (Hibbert *et al.*, 2001; Danna & Porche, 2008). Social entrepreneurs have to achieve both social and financial objectives (Han & Mckelvey, 2009). The social entrepreneurship profit benefits specific disadvantaged people. Furthermore, social entrepreneurship is unique for continuous pursuit of greater social or environmental impact instead of the organisational forms that are used. Social entrepreneurship should result in the creation of total wealth such as generating funds, happiness, serving clients and general well-being (Zahra *et al.*, 2009).

Dacanay (2012) considers three schools of thought that explain social entrepreneurship as the social innovation, the social enterprise or the earned income school as well as the social economy school. The social innovation school views social entrepreneurship as a means of creating maximum, lasting logical change

through the instituting of new ideas, approaches and attitude transformations (Dacanay, 2012).

The social innovation school views social entrepreneurship as implementing innovations that address the core sources of a social problem, reducing particular social needs and preventing unfavourable consequences. On the other hand, the social enterprise school or the earned income school promotes the idea that business methods are an effective way for social value creation. The social economy school of thought considers shareholders, directors, workers, volunteers, users and providers, customers in public administration and future generations as the stakeholder classifications in social entrepreneurship (Goldstein *et al.*, 2009; Dacanay, 2012). The main aim of stakeholders is to tackle market failure, poverty and under representation (Janelle, 2010).

Social entrepreneurial activities incorporate microfinance and fair trade products by enterprising individuals devoted to make a difference (Phills, 2009; Robins, 2011). Light (2008) stipulated that social entrepreneurship forms include public sector embracing of business skills or socially favourable business focusing on social ends. In addition, they can be the voluntary not for profit sectors implementing more entrepreneurial approaches, civic innovators, or founders of a revenue generating social enterprise creating a surplus to support a social vision.

Social entrepreneurship encourages people to find solutions to problems that are currently inefficiently addressed (Muhammad *et al.*, 2010). Shockley & Frank (2011) opine that social entrepreneurial activities complement limited government supply of

goods and services when there is excess demand. Responses to pervasive state and market failures to meet the needs of the poor in developing countries contexts explain social entrepreneurship (Dacanay, 2012).

The term emerges from a combination of 'social' and 'entrepreneurship' (Martin & Osberg, 2007). Shockley & Frank (2011) add that this is entrepreneurship fulfilling social functions in the social sector. The term social entrepreneurship can be deconstructed into "social" matters related to the collective concern in a society or "entrepreneurship" matters related to innovation and new business activities that generate economic benefits (Han & Mckelvey, 2009).

Entrepreneurship is further defined as "a set of practices involving the creation or discovery of opportunities, evaluation, exploitation and their enactment" (Ngorora & Mago, 2013). However, arguments suggest that the duality of social entrepreneurship is not from the term itself, that is social and entrepreneurship, but from the method and result of its activities that is commercial and social return (Han & Mckelvey, 2009). There is consensus among scholars that social entrepreneurs combine a dual social and financial objective (Zahra *et al.*, 2009; Robins, 2011; Dacanay, 2012). Social enterprises aim to make social impact while they have to stay financially viable. According to Dees (1998), there are factors that define social entrepreneurship such as social value creation, accomplishment of mission and accountability to beneficiaries and outcomes generated.

According to Shockley & Frank (2011) social entrepreneurship is the demand-side method of achieving large scale social change by responding to social needs. Social

entrepreneurship revolutionizes the concept of philanthropy. It regards bottom of the pyramid people as business partners' not mere recipients of aid. In social entrepreneurship the poor are partners in their own poverty reduction (Dacanay, 2012). Robbins (2011) considers social entrepreneurship as a sustainable method of alleviating social exclusion and unemployment.

According to Kato & Mushi (2012) social entrepreneurship challenge the status quo and conventional thinking by providing goods and services to the poor people complimenting existing markets, institutions and policies where they are failing. Social entrepreneurship creates approaches for catering to basic human needs efficiently (Seelos & Mair, 2005). It is a means to creatively respond to the local problems by engaging communities to accelerate sustainable social transformation (Light, 2008; Kato & Mushi, 2012). They harness social entrepreneurship skills to do social good. Social entrepreneurs foresee problems developing in their fields, for instance environment or education and develop a solution until it is adopted by society (Yaprak & Ilter, 2009). The principles of social entrepreneurship are self-reliance, financial sustainability and pragmatic problem-solving.

Social entrepreneurs are often region and context specific. Thus the practice of social entrepreneurship in Zimbabwe and its contribution to the achievement of MDGs is unique and such characteristics are important to understand. There are not many if there are any studies focusing on the contribution of social entrepreneurship to poverty reduction.

Social entrepreneurs make a difference in society through their creative, persistent, sensitive or realistic behaviour (Martin & Osberg, 2007; Yaprak & Ilter, 2009). Light (2008) further asserts that social entrepreneurs never give up; they identify opportunities where others see difficulties. In the social entrepreneur's view, being entrepreneurial is not a job but it is a life calling. The distinctive feature of social entrepreneurship is the continual pursuit of greater social or environmental impact (Light, 2008). Social entrepreneurship is not charity but business in all sense (Global Urban Development Magazine (GUD), 2008).

In light of the definitions above a number of assumptions can be derived. Some definitions assume that social entrepreneurs are lonely individuals who develop their ideas in isolation, while others assume that partners, teams, networks, alliances and other groups of individuals can also innovate. Other definitions imply that social entrepreneurs must be willing to sacrifice everything in pursuit of change. Others assume that entrepreneurs can maintain a more balanced life and still succeed. Social entrepreneurs are said to have a heroic struggle against the odds.

In some definitions social entrepreneurs are viewed as different from other high achievers. They are said to bring a distinctive personality and behavioural characteristic to their engagement. They are considered better at recognising or creating opportunities. On the other hand social entrepreneurship can be an individual dynamic process (Steinman, 2009). Some definitions consider entrepreneurs to possess the same thinking patterns while other definitions allow for variations in thinking across demographic groups and cultures. In other definitions social entrepreneurs are viewed as perseverant against all odds. In spite of

insurmountable obstacles to their success social entrepreneurs still pursue their missions. Social entrepreneurs also take greater risks because of greater personal optimism and efficacy.

Other definitions bring out the assumption that social entrepreneurs share common histories in terms of set of work and life experiences that lead to entrepreneurship. Social entrepreneurs have strong social orientations. Mair & Marti (2006) argue that social entrepreneurship needs to be examined in light of the social framework and the local milieu. Other definitions show that social entrepreneurs maintain their ideas until they achieve sustainable impact. Some definitions assume that there is one best approach to creating change even if it has not yet been found while others assume that strategies vary with the nature of the entrepreneurial idea, opportunity and organisation.

There are broad agreements about key characteristics that set the boundaries of socially entrepreneurial accomplishment (Kato & Mushi, 2012). Some views agree that social or environmental outcomes have primacy over profit maximization. Social entrepreneurs uniquely discover a social need and exploit social opportunities to influence the extensive social system (Zahra *et al.*, 2009).

The section above highlights the conceptual review of social entrepreneurship. The definitions of social entrepreneurship show that the aims of social entrepreneurship are to empower the people involved and create a better standard of living (Sushanta, 2014). It is therefore important to focus on the contribution to eliminating poverty and

hunger to make conclusions on the contribution of social entrepreneurship in Zimbabwe. The section that follows is the conceptual review of MDG.

3.1.1 Millennium Development Goals (MDGs)

Millennium Development Goals (MDGs) are development objectives to be reached by 2015, adopted by heads of states in 2000 (Sachs & McArthur, 2005). They comprise of eight goals with 18 targets and 48 specific indicators for poverty eradication as well as development to be achieved by 2015 (Seelos *et al.*, 2005; Muhammad *et al.*, 2010). The first target for MDG 1 is to halve between 1990 and 2015 the proportion of people whose income is less than one dollar per day. The second target of MDG 1 is to halve between 1990 and 2015 the proportion of people who suffer from hunger. Millennium Development Goals (MDGs) create a framework for determining development progress (Clemens *et al.*, 2007; Dodd & Cassels, 2006). They are useful benchmarks that show the desired development status worldwide (Clemens *et al.*, 2007). Nelson & Prescott (2008) assert that the eight MDGs focus on reducing poverty, augmenting people's quality of lives, safeguarding environmental sustainability and developing partnerships to maximise positive effects of globalisation for the entire world.

Millennium Development Goals are a powerful framework for realising points of intervention and key development outcomes. In addition to reflecting economic targets, global justice and human rights, MDGs are vital to international and national security as well as stability (Sachs & McArthur, 2005). The achievement of MDGs helps to better the lives of the majority of people suffering from poverty.

Millennium Development Goals (MDGs) are measures to attain productive life, economic growth and advance development in future. MDGs are relevant wherever poverty exists (Sachs, 2005). They express key elements of human development, important for addressing extreme poverty (Vandemoortele, 2002). United Nations (UN) MDGs are central in the development debate (Klasen, 2008). The MDGs provide a common set of priorities of how to tackle poverty (Dodd & Cassels, 2006). Millennium Development Goals (MDGs) express a broad and multidimensional view of development (Birchall, 2004). However, from their conception, the initiatives adopted to achieve MDGs have not been able to speed up meeting the targets. Other methods to compliment therefore need to be considered and social entrepreneurship seems to be plausible.

Millennium Development Goals (MDGs) consider human well-being and poverty reduction as central to global development objectives (Birchall, 2004; Mangena & Chitando, 2011). According to Alkire (2007) Millennium Development Goals (MDGs) are important for faster and increased data collection on pivotal dimensions of well-being such as education, health, nutrition and gender. Nelson and Prescott (2008), suggest that more effort is required if the world MDG targets are to be achieved, especially in the face of world economic crisis, high food and energy prices as well as effects of climate change. Most of the impoverished regions of the world, especially in Sub-Saharan Africa are most unlikely to attain the MDG targets (Sachs & McArthur, 2005; Sachs, 2005; Nelson & Prescott, 2008). Findings by Clemens *et al.* (2007) point out that 42 African countries were 'off track' meeting half of the MDG targets while 12 are unable to meet all targets. A diversified and productive sector

provides a possible option for achieving the MDGs, and social entrepreneurship provides the best option.

Achieving MDGs requires development of locally owned strategies. Without the full participation of all relevant stakeholders, that is civil society organisations (CSOs) and the private sector, the MDGs cannot be nationally effected (Sachs & McArthur, 2005). Mangena & Chitando (2011) concluded that Zimbabwe is still lagging behind in achieving the MDGs. Consequently adopting and employing social entrepreneurship would go a long way in addressing the challenges facing the nation of Zimbabwe and contribute towards the attainment of the MDGs (Mangena & Chitando, 2011). In light of this, it makes it important to examine the contribution of social entrepreneurship to the eradication of extreme poverty and hunger.

The Gleneagles scenario suggested that Official Development Assistance (ODA) to Africa should more than double by 2010 to enhance the achievement of MDGs. This was agreed upon at the G8 summit in Gleneagles, Scotland in 2005. Gleneagles commitments call for doubling aid to Africa to \$85 per person by 2010, together with continued macroeconomic stability, a further acceleration of growth and strengthening of public finance management. It is assumed that scaling up aid to reach the MDGs is equivalent to a “big push” to escape poverty trap that keeps Africa from enjoying the benefits of globalisation. The Gleneagles scenario argues that aid boosts productivity in recipient countries and does not endanger macroeconomic stability in the long run (Mongardini & Samake, 2009). However, with more than a decade of economic crisis as discussed in chapter 2 and the effects of sanctions accessing aid in Zimbabwe has been very difficult. Macheke (2014)

pointed out that sanctions included cutting of 128 million Euros in developmental aid to Zimbabwe. The scaling down of donor support and grant inflows declined significantly from an annual average of US\$138 million in the 1990s to US\$39.9 million registered between 2000 and 2006 (Macheka, *ibid.*). This derails the achievement of MDG targets. Therefore other methods to compliment the achievement of MDGs need to be considered. In as much as scaling up aid proved effective in the achievement of MDGs in countries like Benin, the Zimbabwean political contexts has made it very difficult to access financial aid. Besides being heavily indebted makes it complicated to continue accessing aid. As shown in Appendix L, most of the targets for MDG 1 were not attained. Therefore, another method to compliment the achievement of MDGs is very important and social entrepreneurship seems to be plausible.

On the other hand the MDG Acceleration Framework (MAF) propounds that identification of necessary interventions is important to achieve the MDG targets (Pandey, 2013). In addition , The MAF considers the identification of bottlenecks that impede the effectiveness of key interventions on the ground and high impact as well as feasible solutions to prioritise bottlenecks as crucial for the achievement of MDGs. According to Pandey (2013) MAF formulation of action plan with identified roles for all development partners also facilitates the achievement of MDGs.

The review of MDG concepts brings out that social entrepreneurship has a possibility of improving the chances of meeting targets for MDG 1 in the context of Zimbabwe. According to Nelson & Prescott (2008) MDGs offer a common method to solve some of the major challenges facing the world today. The section that follows brings out

what poverty is as this study focuses on the contribution of social entrepreneurship to the elimination of poverty and hunger.

3.1.2 Poverty

Poverty is defined as the lack of basic capabilities to lead full creative lives. Capabilities include having a decent standard of living, living long and healthy life, being educated and enjoying political and civil freedoms (Birchall, 2004). According to Kates & Dasgupta (2007) poverty is broadly defined as the world of the poor with food insecurity, where people do not own assets, are stunted and have a short life expectancy. In addition people are illiterate, do not have financial savings, are not empowered and are not safeguarded against crop failure or household calamity. Furthermore, where there is poverty, the poor suffer from incapability.

Sachs & McArthur (2005) classify poverty income measurements as hunger, dearth of access to safe drinking water and sanitation, slum conditions in urban areas as well as lack of schooling. Klasen (2008) adds that poor health and education constitute the non-income aspects of poverty. If one dimension of poverty is reduced it has an impact on other dimensions of poverty. Findings by Green & Hulme (2005) suggest that there are social and political processes that keep people in poverty, if viewed in dynamic terms.

Braun (2005) viewed hunger and malnutrition as results of poverty. Hunger reduces capacity for physical activity and productivity potential. The other negative effect of hunger damages people's ability to grow physically and mentally thereby constraining school attendance and performance. High rates of disease and

premature death can be a result of long-term health damage resulting from hunger. In addition hunger contributes to social and political instability that undermines government capacity to reduce poverty. Therefore, Green & Hulme (2005) propose that increasing people's income can lift them out of poverty. Poverty is a subject of exclusion and the lack of what others possess within society. Therefore, the solution to poverty is inclusion and social entrepreneurship seems plausible. Thus, Klasen (2008) argues that poverty and deprivation reduction has become a key challenge for policy makers.

According to Braun (2005) despite the decline of extreme poverty recently, people living between \$1 and \$2 are increasing. Furthermore, there is a rise of inequality between the haves and have not. Mpofu (2011) adds that poverty implies deprivation and powerlessness in which the poor are exploited and denied participation in decision making on issues that deeply affect them. Malaba (2006) classifies the non-monetary measures of poverty as the Human Development Index (HDI), Gender related Development Index, Human Poverty Index and Gender Empowerment Index. Birchall (2004) pointed out that the numbers in poverty continue to rise in Sub-Saharan Africa. As a result merely giving aid through charity is no longer an adequate solution to the problem of poverty, thus social entrepreneurship could be an intervention.

Poverty artificially results from resource constraints (Muhammad, 2006). It is important to remove the obstacles faced by the poor to enable them to release their creativity and intelligence to serve their communities (Larochelle *et al.*, 2014). Social entrepreneurship possibly enables the poor to come out of their situation.

Poverty traps commonly occur under unfavourable geographical conditions such as landlocked areas or mountainous regions characteristic of Sub-Saharan Africa results in countries being ensnared in poverty (Sachs & McArthur, 2005). In addition, adverse disease ecology also results in countries being trapped in poverty. Dependency on rain-fed agriculture in Sub humid and arid regions results in them being trapped in poverty. It is therefore important to consider various methods to reduce poverty.

Poverty is increasingly attributed to lack of immediate assets (Green & Hulme, 2005). Poverty is worsened by brain drain of skilled workers who emigrate in search of higher wages. Poverty is also a consequence of rapid population growth and environmental degradation. According to Sachs & McArthur (2005) all these directly promote low or even negative economic growth rates per person thereby prolonging or worsening poverty over time.

Poverty in Zimbabwe is concentrated among households headed by the unemployed, elderly or disabled person, children and women. Increased poverty levels are a result of high rates of unemployment and under employment, low levels of education as well as reduced livelihood opportunities and economic crisis the country experienced over the past decade. Yunus (2007) reported that the greatest challenge Zimbabwe is facing is eliminating poverty. Thus new approaches and skills are necessary in regions with chronic poverty and hunger, to ensure that strategies and programs achieve their intended goals. For this reason, this study considers social entrepreneurship a viable method to compliment other techniques to reduce

extreme poverty and hunger in Zimbabwe thus facilitating meeting the MDGs. Dacanay (2012) propounds that social entrepreneurship creates spaces and transforms markets to reduce poverty and promote sustainable development.

According to Green & Hulme (2005), income and consumption measures create possible clear line between the poor and non-poor. Poverty may be invisible to the outside world, while it manifests in homes, institutions as well as workplaces, where those directly affected face it (Hazelton *et al.*, 2013). As a result Malaba (2006) suggests that one of the proposed solutions to deal with poverty is to mobilise financial and technical resources for capacity building. According to Hazelton *et al.* (2013), in Uganda to eradicate poverty, access to modern, affordable and reliable energy services should be increased.

Birchall (2004) defined poverty as “the lack of basic capabilities to lead full creative lives”. Dacanay (2012) considers poverty as one of the most pressing social problems of the 21st century. Klasen (2008) reported that poverty should be considered in the capability space while often the means to achieve it can be considered in a relative dimension. Historically, research on poverty has been dominated by studies on economic well-being as indicated by levels of income and consumption (Dacanay, 2012). Other dimensions have been observed in recent two decades where poverty has been linked with the concepts of human rights, justices and evolved the capability approach to poverty analysis.

The capability approach characterises poverty as lack of capacity to attain well-being. Well-being refers to the ends achieved through capability means. Sen (1999)

explained that “poverty should be seen as a deprivation of basic capabilities, rather than merely as low income. The instrumental role of freedom concerns the way different kinds of rights, opportunities and entitlements contribute to the expansion of human freedom in general and thus promoting development. With adequate social opportunities, people can successfully help each other while they shape their own destiny. Therefore individuals should be viewed as active recipients of the benefits in development programs”. (Sen, 1999, pp 11, 20, 37).

Findings by Webfinance (2013) characterises poverty with the lack of basic needs for food, clothing and shelter. Generally, poverty can either be absolute or relative. Absolute poverty (destitution) occurs when resources (measured in terms of calories or nutrition) cannot support a minimum level of physical health. Relative poverty explains the situation where people do not experience minimum levels of living standards as determined by governments.

Poverty is a multi-dimensional phenomenon which needs to be examined through both money-metric and non-money-metric means. The new evolving concept of poverty argues that the economic aspect is just part, numerous factors contribute to the concept of poverty, including social, political and cultural forces (Carney, 1992). World Bank (2000) refers to poverty as hunger, dearth of shelter, being sick and not being able to see a doctor, not having access to school and not knowing how to read. Poverty is considered as not having a job, is terror of the future and living one day at a time. In addition poverty involves losing children due to illness resulting from unclean water. Furthermore, poverty is powerlessness, lack of representation and freedom. The economic aspects of poverty can be attained through acquiring income

since they are determined by the deprivation of human basic material needs. On the other hand social, political or cultural needs cannot be measured in monetary terms.

This study focused on the money metric and money non-metric means of examining poverty, since the main objective was to explore the contribution of social entrepreneurship in achieving the MDGs, particularly the reduction of extreme poverty and hunger. In non-money metric terms, the contribution of social entrepreneurship activities on poverty reduction are assessed using the effect of social entrepreneurial activities on hunger, food security, and complimenting resource constrained government in meeting MDGs. Using non-metric measures makes it possible to acknowledge that poverty is a social state that cannot be defined in monetary terms alone (Central Statistics Office, 1998). However, in this study indicators were not quantified. Neither was any comparisons of poverty levels before and after encountering social entrepreneurship made. Instead, inferential statistics were calculated on contributions through empowerment, sustainable solutions to social problems, food security, and impact on eradication of poverty and hunger as well as improved standard of living.

Incomes earned from social entrepreneurship activities and assets acquired are the money-metric measures to assess the contribution of social entrepreneurship. It was assumed that the majority of beneficiaries were poor as determined by their income status which was below poverty datum line before interventions from social entrepreneurship. The assumption was made on the basis of poor economic environment characterised by high levels of poverty during the survey period as outlined in Chapter 2. As a result, the prevailing deteriorating economic environment

inspired social entrepreneurs to intervene and provide means of survival to fight extreme poverty and hunger. The theoretical framework is outlined below.

3.2 Theoretical Review

According to Mair & Marti (2005) the variegated disposition and multiple expressions of social entrepreneurship insinuate that it should be examined through diverse theoretical lenses. Han & MacKelvey (2009) assert that social entrepreneurship literature is under-theorised. The social Margins theory, the community model to social entrepreneurship; the Kirznerian and Schumpeterian theory are some of the theories used to explain social entrepreneurship. There is some evidence that capitalist theories are very different from the socialist theories whose contributions have an impact on social entrepreneurship. This study will discuss the capitalist theory, Multidimensional theory by Sullivan Mort *et al.* (2003), the complexity theory by Han & McKelvey (2009) and the social business model by Yunus *et al.* (2010). The positive theory for social entrepreneurship by Santos (2009) underpins this study because its propositions build on Yunus' business model while it further proposes some important issues to understand social entrepreneurship as discussed below.

3.2.1 The Capitalist Theory

Capitalism views human nature narrowly with an assumption that people are one-dimensional beings involved only in profit rule maximisation (Yunus, 2007). As shown by Yunus *et al.* (2010), shareholder maximisation is the main aim in the capitalist system. The mission is to maximise profit. In capitalist economies there is the influence of market based incentives (Santos, 2009). The argument of the

capitalist theory is that one concentrates on getting the most for oneself. The capitalist presupposes that the market would work efficiently unhindered. Victory is measured purely by profit in the capitalist theory. Competition is a central component of the capitalist theory. In capitalist-driven societies, business entrepreneurs crowd out social entrepreneurs, creating a world where social problems remain unaddressed (Yunus, 2007).

Capitalism is considered to be in serious crisis (Yunus, 2009). In as much as capitalism is popularly considered the best economic system recognised to humankind, the current crisis reflects inadequacies of the applauded human economic system. While capitalism brought revolutions in knowledge, science and technology, billions of people continue to suffer from poverty, hunger and disease. The free market alone is seen not to solve social problems. According to Light (2008) capitalism is considered to be contributing significantly to creating social problems such as environmental hazards, inequality, health problems, unemployment, ghettos and crimes by emphasizing profit-making without controlling the negative consequence resulting from thereof.

Furthermore, it is believed that malnutrition may cause the possible death of about 1.4 million to 2.8 million children between 2010 and 2015 (Yunus, 2009). The ineffectiveness of capitalism in solving problems such as persistent poverty, lack of access to health and education as well as epidemic diseases undermines the relevance of capitalism. Harnessing the efficiency, competitiveness and dynamics of the business world to deal with exact social challenges, may improve the world's standard of living.

While capitalism business continues to grow, global trade is booming and technological advancements are multiplying, not everyone is benefiting. Ninety-four (94%) per cent of income in the world income benefits 40% of the population, while 60% subsist on less than 2 dollars, and about a billion people daily depend on less than one dollar (Yunus, 2009). The negative impact of capitalism is evident in the exploitation of cheap labour including children by corporations with factories in the world's poorest countries.

In addition, capitalism excludes the poor from all economic sectors, thereby writing off half the world's population (Yunus, 2009). The capitalist theory suggests that when one gets the maximum for themselves everybody else will get their maximum. In capitalist economies there is the influence of market based incentives (Santos, 2009). This has created a world where social problems continue to increase. Maximising shareholder value remains the principal aim of the capitalist system (Yunus *et al.*, 2010). In as much as capitalism is thriving and prospering, the majority of the people in the world live below the poverty datum line.

This theory could not underpin this study because it views business as profit maximising thus it remains incompetent of solving most demanding social problems. In addition, people are multi-dimensional in terms of their beliefs, priorities and behaviour patterns, thus not every business should aim at profit maximisation. In the capitalist system business is considered the major source of social, environmental and economic problems. Companies in a capitalist system prosper and accumulate

profit at the expense of the community (Porter & Kramer, 2011). As a result other theories which try to explain social entrepreneurship are highlighted below.

3.2.2 The Multidimensional Theory

This theory was informed by Law *et al.* (1998) latent model. The theory argues that the social mission motivates social entrepreneurs to create better social value than their competitors resulting in entrepreneurially virtuous behaviours. Social entrepreneurship explains social enterprises' pursuit of social aims to address various social problems by adopting sustainable financial strategies (Ogunyemi, 2008; Han & McKelvey, 2009; Zahra *et al.*, 2009).

In addition, this theory asserts that social entrepreneurs show balanced judgement, logical unity of purpose and action in the face of convolution. As a result, they recognise and exploit opportunities creating improved social value for their beneficiaries. Social entrepreneurship explains any attempt of social enterprise activity for instance self-employment based on social or community goals (Harding, 2006; Janelle, 2009; Mohnot, 2009).

Social entrepreneurship primarily serves the society and makes the poor better (Yunus *et al.*, 2010). This theory compliments the traditional trait based approaches which ineffectually captures the characteristics of social entrepreneurs and their environment of operation. It captures the complex nature of social entrepreneurship. However, this theory did not underpin this study because it did not provide enough basis for the role of social entrepreneurship. The complexity theory of social entrepreneurship is discussed in the following section.

3.2.3 Complexity Theory

This theory was developed by Han & Mckelvey (2009), articulating the relationship of emergence and performance of social entrepreneurship firms. The theory explains the causal relationship, process and direction of key variables in the process of achieving equilibrium from disequilibrium (Yaprak & Ilter, 2009). Han & Mckelvey (2009) argue that social disequilibrium emerges as a result of energy differentials within a societal population. An example is the oil-based wealth to politicians versus an impoverished population in Nigeria, clean water versus contaminated water, disease outbreaks such as cholera in Zimbabwe versus health. Social entrepreneurship is believed to be an intervention to combat entrenched economic and social problems in urban areas (Fowler, 2000; Roper & Cheney, 2005; Yaprak & Ilter, 2009).

The core proposition of this theory is that societal disequilibrium creates adaptive tensions among disparate parties. This tension drives the emergence of social entrepreneurship firms (SEFs) which in turn set in motion a trend toward equilibrium that dissipates the social disequilibrium. Therefore, social entrepreneurship appears as a new order process.

The complexity theory for emergence of social entrepreneurship enables one to identify the root cause of social problems so that they can be resolved. The complexity theory highlights the urgency needed in addressing tensions resulting from disequilibrium in society. MDGs are critical for the achievement of economic and social development priorities by 2015 (Birchall, 2004; Mangena & Chitando,

2011). The theory demonstrates the increased need to take social entrepreneurship to higher level of importance. The following section discusses the social business model.

3.2.4 The Social Business Model

This was developed by Mohammad Yunus and is drawn from the Grameen Group experiences (Yunus *et al.*, 2010). They argue that social businesses can be establishments that centre on providing social benefits rather than maximizing profit for owners or businesses owned by the poor or disadvantaged which maximise profit. The profits earned benefit the poor to reduce poverty or escape it altogether (Yunus in Global Urban Development (GUD), 2008).

Social businesses pursue specific social goals aimed at solving social and environmental problems. Social entrepreneurs create employment; create goods or services for their customers for a price consistent with their objectives (Yunus *et al.*, 2010). Yunus in GUD (2008) further asserts that social business is motivated by social rather than profit objectives thus they have the potential to be change agents for the world.

Building social business models is important for many reasons. Firstly humans have a natural desire to better the life of their fellows (Muhammad *et al.*, 2010). People prefer to live in a poverty free world without disease, ignorance and suffering. Social businesses do not compete against each other, but they learn best practices from each other. Social entrepreneurship is possibly a stronger social force in the world where stakeholder value replaces the shareholder paradigm (Yunus *et al.*, 2010).

Profit is transferred to the intended beneficiaries through lower prices, better service as well as better accessibility. The social business model argues that benefits of free market competition increase social improvement through social business. Yunus *et al.* (2010) argues that to build the social business model, the social entrepreneurs challenge conventional wisdom and basic assumptions.

There are specific considerations to be made in social business model. These include favouring social profit–concerned shareholders and clearly stipulating the social profit purpose (Yunus *et al.*, 2010). The social business model will not underpin this study because it is biased towards the development of social businesses only excluding other important stakeholders in social entrepreneurship (Santos, 2009). The positive theory shall be discussed below.

3.2.5 The Positive Theory of Social Entrepreneurship

This theory was developed by Santos (2009). The positive theory of social entrepreneurship helps to clarify the subject explaining its unique role in the economic system to inform research practice. Furthermore, social entrepreneurship involves cooperation systems that surpass formal organisations benefiting the society instead of the owners of the initiatives (Santos, *ibid*; Yunus *et al.*, 2010). Competitive behaviour is excluded from social entrepreneurship.

Santos (2009) points out that social entrepreneurship develop solutions on the basis of empowerment than control. CIDA (2010) contended that strong inclusive economic growth is the best long term factor in reducing poverty by increasing public

revenue generation, creating jobs and raising personal as well as household incomes. According to Kummitha (2013), social entrepreneurship empowers the poor and marginalised in terms of building their capabilities to demonstrate their own inclusion.

According to the positive theory of entrepreneurship, the clear cut and pleasing design of the economic system is ruined by externalities (Santos, 2009). Externalities occur when economic activity makes positive or negative impacts beyond the intended aim. Porter and Kramer (2011) add that externalities arise when firms cause negative effects they cannot bear, such as pollution. This theory points out that to attain optimal economic outcomes; economic actors should make decisions that internalise externalities. On the other hand, the government's role should be key. Santos (*ibid*) points out that regulation, taxation and market creation are the methods government uses to correct negative externalities.

However, governments neglect some positive externalities because of multiple roles and often limited resources. Santos (2009) adds that despite the government's motivation, it fails to address positive externalities because of lacking capabilities or insufficient attention. Thus social entrepreneurs may intervene to compliment ineffective or resource constrained governments in dealing with positive externalities.

The positive theory of social entrepreneurship argues that social entrepreneurship is a mechanism for identifying positive externalities continuously to internalise them in the economic system. Social entrepreneurship primarily pursues neglected positive externalities (Santos, 2009). Social entrepreneurship constitutes pioneers of

innovation that benefit humanity (Mair & Marti, 2005; Mair & Marti, 2006; Brooks, 2009). The positive theory propounds that social entrepreneurs focus on creating value for society instead of personal value appropriation.

The following are the propositions of the positive theory to social entrepreneurship.

Proposition 1: The distinct domain of social entrepreneurship is addressing problems involving positive externalities. Santos (*ibid.*) argues that social entrepreneurs develop a solution through economic action to tackle the externality. On the other hand they advocate for the creation of legislation that legitimises and supports their innovation by governments.

Santos (*ibid.*) adds that when positive externalities grow in a localised and powerless fragment of the population in respect of size, low status, low resources and low ability for collective movement, the population has no power on public opinion. Governments find it difficult to justify spending resources and efforts on a particular population segment. Social entrepreneurs thus intervene in this domain by developing a solution to the problem and also raising societal awareness.

Proposition 2: Social entrepreneurs commonly operate in areas with localised positive externalities to benefit powerless members of the population. These may include the poor, long-term unemployed, disabled, discriminated, and the socially excluded (Seelos *et al.*, 2005). Social entrepreneurship develops and validates a sustainable solution to local problems with a global impact. It is also about dissemination of the solutions in a manner that allows others to adopt them as well.

Proposition 3: Social entrepreneurs often pursue sustainable solutions than sustainable advantage. The unit of accrual of created value defines sustainable solutions.

Proposition 4: Social entrepreneurs develop solutions on the basis of empowerment than control. Empowerment of actors is the chief element of the social entrepreneurship approach outside the organisational boundaries, whether they are beneficiaries, users or partners (Santos, 2009).

The positive theory argues that social entrepreneurship is a complementary economic approach based on value creation that operates by distinctive rules and logic. Social entrepreneurship has the ability to address some of the most serious difficulties in modern world. This study will therefore be underpinned by the positive theory of social entrepreneurship because it provides good lens to study the possibility of using social entrepreneurship as an intervention to address social problems and meet the MDGs.

Ife (2003) considers social entrepreneurship to be a form of community development. Community-led innovations can reduce poverty in many contexts when scaled up effectually (Sachs & McArthur, 2005). Social entrepreneurs are acknowledged for being able to discover solutions unique to local contexts, thus effectively contributing to social, human and economic development (Seelos *et al.*, 2005; Nelson & Prescott, 2008). The section above highlighted the theoretical frameworks that explain social entrepreneurship. In light of this the positive theory of

social entrepreneurship will underpin this study because it's all encompassing. The following section is the empirical review.

3.3 Review of Empirical Review

According to Light (2008), Dart's study centred on an urban counselling centre which offered sustained help to individuals and families experiencing emotional ill health and mental distress, often homeless people with complex problems. According to Weerwardena & Mort (2006) social entrepreneurial organisations require innovativeness, proactiveness and risk management to create social value. Weerwardena & Mort (*ibid*). used the grounded theory method to develop a logical theoretical framework and develop a social entrepreneurship model empirically. These conclusions were made from nine Not For profit (NFP) organisations in Australia.

Findings by Light (2008) concluded that Bangladesh Rural Advancement Committee (BRAC) is the greatest employer in the region after the government, employing four times more than the largest private firm. Socially entrepreneurship is proving not only to be highly effective at delivering social impact but also highly efficient for instance in job creation.

In a study undertaken by Yunus *et al.* (2010), findings show that the Grameen Bank initiated the development of microfinance and developed about 30 businesses to alleviate poverty. Further insights from Sachs & McArthur (2005) prove that Grameen Bank has grown successfully in poverty reduction. Insights from Yunus *et al.* (2010) conclude that Grameen Bank loans over 7.5 million poor people,

constituting about 97 % women to help them come out of poverty. Half of the 4.3 million borrowers of Grameen banks' \$4.3 billion loan have crossed the poverty line in Bangladesh. According to Sachs & McArthur (2005), Grameen also influenced other organisations in Bangladesh, to scale up microcredit programs to reach more than 10 million families. The empirical study carried out by Seelos *et al.* (2005) of 74 Schwab Foundation social entrepreneurs suggests that 48 directly contribute to targets defined by the MDGs and three contribute indirectly to achieving MDGs. It was not clear that the remaining 23 affect the MDGs.

Seelos & Mair (2005) also suggest that in Bangladesh Rural Advancement Committee (BRAC) health services are provided and women are trained to prepare safe food thereby catering for the basic needs of people. The case study of Ashoka in Tanzania by Kato & Mushi (2012) suggests that through social entrepreneurship, problems hindering social and economic development of the marginalised poor and solutions for sustainable social transformation are identified. Economic development is considered essential to reduce poverty and meet the MDGs (World Bank, 2000).

Mair & Marti (2006) undertook literature review to determine the distinctive features of social entrepreneurship. Another study by Shaw & Carter (2007) adopted a qualitative study of eighty social entrepreneurs in the United Kingdom using in-depth interviews. Findings from Shaw & Carter (*ibid.*)'s study suggests that while the contemporary practices of social entrepreneurs share similarities with their for profit counterparts, there are significant differences.

According to Kato & Mushi (2012) from a study of five Ashoka fellows from Tanzania disclose that social entrepreneurs identify social and economic development

hindrances the poor as well as marginalised groups face while providing solutions to establish sustainable social transformation. This study was based on publicly available profiles of fellows of Ashoka. These empirical findings focus mainly on countries outside Zimbabwe, but little information is available on Zimbabwe. The context of Zimbabwe may bring new insights on the contribution of social entrepreneurship to MDGs. Findings on the contributions of social entrepreneurship in eradicating extreme poverty and hunger is highlighted below.

3.3.1 Contribution of Social Entrepreneurship in Eradicating Poverty and Hunger

According to Yaprak & Ilter (2009) social entrepreneurship primarily serves the society and improves the lives of the poor. Conclusions by other authors imply that social entrepreneurs' objective is to impact the welfare or well-being in communities (Peredo & McLean, 2006; Robins, 2011). It is therefore a possible intervention to eradicate extreme poverty and hunger in Zimbabwe. Social entrepreneurship seems to be the all-inclusive approach to achieving MDGs.

In addition, the regeneration or expansion of local economic activities is attributed to social entrepreneurship. Seelos & Mair (2005) propound that social entrepreneur act upon opportunities to change the structures and systems that recreate the circumstances of poverty. Dacanay (2012) adds that social entrepreneurial activities are responses to the systemic and widespread poverty, inequality and continuing failure of state and market institutions to address poverty in developing countries. On the same view Nelson & Prescott (2008) highlight that the wealth creation and economic growth vital for the achievement of MDGs comes predominantly from

private enterprises, whether driven by multinational companies, SMEs or social entrepreneurs. The institutions outlined above are important for building business models which include the poor for instance as consumers in economically viable ways. Social entrepreneurship can complement the efforts of the government in achieving the MDGs.

Findings by other scholars suggest that innovative and entrepreneurial solutions to complement efforts to achieve sustainable development can be achieved through social entrepreneurship (Yaprak & Ilter, 2009; Steinman, 2009; Seelos, 2011). In addition Seelos & Mair (2005) opine that the process of social entrepreneurship safeguards future generations' needs by establishing more environmentally friendly practices.

As suggested by Robins (2011) social entrepreneurship develops new programs, services and solutions to specific problems such as unwanted pregnancy for instance to advocacy programmes. Many studies agree that the incredible value of social entrepreneurship is evident in meeting basic humanitarian needs such as medicines or food for desperate segments of society (Seelos & Johanna, 2005; Robins, 2011).

Many studies show that social entrepreneurship activities seek to reduce potentially disastrous societal states. As Seelos & Mair (2005) assert, the link between social and economic development is strengthened through social entrepreneurship. According to Peredo (2005), social entrepreneurship innovatively meets complex social needs in the face of diminishing public funding. Therefore, social enterprises

can contribute directly to MDGs by increasing productivity and service delivery through public-private partnerships (Sachs & McArthur, 2005). Growth in agriculture, industry and services through private sector creates jobs and generate incomes to reduce poverty and dependency on foreign aid.

The other recognised impact of social entrepreneurship to the achievement of the MDGs, includes alleviating poverty, disease and death as well as in increasing overall quality of life by expanding human capabilities and chances in the poorest countries (Dacanay, 2012). They contribute to MDGs by public advocacy, policy dialogue, and joint regulation. As outlined by Nelson & Prescott (2008) MDGs are achieved through collaborative initiatives. In light with this, Dacanay (*ibid.*) concludes that social entrepreneurship is the discovery of opportunities to generate social impact and the identification of a mechanism to do so in a financially sustainable way.

Light (2008) propounds that identifying and solving large scale problems requires social entrepreneurs only, who have the committed vision. On the other hand unmet social needs that the public or private sectors have unsuccessfully addressed are tackled by social entrepreneurs. In addition Dacanay (2012) further reiterates that social entrepreneurs engage the poor and address poverty which is a pressing social problem of the 21st century. Social entrepreneurs typically address areas of unmet social needs that the public or private sectors have unsuccessfully addressed (Robins, 2011).

Ife (2003) viewed social entrepreneurship as a form of community development. Nelson & Prescott (2008) classify the practical projects of social entrepreneurship to include areas as education, energy, climate change, global health and poverty alleviation. More so, social entrepreneurs have the ability to create the means-ends required for sustainable transformation through creating projects on the basis of social effect, sustainability and innovation in areas such as health, environment and poverty (Yaprak & Ilter, 2009; Kato & Mushi, 2012). As shown by Seelos (2011), social entrepreneurs are transforming social predicaments in developing countries into manageable problems through innovative and entrepreneurial ways. They focus mostly on social and environmental issues that have an impact and benefit to the community and society (Kato & Mushi, 2012).

According to Light (2008), social entrepreneurship is important for the synchronized social capital creation through local community action. It champions new social institutions. In addition it compliments public sector's incapacity to deliver basic needs such as clean water, electricity, transport systems both in rural and urban areas. This also results in better quality of life resulting in a socially transformed nation. Social entrepreneurs do not rest until they have changed the pattern in an area of social concern.

Hibbert *et al.* (2001) submits that social entrepreneurship is important in alleviating social disadvantage and is a viable approach to enable disadvantaged groups improve their position. Social entrepreneurship seeks to satisfy social needs, social change, and social rates of return, disadvantaged groups and social problems in general (Dees & Anderson, 2003; Robins, 2011). Certo & Miller (2008) further

converses that social entrepreneurs fulfil acute social needs through creative organisations. Furthermore, Steinman (2009) views the provision of unique solutions to social problems and huge social impact crossing regions and national borders to be the consequence of social entrepreneurial activities. Such activities are likely to produce the greatest social impact (Heidi *et al.*, 2009).

As a result Goldstein *et al.* (2009) suggest that social entrepreneurial activities empower and reconnect the marginalised poor. Akire (2007) defines empowerment as the ability to advance goals one values. They are viewed as builders of a better world who are believed to address social needs economically (Mishi & Kapingura, 2012). It is therefore important to focus on the contribution they make to the achievement of MDGs.

There is consensus among authors that social entrepreneurs are committed to help poor people use their talents and abilities to achieve their potential (Martin & Osberg, 2007; Yaprak & Ilter, 2009). They tie their earned income strategies directly to meeting the needs of poverty-stricken or disadvantaged people in community (Klein *et al.*, 2009). At macro-level they can help formulate and implement policy to reduce poverty while at business level social entrepreneurs use their business skills to address social issues.

Three kinds of social entrepreneurs are important based on their roles and working environment. Firstly, policy social entrepreneurs expand successful programs into large scale national programs making wider poverty impact. Secondly program entrepreneurs design and implement innovative programs. Finally, business social

entrepreneurs apply business development to social problems, which is a possible means of solving the challenges of poverty and hunger in developing countries. Social enterprises that have been set up to serve the poor have become important actors in poverty reduction and sustainable development (Dacanay, 2012).

Arguments by Yaprak & Ilter (2009) point out that social entrepreneurs trade mission-driven products and services to address a specific social problem for instance, working with potential dropouts to keep them in school, manufacturing, assistive homes, developing and selling curricula. Shockley & Frank (2011) also found that in most circumstances people volunteer money and premises to make a difference thereby resulting in wealth creation while making social impact. Zahra *et al.* (2009) also suggest that social wealth is enhanced by creating new ventures or managing existing organisations innovatively. In light of this, it is important to conceptualise social entrepreneurship as a function or process that produces large scale social change (Shockley & Frank, *ibid.*).

According to Dacanay (2012) the other way social entrepreneurship contributes to eradicating poverty and hunger is by providing substantial and regular income sources for the unemployed. As a result there will be corresponding improvements in self-esteem and self-worth resulting in social inclusion (among members) and empowerment among leaders. Social entrepreneurship moves people from absolute poverty to food sufficiency on or above income poverty. Other findings suggest that collective and individual capability of the poor is enhanced to create (actual opportunities) to improve their means of living. Through social entrepreneurship organisational mechanisms may be created from the poverty sectors to engage civil

society, market and governmental players to give more attention to plight and solution of problems. As found by Light (2008) social entrepreneurs have helped catalyse the public sector to become more effective, accountable and flexible in its approaches to social provision.

According to Dees & Anderson (2003) social entrepreneurs are also involved in procurement, in which they purchase goods and services from disadvantaged suppliers or employ environmentally friendly purchasing. Such entrepreneurs can serve a social purpose by targeting a particularly disadvantaged market in a way that profits both individuals and society in that market. Social entrepreneurship also provides credits to disadvantaged small business who may fail to access capital. Light (2008) argues that the ultimate (though unattainable) aim of many social entrepreneurs is to be so successful in addressing a given social need that they effectually remove the need from existence.

The manufacture and selling of high-quality nutritious food products at very low prices to the poor and underfed children is an example of social entrepreneurship (GUD, 2008). These products can be cheaper because they do not compete in the luxury market thus requires cheaper packaging.

According to Martin & Osberg (2007) through social entrepreneurship millions of people globally improved their lives and the economic health of their communities. Social entrepreneurship makes it possible for women in developing countries to tailor garments. It is also through social entrepreneurship that people in developing countries earn enough money to pay back loans, to buy food, educate their children

as well as lift themselves out of poverty. Social entrepreneurship is fundamental to societies' progress (Martin & Osberg, *ibid*). Social entrepreneurship improves personal and collective community well-being in reducing inequalities and increasing social cohesion by creating decent jobs for the marginalised and excluded people. In addition social entrepreneurship is important for reintegration of people with difficulties into the labour market.

Yunus (2007) suggests that social entrepreneurship provides healthcare, housing, and financial services for the poor. In addition, social entrepreneurship promotes nutrition for malnourished children. It is also through social entrepreneurship that safe drinking water is provided in developing countries. Social entrepreneurship also makes it possible to introduce renewable energy in developing countries in a business way. Social entrepreneurship makes economic contribution and therefore fosters sustainable livelihoods and ensures economic empowerment especially in developing countries to foster poverty alleviation (Mishi &Kapingura, 2012). Also, social entrepreneurship aims at poverty alleviation amongst the poorest, increasing well-being and community development.

Likewise, Mohnot (2009) propounds that social entrepreneurship contributes to the betterment of their communities. Since most people do not want to get by on charity, social entrepreneurship is an alternative way of making a sustainable living. Also Muhammad *et al.* (2010) points out that the activity of social entrepreneurship have a nutritional impact and help fight rural-urban migration which causes many problems in developing countries. Social entrepreneurs often operate in the spaces that conventional markets often ignore. Nevertheless, concerns raised by Mohnot (2009)

indicate that social entrepreneurs from developing countries are seldom known, because those who initiated entrepreneurial projects to lift themselves out of poverty simply go unrecognised.

Robins (2011) argues that empirical research which actually measures the social and economic contribution of social entrepreneurship in developing countries still lacks. This study sought to find the contribution of social entrepreneurship to alleviating extreme poverty and hunger. In addition there has been limited empirical attention on how to establish sustainable social entrepreneurship. It is therefore important to carry out an empirical study to understand the important contribution and outcomes of social entrepreneurship in the fight against poverty (Certo & Miller, 2008). This section highlighted the contribution of social entrepreneurship to poverty eradication as highlighted in literature. The section that follows shows the factors that promote social entrepreneurship.

3.3.2 Factors that Promote Social Entrepreneurship

Robins (2011) stipulated that there is an overall climate where entrepreneurship provides solutions to social problems. It is important to remove the obstacles the poor face to release their creativity and intelligence in the service of people. According to Sachs & McArthur (2005), the factors that promote social entrepreneurship include level playing field, access to financing, skills and knowledge.

According to Muhammad (2006), creating special legal facilities also promote social entrepreneurship. Rule of law, domestic macro-environment, physical and social

infrastructure are also important to promote social entrepreneurship. Janelle (2010) adds that in Japan a law to develop social enterprises encouraged social entrepreneurship. Light (2008) propounds that the increase in democratic governments promotes social entrepreneurship. It is further asserted that in Bangladesh the success of social entrepreneurial activities came from the recognition of women's vital role in managing loans (Light, *ibid.*). In addition, Goldstein *et al.* (2009), consider good leadership attributes which include a capacity for a constant seeking of innovation, a propensity towards risk taking as well as the ability to recognise the difference between needs and wants as important for the success of social entrepreneurship.

Yunus (2007) in GUD (2008) points out that the other factors that promote social entrepreneurship include organizing conferences, meetings and workshops to bring social entrepreneurs together. In addition, it is important to help social entrepreneurs to learn from each other. Light (2008) also views better educational levels as promoting social entrepreneurship. Including social entrepreneurship in business schools as well as economic theory around the globe makes it possible for many thousands of people to invest in social business.

It is also important to support social entrepreneurs with small grants. Adding to this, Light (2008) argues that other entrepreneurs may need a substantial boost in visibility and financial support to make a sustainable impact. Furthermore, social entrepreneurs should be introduced to donors to promote social entrepreneurship. According to Nelson & Prescott (2008) provision of microfinance loans is the other way to promote social entrepreneurship. On the same note, findings by Kato & Mushi

(2012) suggest that social entrepreneurs also need to build strong networks that will increase access to funding. In support of this, findings by Alvord *et al.* (2004) show that such networks will also provide access to board members and staff among other resources to increase support for their mission.

It is also helpful to document social entrepreneurial activities and produce videos that portray social entrepreneurial work and philosophies. As well giving ideas, expertise, training, plans, principles and procedures also promotes social entrepreneurship. Social entrepreneurs should be acknowledged early in their careers and given the skills as well as coaching to engage in socially entrepreneurial activity. Miss Diamond in Zimbabwe promotes social entrepreneurship by encouraging young men to become social entrepreneurs by engaging them in identifying social problems within a community and using their beauty and entrepreneurial principle to organise, create and manage social enterprises that make social changes.

Mair & Marti (2006) reported that it is also important to consider the nature of social needs dealt with, the amount of resources, the possibility of raising capital needed and the capability to seize economic value to promote social entrepreneurship. Besides, increasing investments and resources to replicate and expand proven solutions or support new initiatives also promotes social entrepreneurship. It is also important to seed experimental initiatives. Focusing on improving outcomes of social entrepreneurship is important to promote social entrepreneurship.

According to Light (2008) some entrepreneurs need a little more than a push to make a leap of faith into socially entrepreneurial activity. As concluded by

Muhammad (2006), the other way of promoting social entrepreneurship is up streaming their involvement as local suppliers for instance farmers and helping them to improve their practices. In addition, it is important to involve the local population through low cost labour intensive activities. Furthermore, as Light (2008) suggests, social entrepreneurship can be promoted by supporting more potential entrepreneurs actually engage in their activities. According to Nelson & Prescott (2008) increasing access to basic services including water and energy is a possible way to facilitate social entrepreneur's ability to alleviate poverty and create employment.

There is need for upholding a very clear and persistent vision and mission. Arguments by Yaprak & Ilter (2009) imply that it is very important for social entrepreneurs to receive NGOs' and governments' support in creating a common environment. Volunteering is the basis of social entrepreneurship.

Collaboration is also very important for the success of social entrepreneurship. Muhammad *et al.* (2010) viewed collaborations as allowing organisations to gain access to new resources. Building collaborative partnerships is crucial for the success of social entrepreneurship. Grameen Bank, Telenor, Green peace and Oxfam attained more consumer trust than Microsoft, Boyer and Coca Cola through collaboration. As shown by Light (2008), collaboration is especially important if resistance to large scale change is greater in the social sector. More so, Heidi *et al.* (2009) points out that there is need for collaboration among stakeholders to solve social problems because they are rarely solved independently.

From the demand side, rising crises in environment and health also promotes social entrepreneurship (Light, 2008; Robins, 2011). The rising economic inequality and government inefficiencies in public service delivery promote social entrepreneurship. As a result, Robins (*ibid.*) concludes that the state cannot provide sufficient or appropriate public goods and market solutions to social problems because they are costly, complicated or unprofitable. The more developed role of NGOs also reinforces the need for social entrepreneurship. Resource competition also promotes social entrepreneurship. Muhammad (2006) further argues that it is important to create social stock market to trade shares effectively for social entrepreneurial organisations.

As Santos (2009) argues, making beneficiaries and potential stakeholders central to social entrepreneurship mission is vital to promote social entrepreneurship. Social entrepreneurs reduce their beneficiaries' dependencies on the organisation and increase their ability to contribute to their own welfare. Central to the empowerment approach is the notion that the beneficiaries or users of social entrepreneurship, in spite of their social status, have resources and skills that can be sub-utilised. As well, Goldstein *et al.* (2009) considers knowing how to keep mission as the primary driver facilitates the success of social entrepreneurship. This is an effective way of promoting social entrepreneurship.

According to Muhammad (2006) social entrepreneurs ought to be empowered to make an impact in the economy. Consortium for Ecosystem services and Poverty Alleviation in Arid and Semi-Arid Africa (CEPSA) (2008) propounds that local knowledge and local social networks are the means to local interventions that

promote social entrepreneurship. If recognised with supportive institutions, policies and regulations, social entrepreneurs can also develop norms and rules which help to become main stream. Government and social partners are important to promote social entrepreneurship. The following section shows the factors that hinder social entrepreneurship.

3.3.2 Factors that hinder social entrepreneurship

Chikova (2009) argued that lack of adequate human and material resources hinder social entrepreneurial activities. Kato & Mushi (2012) concluded that limited access to the best talent also affect social entrepreneurship. In addition, the other constraint the social entrepreneurs face is the lack of instruments and resources (Santos, 2009; Kato & Mushi, 2012). This is because of the low value appropriation potential of their organisations which hinders mobilisation of resources to achieve their goals.

In addition (Mambo, 2010) propounds that underdeveloped infrastructure, highly inadequate and erratic supply of utilities as well as loss of skilled labour impact negatively on social entrepreneurship. Poor roads and unreliable electricity is also a hindrance to social entrepreneurs. Also, unreliable communication services and lack of networking opportunities seriously hinders the progress of social entrepreneurship. In addition lack of information technology also hinders social entrepreneurship. High transport costs and unattractive business environment also hinder the contribution of social entrepreneurship.

Since social entrepreneurs differ on resource mobilisation, it is difficult to raise capital (Kato & Mushi, 2012). Raising capital involves identifying funding sources that

are interested in creating social value and human resource willing to work for social venture. The other challenges include low technological proficiency, ageing and obsolete equipment and poor state of infrastructure, inadequate adoption of ICT to improve communication and knowledge sharing (Mambo, 2010; Dacanay, 2012).

Additionally, weak linkages with the productive sector, regional and international counterparts also affect social entrepreneurship. Social entrepreneurship also has regionally uncompetitive prices. The high prevalence of HIV/AIDS and lack of foreign direct investment (FDI) hinders the contribution of social entrepreneurship to achieving the MDGs. Social entrepreneurship cannot operate without enabling institutions, resources and policies of government (Shockley & Frank, 2011). In addition, it is difficult to carry out activities performance measurement because of the nature of social entrepreneurship mission and activities.

Yunus (2007) in GUD (2008) consider political indifference as a factor that hinders social entrepreneurship. The unstable and unpredictable political and economic environment in Zimbabwe also hinders social entrepreneurship. In addition, insufficient and unreliable government support also hinders social entrepreneurship. As suggested by Light (2008), the bureaucratic and organisational arrangements across the social sector as well as lack of institutional support actually serve to undermine attempts to improve performance and strengthen accountability of social entrepreneurs. In addition Dacanay (2012) argues that the other factor that hinders social entrepreneurship is lack of an enabling and supportive environment.

Also, the lack of a democratic governance structure also hinders social entrepreneurship. Changing social landscape also affects social entrepreneurship. According to Light (2008) the retreat of centralised government control from society also negatively affects social entrepreneurship. In addition, Dacanay (2012) points out that the other factor that hinders social entrepreneurship is lack of an enabling and supportive environment.

Sachs & McArthur (2005) add that the lack of financial resources critically constrains social entrepreneurship in low income countries. The lack of finance for the development of social capital affects the promotion of social entrepreneurship. Findings by Mishi & Kapingura (2012) conclude that social entrepreneurs often have insufficient capital and their access to conventional funding schemes is limited. Also, African Development Bank (AFDB) (2011) points out that the lack of knowledge pertaining to the sources of financing available hinders the contribution of social entrepreneurship to the achievement of MDGs in Zimbabwe.

Besides, there are fewer financial institutions available to sponsor social entrepreneurship. Furthermore, the lack of achievement of financial sustainability also hinders social entrepreneurship. Additionally, sustainability can be challenged by depending on various sources of revenue such as earned income, charitable contributions and public sector subsidies. For this reason, Austin *et al.* (2006) argued that it is critical for the social entrepreneur to network with many strong supporters to deter the various constraints they incur.

In addition social entrepreneurship is also hindered by the existing norms and language constraints of trading terminology (Muhammad, 2006). For this reason social entrepreneurs must develop their own norms, standards, measurements, evaluation criteria and terminology. The lack of societal knowledge of the importance of the positive externality addressed by social entrepreneurs also hinders the contribution of social entrepreneurship.

Mishi & Kapingura (2012) points out that the Zimbabwean situation is even worsened by liquidity crisis and lack of collateral security. Inadequate demand for the products and services offered on the market is also considered a hindrance to social entrepreneurship. High product cost in Zimbabwe also hinders social entrepreneurship. In some instances social entrepreneurs lack relevant experience.

There are also high registration costs for entrepreneurs while it is expensive to obtain licences to operate formally. Since there is a reason to have confidence in social entrepreneurship as an instrument for meeting social needs, legal legislation support is required and other sorts of social policy. The following section is the assessment of literature.

3.4 Assessment of the Literature

Review of literature indicates that poverty and poverty reduction are central concerns to development discourse and policy (Green & Hulme, 2005). In as much as poverty reduction require 'good' policy, it is expedient to improve the capacity of poorer people to participate in poverty reduction strategies. Literature also indicates that collaboration among the state, market, private enterprises, social protection and

grassroots can facilitate the effectiveness of social entrepreneurship in solving social problems. To address social problems there is need to move from the classical capital expectation. Social entrepreneurship could compliment approaches for meeting the MDGs without exploiting the poor. Thus this study seeks to ascertain the contribution social entrepreneurship can make to achieving MDGs.

Findings from literature show that there is need to find other interventions to compliment the efforts by current stakeholders to meet the MDGs especially to eradicate poverty and hunger. The literature review shows that social entrepreneurship is more concerned about meeting the needs of the excluded sectors of the population. Social entrepreneurship may instil ownership of optimistic consequences by individuals.

The heart of social entrepreneurship is to change the lives of people, as well as systems that create and sustain poverty. In the poorest countries social entrepreneurs act to compliment ineffective government and market structures discovering, creating as well as contributing to social, human and economic development. Since the inclusion of the poor is currently missing in the methods to achieve MDGs, this study aimed at finding the contributions social entrepreneurship currently makes in Zimbabwe and develop ways of improving its contributions. Social entrepreneurial activities have been acknowledged for making an impact in Bangladesh, Egypt, India and China in alleviating poverty. However empirical insights from Zimbabwe are yet to be established.

There is consensus among various authors that social entrepreneurship could be the most effective way to address social ills in society. In light of these arguments from the literature, this study seeks to ascertain the relevance of social entrepreneurship in the 21st century where emphasis is put on access. However, no empirical evidence on the developing context impact is clearly available. Questions arise whether; social entrepreneurship can actually be an intervention as far as the achievement of MDG targets is concerned.

The positive theory of social entrepreneurship propositions were used as the lens in this study. There is a possibility that social entrepreneurs can come up with interventions that will bring change to the lives of many. They can provide solutions for the social imbalances and social needs of Zimbabwe. The study recommends strategies for improved social entrepreneurship by considering the factors that promote social entrepreneurship and the factors that hinder social entrepreneurship in Zimbabwe which are currently not available in literature. Gaps in the available literature were identified. The following chapter looks at the research methods.

CHAPTER 4

RESEARCH METHODOLOGY

4.1 Introduction

The purpose of this chapter is to show the research methods and techniques required for extracting the necessary data and information to be utilised in order to assess the contribution of social entrepreneurship to MDG 1, the eradication of extreme poverty and hunger in Zimbabwe. Specifically it highlights among others, the research design, population and sampling methods, data collection methods, questionnaire techniques, data processing and analysis as well as the ethical considerations.

This study used the quantitative research methodology and adopted techniques from qualitative research methods. Qualitative research techniques are important for understanding human nature. Thus qualitative research techniques complemented the quantitative research methods. Babbie (2007) argues that in social science research, complementing research techniques assist to yield the best results. Document analysis was also used to collect data. The qualitative research techniques were chosen because through them an insider's perspective can be determined while social action can be captured fully in its natural context. In this study such techniques were applied on certain open ended questions to get a deeper understanding of the respondents' perceptions. Through quantitative methods data was converted into numerical form in order to expose it to statistical analysis (Babbie & Mouton, 2001).

The research was co-relational in that it sought to determine if there was a relationship between variables. The poverty reduction indicators were the social entrepreneurship's achievements in terms of acquiring assets, food provision and ability to pay for services. The non-material measure or the social dimensions of poverty reduction indicators were also included in the study. Non material measures or the social dimensions of poverty reduction were captured through variables such as social entrepreneur's perceptions with regard to government policy and well-being of their communities.

The data collected included demographic data, types of social entrepreneurships, missions driving the starting of social enterprises, social entrepreneurs' contribution to eradicating poverty, social entrepreneurs' sources of capital to start social enterprises, the view of social entrepreneurs on how they contribute to MDGs, the factors that promote or hinder the development and contribution of social entrepreneurship, the immediate benefit of social enterprises in developing countries and the strategies that can make social entrepreneurship contribution more effective in developing countries (see Appendix A).

4.2 Research Design

The study adopted a survey research design. Survey research is a common observation mode used in the social sciences (Babbie, 2013). According to Creswell (2014) survey research offers a quantitative or numeric depiction of trends, attitudes or opinions of a population through studying that population's sample. The field work of this study took place between May and June 2014. It was a survey which sought to establish the contribution of social entrepreneurship on achieving MDGs,

specifically MDG 1, which is the reduction of poverty and hunger. Interviews were conducted making use of a questionnaire. The formal survey of owner, managers and beneficiaries were used in this study. Formal surveys were preferred because they do not instil fear in respondents and the respondents have a chance to seek clarification on some issues. Surveys enable data to be collected from a large number of people which makes it possible to carry out more detailed analysis to attain more substantial results (Cresswell, 2003). In addition, Babbie (2013) opines that surveys enable data to be produced in a relatively short period, and cost-effectively, thus it is useful for students and others with scarce research.

The survey research has been found to be an efficient way of collecting primary data from people with previous experience to reconstruct phenomena for others. According to Babbie (2013) survey research can be a useful tool of social inquiry. In personal interviews, the researcher approaches and asks questions to individuals presumed to have previous experiences to get an understanding of these encounters.

The survey method has been used in most studies of social entrepreneurship the world over (Sorenson, 1999; Pontus & Ulrika, 2009; Seymour, 2012). However, specific studies on social entrepreneurship for Zimbabwe are scarce, if there are any. Thus, this study sought to gather context specific information on the contribution of social entrepreneurship on eradicating extreme poverty and hunger in Zimbabwe. The study used simple random sampling to extract information from informants. The simple random sampling ensures that every unit of the population has a known non-

zero probability of selection and is randomly selected. The simple random sampling method is explained in the following section.

4.3 Population and Sampling

The population in this study were social entrepreneurs in Harare, Zimbabwe. The random representative sampling method was adopted in this study which was determined by probability sampling. Fowler (2009) in Cresswell (2014) recommended that sample size determination relates to the analysis plan for a study. The population of social entrepreneurs in Harare was 200 and according to the Raosoft sample size calculator the representative size was 132 (www.raosoft.com/samplesize.html, 2013). MacIntosh (2006) adds that the Raosoft sample size calculator implements standard statistical formulae to determine sample sizes for a given confidence level for attribute sampling. Thus 132 social entrepreneurs were interviewed.

Since about 415 households were recorded to be benefiting from social entrepreneurship activities, a sample of 200 was appropriate according to the Raosoft sample size calculator with a margin error of 5% accepted and 95% confidence level. This made a sufficient representative sample. A sample is said to be representative if sampled units produce results similar to those that would be obtained had the entire populations' units been analysed. The simple random sampling method was used because each element in the population had an equal chance of being selected (Cresswell, 2003; Babbie, 2010; Creswell, 2014). With randomization, a representative sample enables the generalization of findings to a

population (Creswell, 2014). The sampling frame was obtained from the social enterprise records in Zimbabwe.

In this study owners or managers and beneficiaries of social enterprises, were the units of analysis because they had first-hand information of social entrepreneurial operations. Beneficiaries were interviewed to determine and confirm the level of contribution of social entrepreneurs. Appointments were made for interviews and follow ups with the relevant respondents. Making appointments enables interviews to be done in a relatively relaxed environment. Respondents were conducted in the places of residences of beneficiaries and social entrepreneurs' work places. The questionnaire was the survey instrument used for data collection. The following subsection elaborates on data collection.

4.4 Data Collection

The study used semi-structured questionnaires which were administered to collect data. Data was collected through personal interviews. Self-administering questionnaires helped to get deep insight and interpretation of data. In addition, administering a questionnaire promotes attaining higher response rates (Babbie, 2013). Creswell (2014) reported that questionnaires are used for data collection and results will be generalised from a sample to a population. More information was obtained from published sources and contacts made by business support agencies. The data in this study was cross-sectional. Creswell (2014) defines cross sectional data as the one collected at one point in time. The mission statements of the various social enterprises were observed to gather information. The questionnaires were

structured based on the information gathered from literature and what was required to meet objectives.

4.4.1 Design of the Questionnaire

According to Babbie (2013) a questionnaire is a document containing questions and other types of items designed to solicit information appropriate for analysis. Questionnaires are also considered as lists of survey questions asked to respondents and designed to extract specific information. The questionnaire was designed to capture both statistical and non-statistical information on the contribution of social entrepreneurship. Clear instructions and introductory comments were given where appropriate. The way the questionnaire was designed allowed information on types of social entrepreneurship, missions driving the starting of social enterprises, social entrepreneurship's contribution to eradicating poverty, sources of capital and strategies to promote effective social entrepreneurship to be obtained (see Appendix A).

A questionnaire should make it possible to translate research objectives into specific questions, while answers to such questions will provide data for hypothesis testing. Some arguments propound that the use of questionnaires in surveys makes it possible to elicit information that will be useful for analysis (Babbie, 2013). Comprehensive questionnaires for social entrepreneurs and for beneficiaries were designed capturing the various activities of social entrepreneurship (See Appendix A). Factual, opinion and attitude questions were included. Data collectors clarified concepts to respondents to clear any ambiguities and different frames of references.

Continuous scales, is that strongly agree to strongly disagree were used and categorical scales involving (Yes/No?) and rank from the highest to lowest importance were used as illustrated in Table 4.1.

Table 4.1: Variables, Research Questions and Items on a Survey

Variable Name	Research Question	Item on survey
Independent Variable : social entrepreneurship	Descriptive research question 10: How do you classify yourself?	See questions 10-24,51
Dependent variable: Contribution to Millennium Development Goals (MDGs)	Descriptive research question 30: What do you see as the contribution of your enterprise?	See questions 32, 35, 36, 45,46, 47
Relating the independent variable: social entrepreneurship to Millennium development Goals	Inferential question 37: In your view do you make nay contribution to the achievement of Millennium Development Goals (MDGs)	See question 25, 26, 27, 28, 29, 41, 42
Identifying the factors that promote the independent variable social entrepreneurship	Ranking question 48: in order of importance which factors promote social entrepreneurship? Rank in order of importance (1,2, 3, 4, 5,....,12)	See question 71, 72
Identifying factors that hinder social entrepreneurship	Ranking question 50: In order of importance which factors hinder social entrepreneurship? Please rank in order of importance (1,2,3, 4, 5,....,16) with one (1) being the one which hinders most	See question 69

Table adopted from Creswell (2014, p.162).

A pilot study was conducted from the 5th to the 10th of January 2014. The pilot study was important for ensuring that the language used was clearly understood, to gauge the appropriateness of the length of the questionnaire and to test the reactions of respondents to different questions. The objective of the pilot survey is to pre-test the survey questionnaire for purposes of assessing its ability to bring out the required information and to improve on it before the commencement of the survey. Unclear questions were reconstructed to improve the quality of the questionnaire. These questions included questions 10, 11, 15, 16, 18 and 24 whose wording was corrected.

The questionnaire consisted of both open and closed-ended questions. Open-ended questions ask the respondent to give his or her own answers (Babbie, 2013). They allow the respondents to talk extensively about their experiences and perceptions. Open ended questions were post-coded and analysed quantitatively. Closed ended questions provide uniformity of responses and are easy to process for analysis (Babbie, *ibid.*). The researcher tried as much as possible to include all responses that might be expected on closed ended questions and adding the category “other (Please specify)” on the closed ended questions to avoid the possibility of leaving out certain information (Babbie, *ibid.*). The Likert scale of 1-5 was also part of the questionnaire, for it allowed the study to gather the perception of respondents on various contributions of social entrepreneurship on eradicating poverty and hunger.

4.4.2 The Structure of the Questionnaire

The questionnaire was organised into four sections for the social entrepreneur’s questionnaire and two sections for the beneficiaries’ questionnaire (Refer to Appendix A). The beneficiaries were interviewed to confirm the assertions of social

entrepreneurs, whether the said contributions were actually viewed as such at community level. In both questionnaires, the first section contained personal questions which enabled the researcher to categorise social entrepreneur's activities by variables such as gender, age, marital status, and level of education. Factual questions made it possible to elicit information on the respondent's background and demographic information. Having these questions in the first section motivated the respondent to cooperate considering that they are easy to answer. Babbie (2013) adds that in interview surveys, such questions are nonthreatening, thus can help the interviewer create rapport with respondents before moving to sensitive and attitude matters.

Section B of the questionnaire included questions that seek information on the social entrepreneur's business activities. In this section the study was able to establish the mission of social entrepreneurs as well as the nature and extent of social entrepreneurship activities in Zimbabwe. On the beneficiaries' questionnaire, section B allowed the researcher to establish characteristics of communities social entrepreneurship was contributing to. Section C of both questionnaires contained questions on contribution of social entrepreneurship to the owners and beneficiaries in terms of eradicating poverty and hunger. Questions in this section enabled the researcher to establish the contribution of social entrepreneurship on achieving the MDGs, mainly the eradication of poverty and hunger. This corresponds to the second and main objective.

Further questions elicited the opinion of respondents on the strategies to promote effective social entrepreneurship. Responses in this section enabled the study to find

the environment under which social entrepreneurs operate and facilitated making conclusions on the strategies that promote effective social entrepreneurship in Zimbabwe. Furthermore, this section facilitated policy recommendations to be made. The questionnaire for social entrepreneurs and beneficiaries were administered in a single session.

4.5 Selection and Training of Research Assistants

The interviewers were third year students in the department of Business Management and Entrepreneurship from Chinhoyi University of Technology in Zimbabwe. The researcher trained the research assistants. Two students at Chinhoyi University of Technology were engaged as research assistants in the collection of data. The purpose, research methodology and instruments of the study were explained to the research assistants. The training of research assistants ensures that assistants do not apply their own methods of carrying out the survey.

During training, the sampling frame to be used in the study, the field operation plan and potential sources of error were covered. The approach to be applied on the respondents during data collection was clarified to the research assistants. The role of the interviewer and principles of good interviewing were explained during training of assistants. The research assistants were taught to introduce themselves to the respondents and create rapport before administering the questionnaire. They also practised interviewing in local language (Shona).

It was also emphasised during the training that ethics as provided by the University of Fort Hare should be observed and participation by the respondents should be

voluntary. Trainees were helped to fully understanding the research objectives. They were taught about the good characteristics of a research assistant. The content of the questionnaires were reviewed during training. The training also involved going through each and every research question translating it into the local language ensuring that the research assistants understood the questionnaire. The questionnaire was pretested among the assistants and feedback was gathered on the changes to be made on the questionnaire. The translation of questionnaire into local language was also standardised.

4.6 Study Site

Harare Province is Zimbabwe's leading financial, commercial and communication centre. This province was chosen since many social entrepreneurs have their headquarters there, though they may have activities in many other provinces. The beneficiaries interviewed were located in different provinces, including Mashonaland West, Mashonaland East, Manicaland, Mashonaland central and Harare Province. The purposive random sampling method was used in line with the references made by the social entrepreneurs on the location of their operations.

4.7 Interviewing Procedure

The survey was based on social entrepreneurs and beneficiaries of social entrepreneurship. Adopting this method allowed first-hand information and experiences of respondents to be gathered. In as much as the questionnaire was written in English, respondents were interviewed in their most flexible language, whether English or the local language. The respondents' willingness to respond was sought before conducting the research.

The research assistants conducted face to face interviews and forwarded completed questionnaires to the researcher for decoding and standardisation of the data. It took thirty (30) to forty-five minutes (45) minutes to complete the questionnaire. Completing questionnaires through face-to-face interviews was extremely helpful in getting a multifaceted and deeper perspective of the different issues relating to social entrepreneurship. In addition respondents were able to clarify issues as they completed the questionnaires. Face to face interviews also made it possible to include people who could not read or write as well as those who did not fully comprehend the language. Face to face interviews made it possible to obtain large amounts of expansive and contextual data. Questionnaires were chosen because they offer confidentiality to respondents, are simpler to analyse and turn into quantitative results (Hofstee, 2006). Questionnaires also enable information to be obtained from a large sample. The questionnaire comprised both closed and open-ended questions. Closed-ended questions makes answers easier to quantify and compare but they sometimes fail to extract the respondent's underlying sentiments and views. The open-ended questions, therefore allowed for more in-depth responses when required (Hofstee, *ibid.*).

However, there are some weaknesses in interviewing. The data can be misinterpreted because of cultural differences. There is also too much dependence on the cooperation and honesty of informants. The interviewer's personal influence and bias can affect data collection because of flexibility in face to face interviews. To try and avoid these problems, the interviewers are encouraged to be objective and avoid communicating their own personal views.

4.8 Data Processing and Analysis

Data analysis is central to research. Data analysis of the information enabled the researcher to examine the contribution of social entrepreneurship on eradicating poverty and hunger, thus validating the hypothesis of the study. The results obtained enabled the research to examine the contribution of social entrepreneurship on eradicating extreme poverty and hunger as discussed in Chapter 2. Data accumulated was applied to statistical techniques. Firstly, responses were coded onto an excel spread sheet. The coding process also requires the researcher to interpret the meaning of responses (Babbie, 2013). The open ended questions were post-coded and analysed quantitatively.

The data obtained was subjected to the Statistical Package for Social Scientists (SPSS, version 22) for its appropriateness and wide usage. The analysis of data closely followed the survey objectives, highlighting earnings from social entrepreneurship, assets acquired, ability to pay for services and food security. Further explanations to certain occurrences and outcomes were provided through the use of reports on social entrepreneurship contribution. Chi-square tests of relationships, correlations and rankings were analysed.

The analysis of quantitative survey data generated descriptive statistics such as frequency of those who agreed, strongly agreed, disagreed or strongly disagreed on various contributions social entrepreneurship makes. Multiple responses were also used to summarise information where respondents possibly chose more than one option on the same question.

4.8.1 Inferential Statistics and Hypothesis Testing

The aim of many researchers is to draw conclusions about the population. Terre Blanche & Durrheim (2002) as well as Collins & Hussey (2003) confirm this pointing out that inferential analysis allows conclusions to be drawn about the population based on the data obtained from samples. In this study chi-square tests and Pearson correlations were used.

4.8.2 Pearson Correlations

This is a commonly used relational statistic. It is useful to measure the strength of relationship between two variables but not causality. Interpretation of correlation coefficient does not provide any insinuation of causality. The most the researcher can say is that the variables have some characteristics in common, that is they are related in a specific way. Correlations provide strength and direction of relationship between variables. The more two things have certain characteristics in common, the more strongly they are related. Even though relations can be negative, the crucial quality of correlation coefficients is not their sign, but their absolute value. Correlations were also carried out to determine findings and conclusions relating to the contribution of social entrepreneurship to the MDGs. The correlation analysis results for this study are presented in Section 6.4 in Chapter 6. Correlations were calculated between the achievement of MDGs and social entrepreneurship's role to strengthen capacity for self-help, influence of social entrepreneurship on decisions to reduce poverty, empowering through education and eradication poverty and hunger. Correlations were considered significant at 0.05 level (*) 2-tailed and highly significant at the 0.01 level (**) 2-tailed and results were tabulated in Table 6.18.

4.8.3 Chi-square Tests (X²)

Chi-square tests of independence were carried out to show relationships in the population based on sample data. Chi-square statistical test is useful to make comparisons between observed data and data we would expect to obtain according to a specific hypothesis. Chi-square (X²) test is used to reveal whether there is significant difference between the expected frequencies and the observed frequencies in one or more categories. The alternative hypothesis states that they are different. By convention, the point at which one can say with confidence that the difference is not due to chance alone is set at $p=0.05$, which is the standard for most science experiments (Coakes , 2005: 75). This is called the significance level of the test (α or alpha, implying that 1 in 20 or 5% chance or lower).

In this study hypothesis testing on the contribution of social entrepreneurship on the achievement of MDGs were conducted using chi-square tests. The process of hypothesis testing involved the formulation of the null and the alternative hypothesis. The null hypothesis for this study was defined in Chapter 1 as:

H₀: Social entrepreneurship does not contribute to the achievement of MDGs.

The null hypothesis means that social entrepreneurship activities failed to contribute to the achievement of MDGs, particularly extreme poverty and hunger.

H₁: Social entrepreneurship compliments the methods to achieve MDGs. This alternative hypothesis shows that the roles of social entrepreneurship managed to alleviate poverty. Poverty was alleviated in the sense that households could afford basic necessities like food, water, education and health. Through social

entrepreneurship people earned incomes, were empowered, increased their livelihoods and increased their agricultural productivity.

The areas of acceptance were determined to compute the appropriate statistic. A hypothesis testing (Chi-square (X^2) test) of the findings at 1% and 5% level of significance were carried out (as shown in Tables 5.4, 6.15, 6.16, 6.17, Appendix H).

Below were the basis for adopted results:

$P < 0.05$ means this is a significant result;

$P = < 0.000$ means highly significant result

that is,

Ho: Variable 1 and Variable 2 are independent (there is no association).

Ha: Variable 1 and Variable 2 are not independent (there is an association between variable 1 and Variable 2).

Therefore the Null hypothesis was rejected if $P < 0.05$, that is relationship is significant (we were unlikely to have got it by chance, in the whole population as a whole). The results of the test determined whether social entrepreneurship contributed to the reduction of poverty and hunger as well as achievement of any other MDGs. The contributions of social entrepreneurship were used as a measure of ability to achieve the MDGs.

Means were calculated in order to find average experiences of social entrepreneurs, average hours of work per week and average income earned. The information was summarised in tables, graphs and pie-charts. The Friedman's mean rank tests were used to rank the contribution of social entrepreneurs to different categories and the factors that hinder or promote social entrepreneurship. This information helped to

establish poverty dimensions mostly impacted by social entrepreneurship and the factors which need to be complemented and problems which are supposed to be addressed to promote social entrepreneurship in Zimbabwe. Further explanations to certain occurrences and outcomes were provided through use of reports on social entrepreneurship in Zimbabwe and published work in journals as well as books.

4.9 Summary

The survey was the research design used to collect data in this study. Semi structured questionnaires were administered through face to face interviews. This made it possible to collect information relating to the contribution of social entrepreneurship on MDGs, with specific reference to poverty and hunger eradication in Zimbabwe. Information on the types of social entrepreneurs, social entrepreneurs' contribution to eradicating poverty and the strategies that can make social entrepreneurship contribution more effective in developing countries were gathered. The next chapter describes the characteristics of social entrepreneurship in Zimbabwe.

CHAPTER FIVE

CHARACTERISTICS OF SOCIAL ENTREPRENEURS IN ZIMBABWE

5.1 Introduction

The focus of Chapter four was to outline the research methodology. The data gathering and analysis techniques employed in the study were also discussed. This chapter presents and analyses findings from the study. Social entrepreneurship's contribution to solving social problems including poverty, have been acknowledged in literature. The motivation for social entrepreneurs is solving social problems or eliminating them altogether by engaging beneficiaries in their contexts. However, within literature a strong discussion in the context of Zimbabwe tends to be missing on whether social entrepreneurship has the potential of pushing the frontiers of poverty backwards.

The growing relevance of social entrepreneurship in reducing poverty and hunger warrants some thorough and rigorous empirical investigation. This chapter presents characteristics of respondents. The examination of whether or not social entrepreneurship contributes to eradication of poverty and hunger was based on a survey of 132 social entrepreneurs and 200 beneficiaries. The chapter begins by discussing descriptive statistics findings, particularly demographic and social entrepreneurship details of respondents. The following chapter further presents research results of inferential statistics. The summary of relevant findings will be provided thereafter.

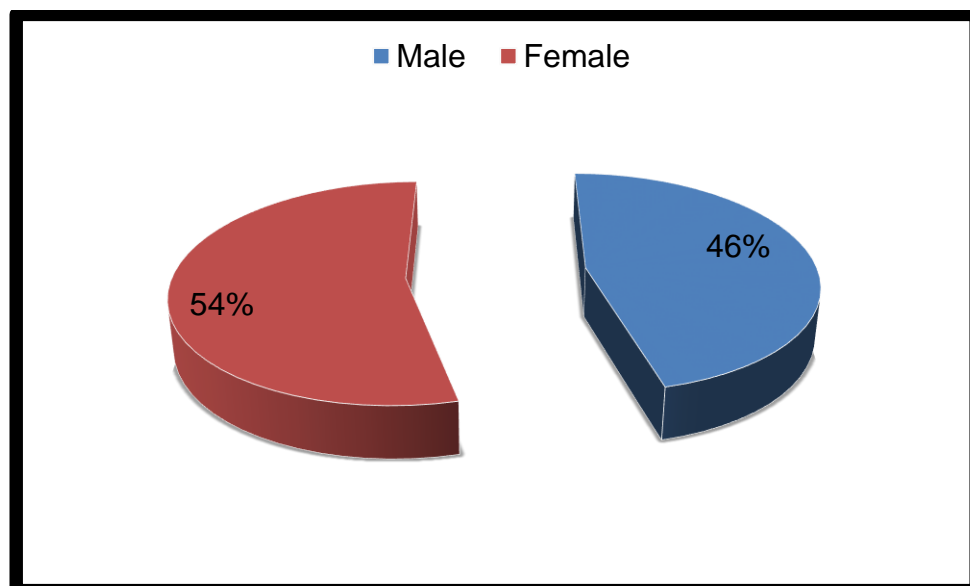
5.2 Characteristics of the Sample Population

The demographic and socio-economic attributes of the survey units were reviewed in this section. Such characteristics include sex of respondents, marital status, race, age, level of education, size of household, number of dependents and business classification. Examination of these factors allowed determination to be made whether there was any correlation between them and their respondent's social entrepreneurial activities contribution to the achievement of Millennium Development Goals (MDGs). Findings from the respondents are discussed in the following sections, starting with the sex of respondents.

5.2.1 Sex of Respondents

Findings from this study show that out of the 200 beneficiaries interviewed, the majority (54%) were female, while the rest were males as shown in Figure 5.1.

Figure 5.1: Percentage of Beneficiaries by Sex



Source: Field Survey, 2014

The cultural setting in Zimbabwe requires women to stay at home and look after the children while the men are expected to find work to support their families. The study revealed that there was an association between sex and the opinion that social entrepreneurship activities provide support structures to reduce the dependency syndrome ($\chi^2=7.396$ at 1 degree of freedom and $p=0.007$) as shown in Table 5.1.

Table 5.1: Chi-Square Tests of Beneficiaries' Characteristics in the Population Based on Sample Data

Variable 1	Variable 2	Chi-Square (χ^2) Value	DF	P- Value
Sex	Support Structures to reduce dependency Syndrome	7.396	1	0.007**
Sex	To help people help themselves	4.614	1	0.032*
Sex	Social entrepreneurship is important in alleviating social disadvantage	9.508	4	0.050*
Sex	To give the poor to express their views	4.175	1	0.041*
Marital Status	Wife	33.333	4	0.000**

Source: Field Survey 2014

*Significant at 0.05 level.

**Highly significant at 0.01 level.

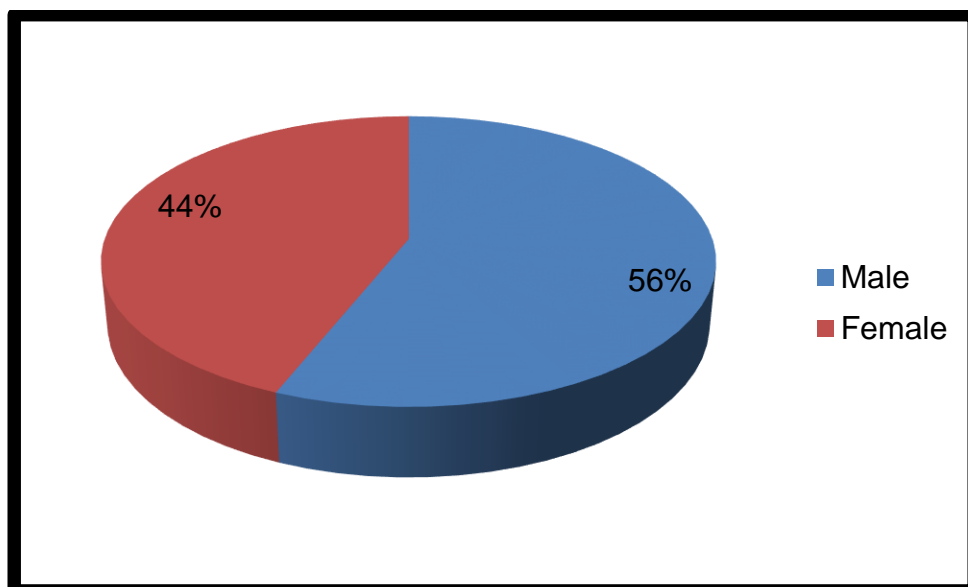
DF= Degrees of Freedom

This implies that through social entrepreneurship activities women's dependency on their husband's income for sustenance is reduced. This may also be due to the fact that the majority of the interviewed were women. In addition, there was an

association between sex and the opinion that social entrepreneurship is important in alleviating social disadvantage ($X^2=9.508$ at 4 degrees of freedom and a $p=0.050$) as shown in Table 5.1. Because of their role in overseeing children and the houses when their husbands are employed somewhere; women usually fail to access means for economic participation, which actually exacerbates poverty levels in the Zimbabwean society. These findings, may therefore suggest that social entrepreneurs provide an opportunity for women to find means to eliminate circumstances of poverty and hunger. This is even more important for households headed by women.

Out of the 132 respondents, 56% constituted of males while the remainder were females as illustrated in Figure 5.2.

Figure 5.2: Percentages of Social Entrepreneur Respondents by Sex



Source: Field Survey, 2014

The cross tabulation results illustrate that more females (18) acquired land than males (12) using income from social entrepreneurship, as shown in Table 5.2. This

may be because having income through social entrepreneurial activities may actually be the only source of sufficient money to buy land, since most women may not be formally employed. On the other hand, men use earnings from their jobs to acquire assets.

Table 5.2: Cross Tabulation Results of Social Entrepreneur's Sex and Acquisition of Land

			Land		Total
			Yes	No	
Sex	Male	Count	12	62	74
		Expected Count	16.8	57.2	74.0
		Std. Residual	-1.2	0.6	
	Female	Count	18	40	58
		Expected Count	13.2	44.8	58.0
		Std. Residual	1.3	-0.7	
Total	Count	30	102	132	
	Expected Count	30.0	102.0	132.0	
	Count				

Source: Field Survey, 2014

There was an association between sex and the assertion that social entrepreneurs manage to acquire land using income from social entrepreneurship (Chi-square value ($X^2= 4.065$, $p=0.044$) as illustrated in Appendix G.

Table 5.3: Chi-Square Tests of Social Entrepreneur's Characteristics in the Population Based on Sample Data

Variable 1	Variable 2	Chi-square (X^2) Value	DF	P- Value
Age	Achievement of MDGs	10.697	4	0.030*
Marital status	Social entrepreneurship impact on food security	21.594	8	0.006**
Educational Level	Society's Change Agent	35.665	5	0.000**

Source: Field Survey 2014

DF= Degrees of Freedom

* Significant at 0.05 level.

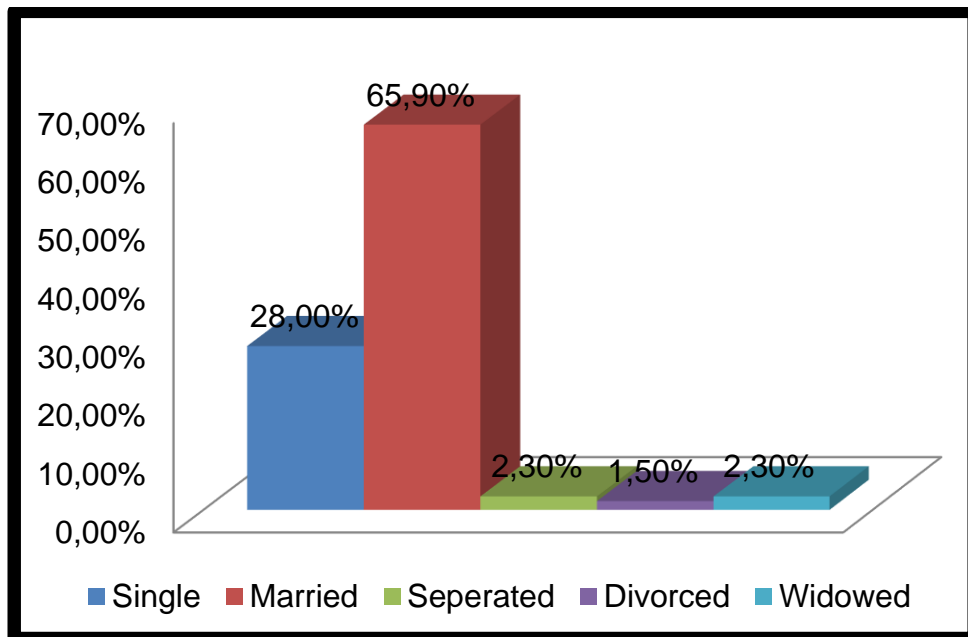
** Highly significant at 0.01 level.

These findings explain the gender economic orientation of the population under study. In Zimbabwe most women are housewives and may not be formally employed to gain incomes to acquire assets such as land. Therefore, it is evident from this study that social entrepreneurship is enabling women to access this crucial asset which enables them to farm and become economically self-reliant. Land is a very important asset in Zimbabwe which is associated with empowerment, as evidenced by the 2007 land reform programme where the government was ensuring that the previously underprivileged access their own land. It is also through the acquisition of land that people are able to build their own houses to accommodate their families.

5.2.2 Marital Status of Respondents

The majority of the social entrepreneur respondents were married (65.9 %) while 28.0% were single. The separated and widowed comprised 2.3% of the respondents respectively as shown in Figure 5.3. The least number of respondents were divorced. These results show that marriage is not a hindrance for social entrepreneurs to engage in their activities. The high percentages of married people being social entrepreneurs show that social entrepreneurship is a relatively viable source of income that is chosen to support a family. It can also be maintained that the impact of social entrepreneurship is furthered when the activities are undertaken in agreement in family set up, where husband and wife support each other. The existence of separated and widowed respondents though few, implies that out of need these people may take up social entrepreneurship as a source of livelihood.

Figure 5.3: Marital Status of Social Entrepreneurs



Source: Field Survey 2014

The study results also showed that most beneficiaries (60%) who participated in this study were married. This was followed by the single respondents who formed 30% of the respondents. The widowed respondents were 5.0% of the respondents while those who were divorced were 3.0% and 1.5% of the respondents were separated. The single and separated respondents from the beneficiaries' questionnaire considered the income from social entrepreneurship as important in enabling them to get wives as shown in the cross tabulation (Table 5.4).

There was an association between marital status and social entrepreneurship impact on food security ($X^2=21.594$, $DF=8$, $p=0.000$) (see Appendix G). In Zimbabwe marriage is considered a very important institution which helps people to achieve more in various aspects of their lives. Therefore these results imply that marriage helps families to have food security.

Table 5.4: Cross Tabulation of Marital Status and Number of Respondents Who were Able to Acquire Wives

			Wife		Total
			Yes	No	
Marital status	Single	Count	1	59	60
		Expected Count	0.6	59.4	60.0
		Std. Residual	0.5	-0.1	
	Married	Count	0	121	121
		Expected Count	1.2	119.8	121.0
		Std. Residual	-1.1	0.1	
	Separated	Count	1	2	3
		Expected Count	0	3.0	3.0
		Std. Residual	5.6	-0.6	
	Divorced	Count	0	6	6
		Expected Count	0.1	5.9	6.0
		Std. Residual	0-.2	0	
	Widowed	Count	0	10	10
		Expected Count	0.1	9.9	10.0
		Std. Residual	-0.3	0	
Total	Count	2	198	200	
	Expected Count	2.0	198.0	200.0	

Source: Field Survey 2014

There was an association between the marital status and the use of income from social entrepreneurship to get a wife ($X^2=33.333$, at 4 degrees of freedom, with a p-value= <0.000) as shown in Table 5.2. The respondents from this study emphasized that to them wives are assets since they determine the level of their progress in life. To such respondents, being economically sound determines whether or not one is able to marry. As a result to them social entrepreneurship income enabled them to be married, which they associated with long run ability to eliminate poverty and hunger since they will be complementing each other to meet the needs of their families. The spouse's economic activities are illustrated in the sections that follow.

5.2.3 Economic Activity of Respondent's Spouses

The social entrepreneurs indicated that the majority (31.1%) were single, thus this question was not relevant to them. On the other hand, 28.8% of the respondent's spouses were formally employed. The other 23.5% had spouses who were unemployed. In addition, 3.8% of the respondent's spouses had their own businesses. It can be concluded from these findings that social entrepreneurs had their spouses employed while others had their spouses unemployed.

The beneficiaries, who participated in this study, indicated that most (27.0%) had their spouses as formally employed. The other 24.0% percent were unemployed. Since some of the beneficiaries were unmarried, 27.5% of the beneficiaries found this question inapplicable. The informally employed, composed of 13.0 % of the beneficiaries' spouses. Only 8.5% owned their personal businesses. Social entrepreneurship is therefore providing an alternative for households to compliment the role of the employed to meet the family needs.

5.2.4 Household Head of Respondent's Families

The majority, 83.3% of social entrepreneurs were the household heads of their families. For the 15.9% of the respondents, their spouses were the heads of their families. Only 0.8 % of social entrepreneur respondents considered their biological fathers as the head of their households.

In as much as most 57.5% of the respondents in the beneficiaries' questionnaire were household heads, this percentage is far much lower than that outlined by social entrepreneurs. Providing for families is usually the responsibility of men in the

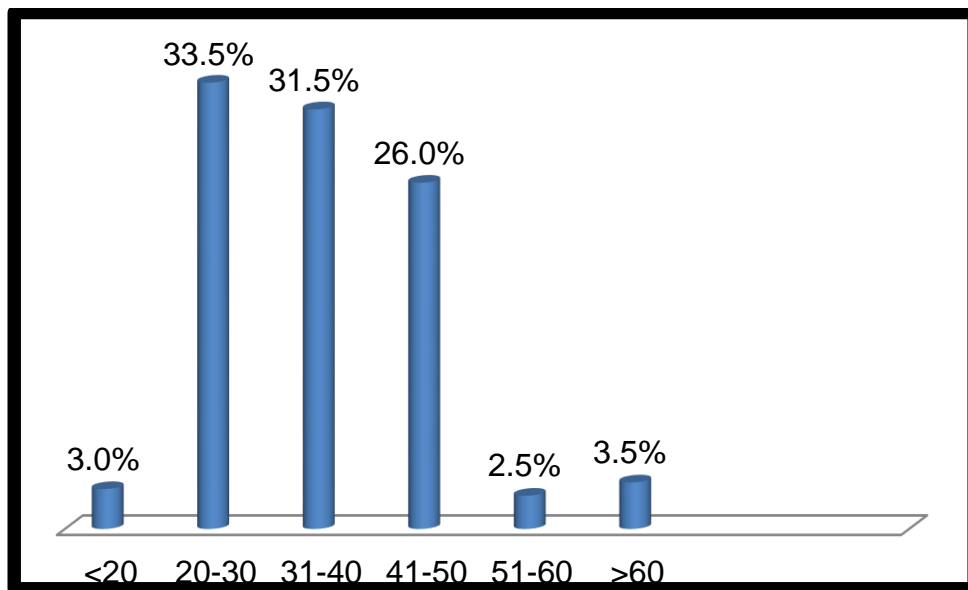
context under study. On the other hand to be able to meet the needs of the family, one should be financially sound. It means therefore with reference to beneficiaries their spouses are nearly as capable as they are in being heads of households. They formed 28.5% of the household heads. In other instances the parents (father, 5.5% and mother, 8.5%) were considered the heads of their households.

5.2.5 Age of Respondents

Most of the social entrepreneurs (37.1%) in this study were between 41-50 years old. This was followed by the 31-40 years who totalled 32.6%. The people between 51-60 years constituted 19.7% of the respondents while only 6.1% of the respondents were 21-30 years of age. This may be because the role of social entrepreneurship requires much self-sacrifice in terms of resources, and at the age of 21-30 years in the economic context of Zimbabwe most people may not have enough resources to provide such.

Having most social entrepreneurs between 41-50 years, could also explain the context of the study in that in this age group people are economically active and possibly own their own businesses to have enough money and resources to spare. The exposure of such people is also widespread making it possible for people to engage in social oriented businesses. The least percentage 4.5% of social entrepreneurs was above 60 years. This age group mostly consists of people who have just retired from work. However, the possibility of having social entrepreneurs in this age group is high since such people can make use of their own savings to start organisations to solve social problems. On the other hand, most beneficiaries 33.5% ranged between 20-30 years as illustrated in Figure 5.4.

Figure 5.4: Percentage of Beneficiary Respondents According to Age



Source: Field Survey 2014

Findings from the study suggest that all age groups are benefiting from social entrepreneurship in Zimbabwe. The other 31.5% beneficiaries of social entrepreneurship respondents were 31-40 years old. This confirms Mambo (2010) findings that the high unemployment rate in Zimbabwe has caused many employable people not to be absorbed in the labour market. This clearly explains the high rates of poverty in Zimbabwe and the need for social entrepreneurship interventions. Moreover, 26.0% of the respondents were between 41-50 years. This is also a cause of concern and implies the need for interventions to compliment the government's efforts to eradicate extreme poverty and hunger in Zimbabwe. There were also respondents who were less than 20 years (3.0%) and those above 60 years (3.5%).

5.2.6 Educational Levels of Respondents

Formal education provides the mental programming which is positively correlated with venture start up success. In light of this it was important to determine the education of the population under study. All respondents in this study indicated that

they had some formal education. The study however, reveals that the majority of social entrepreneurs (52.3%) completed higher tertiary degree for instance honours, master's and doctorate degrees as illustrated in Table 5.5 below. This is different from the study carried out by Katungu (2013) where social entrepreneurship is undertaken by uneducated people in Mberengwa in Zimbabwe.

Table 5.5: Descriptive Statistics of Educational Level of Social Entrepreneurs

Level of Education	Frequency	Percent	Valid Percent
High School (Form 5-6)	5	3.8	3.8
Some college credit but uncompleted	16	12.1	12.1
Diploma or Bachelor's Degree	38	28.8	28.8
Higher Tertiary degree	69	52.3	52.3
Total	132	100.0	100.0

Source: Field Survey 2014

Other social entrepreneurs (28.8%) completed college diploma or bachelor's degree. The other 12.1% of respondents had uncompleted college or university credits. From these results it can be concluded that most social entrepreneurs in Zimbabwe have tertiary education. This is true of the context under study where despite the economic crisis and poverty, education in Zimbabwe has always been applauded. There has been the formation of many universities in Zimbabwe in the past decade making accessibility to higher education possible. The chi-square test showed an association between educational level and the role of social entrepreneurs as society's change agent ($X^2=35\ 665$, $DF=5$, $p=0.000$) in Appendix G. This implies that

being educated may increase the ability of people to identify opportunities to solve social problems.

It was also interesting to note that some social entrepreneurs, 1.5% had primary education and 1.5% had secondary school. These people may demonstrate the possibility of being successful social entrepreneurs even without tertiary education. Only 3.8% of the respondents had high school as their highest level of qualification.

The findings from this study reveal that social entrepreneurial activities in Zimbabwe benefit all age groups as beneficiaries respondents ranged from the uneducated to those who completed higher tertiary degree. The majority of beneficiaries (23.5%) have uncompleted college or university credits. Other respondents (18.5%) completed higher tertiary degree implying that social entrepreneur activities are not charity activities but may actually be means to promote self-reliance and empowerment. In addition, 13.5% of beneficiaries of social entrepreneurship completed diploma or bachelor's degree. Findings show that 17.5% of the beneficiary respondents have secondary school as their highest level of qualification, while 12% have high school, and 10.5% only have primary school education. With rampant poverty in the country of study, these discoveries may show that social entrepreneurship is contributing towards reduction of poverty and hunger. In addition to this, findings from this study revealed that social entrepreneurs reach out to uneducated beneficiaries (4.5%). These findings highlight the importance of social entrepreneurship in that, people with high school and below normally find it difficult to be considered for many economic activities, while social entrepreneurship includes

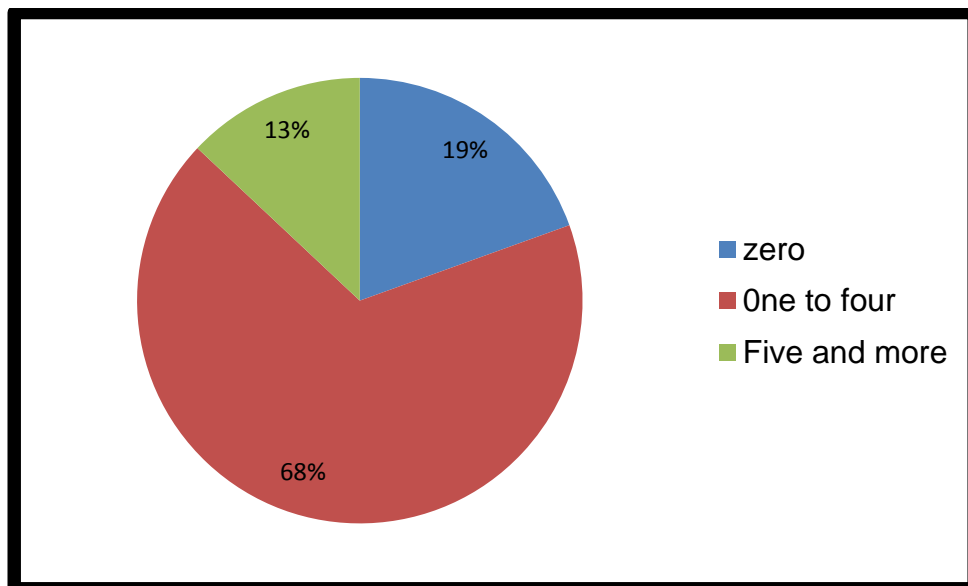
all these people. The section that follows outlines the information relating to the dependents of the respondents.

5.2.7 Respondent's Dependents

It was imperative to find out the details concerning the dependants of social entrepreneurs and their beneficiaries since this has an influence on the contribution of social entrepreneurs to meet the needs of these dependents. The majority of the social entrepreneur beneficiaries (70.5%) fell under the 1-4 categories while those who looked after more than five dependents totalled 17.4%. However, 12.1% of the respondents did not have any dependents to look after. In as much as this study seeks to establish the contribution social entrepreneurship makes to reducing poverty and hunger, it was also important to determine if the social entrepreneurs themselves have dependents in their households. It may be interesting to understand the role social entrepreneurship plays in eradicating poverty and hunger in their households. The results shown above may suggest that engaging in social entrepreneurship makes it easy for social entrepreneurs to fight poverty and hunger at their household level.

More importantly the study sought to determine from beneficiaries their views of the contribution of social entrepreneurship towards reducing poverty and hunger. The number of beneficiaries in the beneficiaries' households was therefore important to establish. The majority (68%) of the beneficiaries were responsible for 1-4 beneficiaries while 13% of the respondents had above five respondents to look after as shown in Figure 5.5. Nevertheless, 20% of the respondents indicated that they do not have any dependents.

Figure 5.5: Percentage of Beneficiary Respondent's Beneficiaries



Source: Field Survey 2014

Given the context under which this study was undertaken, it was important to establish if there were any children of school going age in respondent's families who were not going to school. Findings show that 10.6% of the social entrepreneurs indicated that they have children of school going age in their families who were not going to school, while the majority (89.4%) pointed out that there were no school going children who were not going to school in their families. On the other hand, 26.0% of the beneficiaries had school going children in their families who were not going to school. Nevertheless, 74.0% of beneficiaries did not have any school going children who were not going to school.

Findings from this study suggest that there is an association between school going children who are not going to school and the primary area of social entrepreneurship

to promote health ($X^2=5.777$, degree of freedom=1 and p-value= 0.016) (see Table 5.6).

Table 5.6: Chi-Square Test of Relationships in Population Based on the Sample Data

Variable 1	Variable 2	Chi-square (X ²) Value	Degree of Freedom (DF)	P-Value
School going children who are not going to school	Promote health	5.777	1	0.016*
School going children who are not going to school	Improve livelihoods	3.796	1	0.051*
School going children who are not going to school	Tolerance and human rights	6.183	1	0.013**

Source: Field Survey 2014

* *Significant at 0.05 level*

** *Highly significant at 0.01 level.*

This implies that if children fail to go to school their long term health prospects will be compromised. The activities they may engage in also exposes them to health hazard circumstances. In Zimbabwe for instance, from 2008, with the economic downturn many children failed to go to school because their parents could not afford school fees and resorted to begging for food and money on road intersections as well as selling airtime to motorists. The health conditions under which these activities were undertaken were hazardous. Promoting health as a primary area of focus for social entrepreneurs also aligns with one of the MDGs, and it goes without saying that a healthy population easily fights, the threats of poverty and hunger.

There was also an association between school going children who are not going to school and the main tenet of social entrepreneurs under study to improve livelihoods ($X^2= 3.796$, degree of freedom=1 and p-value=0.051) (refer to Table 5.4). If social entrepreneurs help their beneficiaries to acquire education, they increase their livelihood options in the long run. On the other hand, if children are deprived from education they are most likely to continue in poverty since their livelihood options will be limited.

Findings from this study also suggest that there is an association between school going children who are not going to school and the primary area of focus of social entrepreneurs to advocate for tolerance and human rights ($X^2=6.183$, degree of freedom=1 and p-value=0.013) as shown in Table 5.4. This aligns with the provision of international human rights that all children should have access to education. The sections that follow outline the characteristics of social entrepreneurs under study.

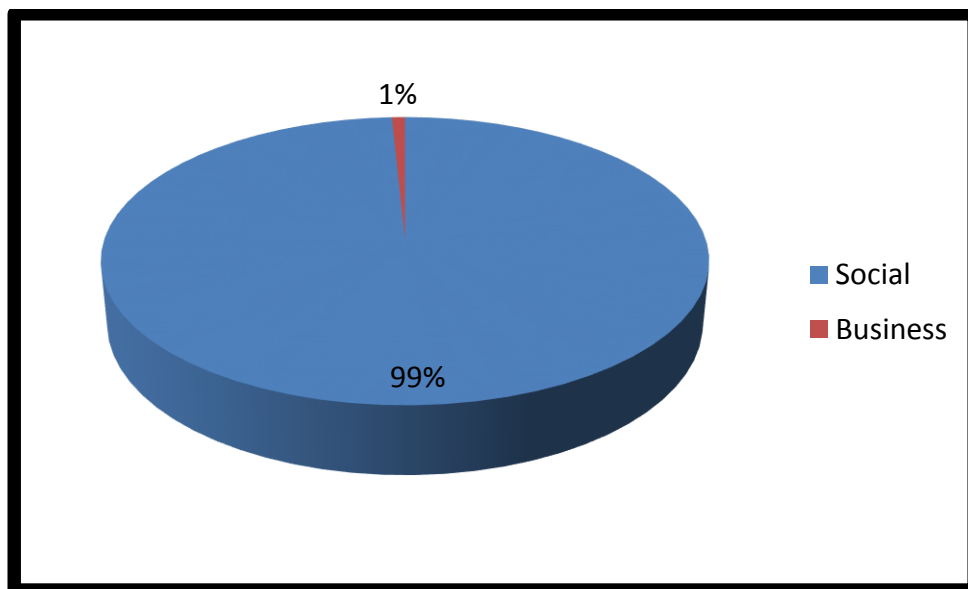
5.3 Assessment of Characteristics of Social Entrepreneurs

Social entrepreneurship organisations are expected to be self-sustaining. Spear (2006) views social entrepreneurship as not for profit while Martin & Osberg (2007) consider it as a socially involved private sector. Robbins (2011) argues that social entrepreneurship meet social needs by adopting both social and economic ends. Many authors agree that social entrepreneurship aim to make a social impact while they have to be financially viable. The following section assesses the characteristics of social entrepreneurs in Zimbabwe.

5.3.1 Classification of Social Entrepreneurship Businesses

It was important to establish if the respondents in this study were solely social entrepreneurs or they classified themselves otherwise while they exercised social entrepreneurship. Most of the respondents 99% in this study are social entrepreneurs while only 1% classified themselves as business entrepreneurs as illustrated in Figure 5.6 that follows.

Figure 5.6: Percentage of Respondents Who were Either Social or Business Entrepreneurs



Source: Field Survey 2014

The study results revealed that the majority 55.3% of social entrepreneurs were unemployed before engaging in social entrepreneurship. This may suggest that for these social entrepreneurs, they found employment through their entrepreneurial activities. On the other hand, 37.1% of the respondents were employed, but were just driven to invent organisations for social purpose. There were 7.6% of the

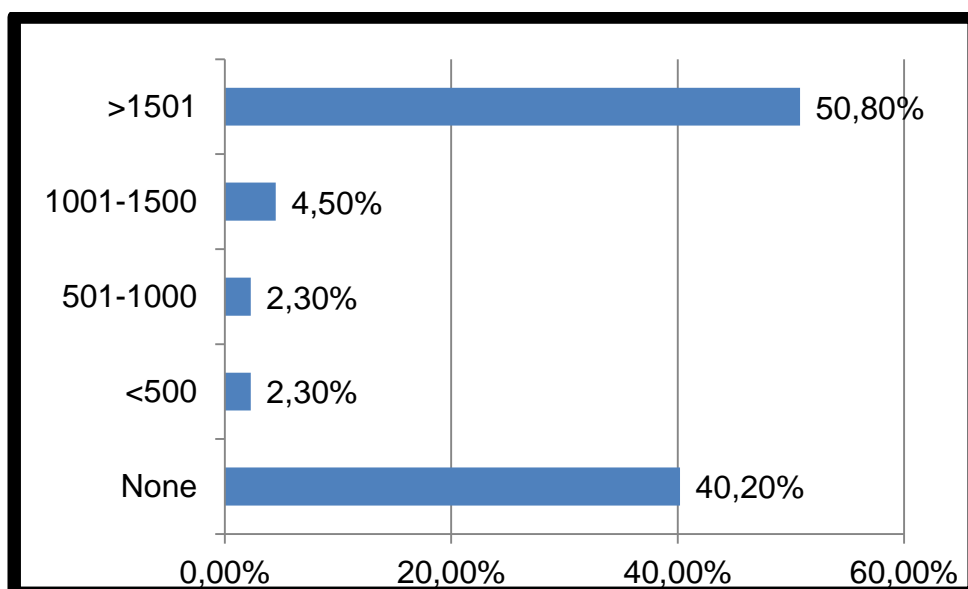
respondents who were part-time employed before engaging in social entrepreneurship.

The majority of respondents 76.5% in this study have been engaged in social entrepreneurship for more than 7 years while 9.8% of the respondents have been operating between 3-4 years. Those engaged in social entrepreneurship between 5-6 years totalled 8.3%. The least respondents 5.3% have been in operation for 1-2 years. These findings show that the majority of social entrepreneurs have been operating for a reasonable period of time making it possible to determine their contribution to the reduction of poverty and hunger. The section that follows outlines the income status of the organisations under study.

5.3.2 Average Income per Month of Respondents

Of the 132 respondents in this study, 50.8% acknowledged that they earned more than \$1 501 per month while 40.2% do not earn any income in their operations as illustrated in Figure 5.7 below.

Figure 5.7: Average Incomes Earned by Social Entrepreneurs per Month



Source: Field Survey 2014

This confirms arguments by Han & Mckelvey (2009) that social entrepreneurship can involve earning some money or not earning any. Only 4.5% of the respondents earned \$1001-1500 per month. The other 2.3% of the respondents earned \$501-1000 and less than \$500 respectively. On average social entrepreneurs in the context under study earn an average of US\$12 149.63 per month. Table 5.7 shows the sources of income for social entrepreneurs.

Table 5.7: Sources of Income for Social Entrepreneurs

Source of Income	Responses ³		Percent of Cases ⁴
	N	Percent	
Fees and charges	40	22.5%	30.3%
Investments	9	5.1%	6.8%
Dues	1	0.6%	0.8%
Donations	112	62.9%	84.8%
Special Business	5	2.8%	3.8%
Grants	4	2.2%	3.0%
Contributions	7	3.9%	5.3%
Total	178	100.0%	134.8%

Source: Field Survey 2014

From a total of 132 social entrepreneurs, 68 respondents earned some income from social entrepreneurship from various sources. Table 5.7 shows that the majority of social entrepreneurs (84.8%) earn their income through donations while others 30.3% sourced their income through fees and charges. Investments are a source of income for 6.8% of the respondents who earned income in their operations. It was found in this study that 5.3% of the respondents earned their income through

³ Percent of responses refer to the number of percentage that was ticked for a particular response.

⁴ Percent of cases means that out of all the people who responded, this is the total percentage that's why it adds up to more than 100% because each person can tick more than one response.

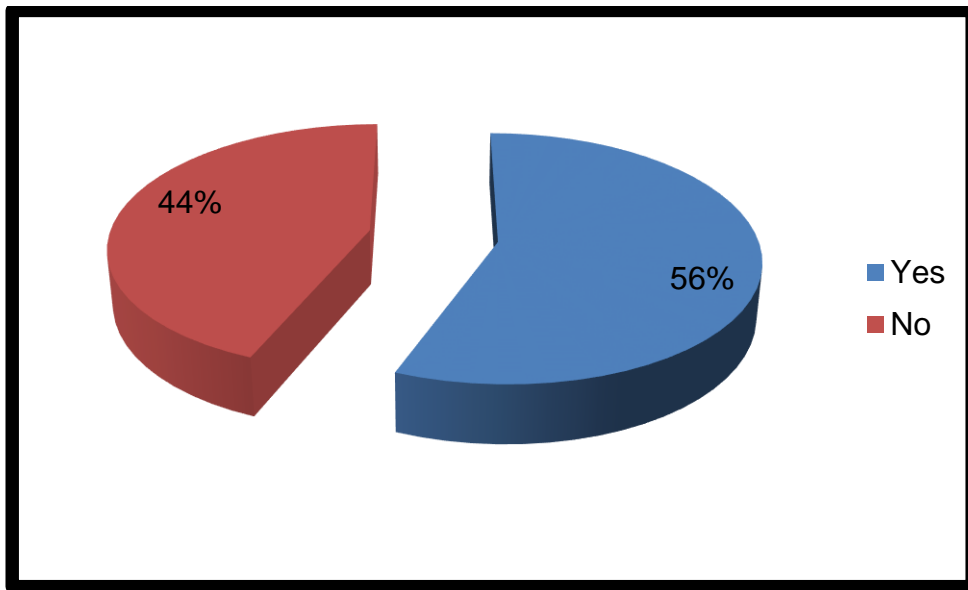
contributions while 3.8% of the respondents earned their income from special business. Grants were a source of income for 3.0% of the respondents in the study. Other respondents earned their income through dues as shown in Table 5.5.

This study revealed that the majority (37.1%) of the social entrepreneur's income status became excellent after engaging in social entrepreneurship. The other respondents (31.8%) considered their income status to be good after undertaking social entrepreneurship. Those whose income status became very good after engaging in social entrepreneurship totalled 28.0% of the respondents. Only 3.0% pointed out that their income status remained poor after engaging in social entrepreneurship. This may imply that social entrepreneurship has a positive impact on the income status of social entrepreneurs enabling them to fight poverty and hunger. In light of the above, it was also important to determine if respondents acquired any assets using the income from social entrepreneurship and the findings are highlighted below.

5.3.3 Acquisition of Assets Using Income from Social Entrepreneurship

The study revealed that the majority (56%) of the respondents acquired assets using income from their social entrepreneurial activities as shown in Figure 5.8. The acquisition of assets is associated with the ability of people to fight poverty and hunger. These results show the importance of earning income through social entrepreneurship activities. Mago (2010) contended that assets play a central role in poverty alleviation and raising a better standard of living. Assets are used by households and individuals to cushion themselves against shocks thereby reducing vulnerability.

Figure 5.8: Percentage of Respondents Who Acquired Assets Using Income from Social Entrepreneurship



Source: Field Survey 2014

As shown in Figure 5.8 above, 44% of the respondents did not acquire any assets using income from social entrepreneurship.

The study further explored the type of assets respondents acquired using income from social entrepreneurship activities. Multiple response analysis was carried out since some individuals acquired more than one asset using income from social entrepreneurship. The results show that the majority 49.3% managed to buy vehicles using the income from their social entrepreneurship activities as shown in Table 5.8.

Since the activities of social entrepreneurship are widespread being able to have vehicles makes operations reliable and more efficient since these increase their mobility. Land is also an important asset the respondents (40%), indicated they were able to acquire with the income from their operations.

Table 5.8: Assets Acquired Through Social Entrepreneurship Activities

Assets Acquired	Responses ⁵		Percent of Cases ⁶
	N	Percent	
Household Goods	20	14.7%	26.7%
Land	30	22.1%	40.0%
Equipment	27	19.9%	36.0%
Houses	17	12.5%	22.7%
Vehicles	37	27.2%	49.3%
Livestock	5	3.7%	6.7%
Total	136	100.0%	181.3%

Source: Field Survey 2014

In the past decade the acquisition of land in Zimbabwe is central to empowerment, thus the possibility of using income social entrepreneurship income to acquire land may suggest that it is very important in the fight against poverty and hunger. In addition 36% of the respondents acquired equipment for their operations through income from their activities. This may imply that social entrepreneurial activities are self-sustainable, confirming findings by Dacanay (2012). As shown in Table 5.8 above, 26.7% of the respondents also acquired household goods through income from social entrepreneurship.

The other 22.7% of the respondents managed to acquire houses using income from social entrepreneurship. Furthermore, 6.7% of the income earners managed to buy livestock. Social entrepreneurship assets do not only help the beneficiaries, but the social entrepreneurs too. These findings from the study are an important indication of the contribution social entrepreneurship is making in Zimbabwe towards the reduction of extreme poverty and hunger, thereby achieving the Millennium

⁵ Percent of responses refer to the number of percentage that was ticked for a particular response.

⁶ Percent of cases means that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

Development Goals. The section that follows describes the financial orientation of the organisations under study.

5.3.4 Financial Orientation of the Organisation

Most of the respondents 65.2%, classified themselves as non-profit. The other 28.8% are part for profit and part non-profit. Only 6.1% of the social entrepreneurs considered themselves as for profit organisation. These results agrees with many authors who argue that in as much as social entrepreneurs may be for profit or non-profit making their main aim is to earn an income to meet social objectives and solve social challenges (Martin & Osberg, 2007; Light, 2008; Dacanay, 2012). The section that follows describes the profitability of social entrepreneurship activities.

5.3.5 Social Entrepreneurship and Profitability

According to Light (2008) social entrepreneurship include embracing business skills or socially favourable business focusing on social ends. It was therefore important to determine if social entrepreneurial activities in the context were profitable. The study shows that 55.3% of the respondents under study made profit from their entrepreneurial activities. This confirms findings by GUD (2008) that suggest that social entrepreneurship is not charity but business in all sense. Findings also agree with Martin & Osberg (2007) who also point out that profit activity enables social entrepreneurs to meet social needs while achieving social objectives.

However, 44.7% of the respondents do not make any profit from their entrepreneurial activities. This also agrees with findings by Martin & Osberg (2007) who propounded that social entrepreneurship is a socially involved private sector and a prevalently

entrepreneurial approach in the not for profit segment. Furthermore, these findings agree with Darna & Porche (2008) who consider social entrepreneurs to use entrepreneurial conduct for social ends rather than making profit. The following section shows how the profit earned from social entrepreneurship is used in the context under study.

5.3.6 Use of Profit Earnings

In order to determine use of social entrepreneurship profit in Zimbabwe, multiple response analysis was carried out as shown in Table 5.9 below.

Table 5.9: Multiple Responses of Percentage of Respondents and How They Use Their Profits from Social Entrepreneurial Activities

Profit Use	Responses ⁷		Percent of Cases ⁸
	N	Percent	
Make organisation operations effective	15	15.6%	20.5%
Expand Operation	24	25.0%	32.9%
Meet the needs of the poor	15	15.6%	20.5%
Increase the services of the poor	13	13.5%	17.8%
Sustain the Organisation	13	13.5%	17.8%
Plough Back into the Humanitarian Programmes	16	16.7%	21.9%
Total	96	100.0%	131.5%

Source: Field Survey 2014

⁷ Percent of responses refer to the number of percentage that was ticked for a particular response.

⁸ Percent of cases shows that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

The majority of the respondents (32.9%) use their profit to expand their operations. Interestingly, 21.9% of the respondents used their profits to plough back into their humanitarian programmes. Furthermore, the other 20.5% of the respondents use their profit to make their operations more effective and meet the needs of the poor respectively as shown in Table 5.9. Results also show that 17.8% of the respondents used their profits to increase their services to the poor. Findings show that the other 17.8% of the respondents used their profits to sustain organisational operations as shown in Table 5.9. Even though Katungu (2013) focused on orphans only, they suggested that profits generated channelled towards meeting the needs of orphans.

The results above confirm that respondents to this study were social entrepreneurs in that, even though some of them operate through business methods, their profits are directed towards social benefits. The section that follows shows the primary area of focus for social entrepreneurship activities in Zimbabwe.

5.3.8 Organisational Primary Area of Focus

The area of focus of social entrepreneurship is believed to be the one that explains social entrepreneurship. It was therefore important in this study to determine the respondent's primary area of focus to determine their social entrepreneurial activities. Out of all people who responded, 78.8% focus on education in their activities as shown in Table 5.10. This may imply that despite being involved in other areas of focus education seems to be an area of focus for the majority of respondents in this study.

Table 5.10: Social Entrepreneurial Organisation's Primary Area of Focus

Primary Area of Focus	Responses ⁹		Percent of Cases ¹⁰
	N	Percent	
Education	104	40.8%	78.8%
Water and Sanitation	46	18.0%	34.8%
Health	37	14.5%	28.0%
Housing	6	2.4%	4.5%
Institutional Responsibility	7	2.7%	5.3%
Peace and Security	8	3.1%	6.1%
Tolerance and Human Rights	13	5.1%	9.8%
Research and Development	14	5.5%	10.6%
Food Security	14	5.5%	10.6%
Advocacy	6	2.4%	4.5%
Total	255	100.0%	193.2%

Source: Field Survey 2014

Water and sanitation, was a primary area of focus for 34.8% of respondents in the study as shown in Table 5.10. As the economy deteriorated in Zimbabwe from 2008, the government alone could not meet the water and sanitation needs in Zimbabwe. This explains why many social entrepreneurs compliment the government by supplying clean water and sanitation services to their beneficiaries. Table 5.10 also shows that the other 28.0% of respondents indicated that health is their primary area of focus. The other respondents 10.6% in the study focused on food security. Research and development also was a primary area of focus for the other 10.6% respondents in this study. The results also show that housing was an important area of focus for 4.85 of the respondents. Advocacy is a primary area of focus for 4.5% of the social entrepreneurs in this study. With the scourge of poverty and hunger in

⁹Percent of responses refer to the number of percentage that was ticked for a particular response.

¹⁰Percent of cases shows that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

Zimbabwe, there were many instances of intolerance and unrest. This may explain why 9.8% of the respondents in this study focused on tolerance and human rights in their activities.

The results also showed that institutional responsibility was the primary area of focus for 5.3% of the respondents. For the 6.1% of the respondents in this study, peace and security was their primary area of focus. All the primary areas of focus in this study were aimed at addressing various problems the people of Zimbabwe are experiencing because of poverty and hunger. Their contribution in their various capacities is very important to note as outlined in this study. The following section discusses the main tenets of various missions of organisations in this study.

5.3.9 Main Mission Tenets of Social Entrepreneurial Organisations in Zimbabwe

Many studies reveal that the unique role of social entrepreneurship can be determined from the mission statements of organisations. Results from this study suggest that social entrepreneurs in Zimbabwe contribute towards the achievement of Millennium Development Goals in one way or the other. The main aspects addressed by such organisations are directed towards eradicating extreme poverty and hunger. It was shown from this study that 40.2% of the respondents in this study aimed to improve livelihoods in Zimbabwe as shown in Table 5.11.

In the context under study one reason why poverty plummeted, was the limited options in livelihood strategies. Therefore, the fact that the majority of respondents in this study formed organisations to improve livelihoods may be an indication that

social entrepreneurship contributes towards the eradication of extreme poverty and hunger in Zimbabwe.

There was need to embark on human transformation in Zimbabwe after a decade of economic downturn and effects of sanctions following the land reform. The results from this study show that 32.6% of respondents in this study promoted human transformation as shown in Table 5.11. The other 31.8% of the organisations were there to fight poverty in the world’s poorest countries as the missions of the organisations in Zimbabwe showed.

Table 5.11: Multiple Responses Outlining the Mission Main Tenets for the Organisations Under Study

Mission Tenets	Responses ¹¹		Percent of Cases ¹²
	N	Percent	
Generate and pass new knowledge	32	11.8%	24.2%
Support Agricultural Development	33	12.2%	25.0%
Assist disadvantaged or orphaned children	25	9.2%	18.9%
Fight poverty in world’s poorest countries	42	15.5%	31.8%
Promote human transformation	43	15.9%	32.6%
Improve livelihoods	53	19.6%	40.2%
Capacity building	24	8.9%	18.2%
Promote health	19	7.0%	14.4%
Total	271	100.0%	205.3%

Source: Field Survey 2014

Agricultural forms the main source of livelihood in Zimbabwe, thus social entrepreneurs have a role to play in reduction of poverty and hunger in Zimbabwe as

¹¹ Percent of responses refer to the number of percentage that was ticked for a particular response.

¹² Percent of cases shows that out of all the people who responded, this is the total percentage, that’s why it adds up to more than 100% because each person can tick more than one response.

25.0% of the respondents indicated that their organisations aim at supporting agricultural development. Other missions, 24.2% of the respondents in this study focused on generating and passing new knowledge. According to Mair & Marti (2006), social entrepreneurs are not only interested in solving problems at hand but they are more interested in equipping the beneficiaries with the skills to solve their own problems.

The other 18.9% of the respondents in this study had a mission to assist disadvantaged and orphaned children. It was interesting to find that 18.2% of the mission of social entrepreneurs was capacity building among their beneficiaries. There were 14.4% social entrepreneurs in the context under study whose mission is to promote health. As the mission statement results above show, social entrepreneurship is contributing towards the various MDGs. As the results above show, many of the organisations were contributing towards eradicating conditions that increase poverty and hunger. The section that follows discusses findings on what inspired social entrepreneurs to engage in their activities.

5.3.10 Inspiration of Social Entrepreneurs to Pursue their Missions

Multiple response analysis was undertaken to make conclusions on what inspired social entrepreneurs to pursue their missions since social entrepreneurs can be inspired by more than one aspect. Thus it was important to do multiple response analysis to accommodate them. Results from the study show that the majority of social entrepreneurs from the study (46.2%) were inspired to empower people to be self-sustainable as shown in Table 5.12. These results agree with Santos (2009) who point out that social entrepreneurship develops its solutions on the basis of

empowerment. It is argued that empowerment of actors is the chief element of social entrepreneurship approach outside organisational boundaries, whether they are beneficiaries, users or partners (Santos, 2009).

The findings from this study also show that eradicating poverty and hunger inspired 37.9% of the respondents to engage in their entrepreneurial activities as illustrated in Table 5.12. This confirms that social entrepreneurs in Zimbabwe are contributing towards the achievement of MDG 1, which is eradicating extreme poverty and hunger.

Table 5.12: Inspirations for Social Entrepreneurship Activities in Zimbabwe

Inspiration	Responses ¹³		Percent of Cases ¹⁴
	N	Percent	
Eradicate poverty and hunger	50	19.8%	37.9%
Empower people to be self-sustainable	61	24.1%	46.2%
Disseminate information	17	6.7%	12.9%
Rebuild underprivileged lives	42	16.6%	31.8%
Improve the lives of the poorest	39	15.4%	29.5%
Build HIV free community	9	3.6%	6.8%
Community Development	35	13.8%	26.5%
Total	253	100.0%	191.7%

Source: Field Survey 2014

It is also shown in Table 5.12 that 29.5% of the respondents were inspired to improve underprivileged lives. This is also an important aspect towards eradicating poverty and hunger. Community development inspired 26.5% of the respondents to

¹³Percent of responses refer to the number of percentage that was ticked for a particular response.

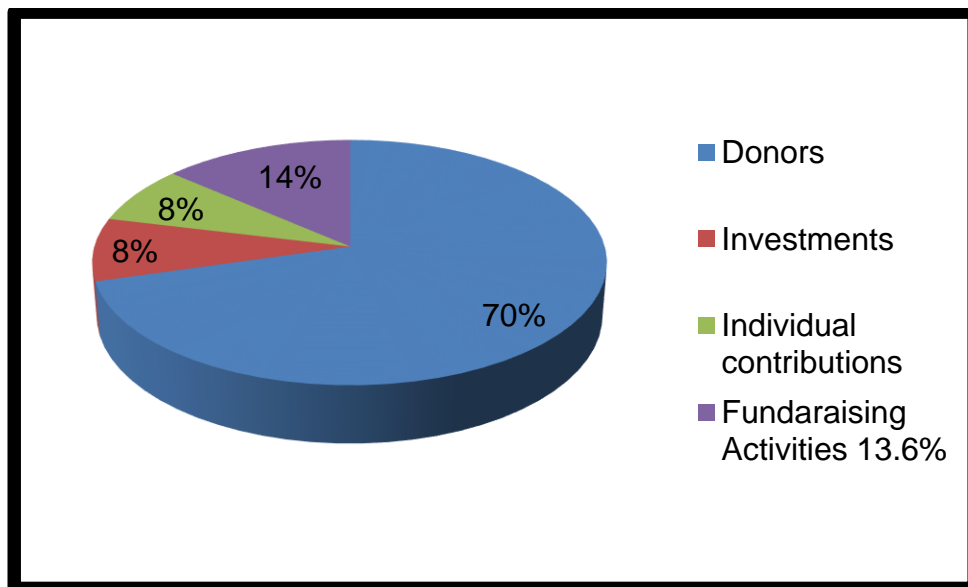
¹⁴Percent of cases shows that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

engage in social entrepreneurship. The results also show that the other 12.9% of the respondents were inspired to disseminate information in forming their organisations. Only 6.8% of the respondents were inspired to build an HIV free community. These results show that in their various activities, social entrepreneurs in this study were addressing various aspects of MDGs in Zimbabwe, and more importantly poverty and hunger. The section that follows shows the source of start-up capital for social entrepreneurs in the context under study.

5.3.11 Source of Start-up Capital for Social Entrepreneurs

The majority of respondents (70%) in this study get their start-up capital from donors as shown in Figure 5.9 below.

Figure 5.9: Start-Up Capital for Social Entrepreneurs in Zimbabwe



Source: Field Survey 2014

As Figure 5.9 shows the major source of capital for the social entrepreneurs under this study are donors. Fundraising was also an important source of capital in the context under study, where it was a source of capital for 14% of the respondents.

Investments were a source of capital for 8% of the respondents under study. The other 8% of respondents got their capital from individual contributions. As the results show, no respondent attributed their source of start-up capital to banks or other money lending institutions.

These findings confirm those by Mishi & Kapingura (2012) that it is difficult for social entrepreneurs to get loans from lending institutions because of the nature of their missions which are mainly social, mainly to address challenges and problems thus return on investment is unpredictable. However, donors are always willing to invest in the activities of this nature thus they are the major source of capital for social entrepreneurs. Emphasis is also put on self-sustainability in social entrepreneurship thus investment and individual fundraising provide a good basis for this.

5.3.12 Negative Positive Externalities and Social Entrepreneurship in Zimbabwe

Negative positive externalities are the impacts beyond the intended aim of organisations such as pollution (Porter & Kramer, 2011). Santos (2009) argues that government alone fail to address positive externalities because of multiple roles, limited resources, lacking capabilities or insufficient attention, therefore social entrepreneurs continuously identify positive externalities to internalise them in the economic system. Findings by Katungu (2013) suggested that the government of Zimbabwe lacks the capacity to meet the needs of orphans due to the socio-economic and political challenges. With this backdrop this study determined whether the missions of social entrepreneurs in the context under study were influenced by neglected positive externalities.

The results from this study show that 94% of social entrepreneurs in this study were influenced by negative positive externalities to pursue their missions. The rest did not.

This confirms findings by Santos (2009) as well as Porter & Kramer (2011) who suggest that social entrepreneurs aim to address neglected positive externalities. The respondents pointed out for the majority 50.4% unfulfilled government roles influenced their missions as shown in Table 5.13. This agrees with Santos (2009) who argued that because of lack of resources, multiple roles and incapability, the government pays less attention to certain important aspects of people.

Table 5.13: Explanations on How Neglected Positive Externalities Impacted on Social Entrepreneur Missions

Explanation on Influence of externalities	Responses ¹⁵		Percent of Cases ¹⁶
	N	Percent	
Unfulfilled government roles	66	28.1%	50.4%
Focus on orphaned children	23	9.8%	17.6%
Focus on rural needy	42	17.9%	32.1%
Lack of government funds	48	20.4%	36.6%
Focus on the poorest	56	23.8%	42.7%
Total	235	100.0%	179.4%

Source: Field Survey 2014

Most respondents (36.6%) pointed out that the government's lack of funds cause it not to pay attention to these positive externalities which inspired them to intervene as shown in Table 5.13. Some respondents (42.7%) focused on the poorest segments

¹⁵Percent of responses refer to the number of percentage that was ticked for a particular response.

¹⁶ Percent of cases shows that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

of the society who are often powerless and have no resources to attract the attention of government to meet their needs, thus agreeing with Santos (2009).

Research findings revealed that (32.1%) of the respondents, focused on the rural needy as a result of the influence of neglected positive externalities on their missions while 17.6% of the respondents focused on the orphaned children. These results confirm Seelos *et al.* (2005) who asserts that social entrepreneurship benefits the poor, long-term unemployed, disabled, discriminated and socially excluded. They develop solutions through economic action to tackle the externality positively rescuing the low status and low resourced parts of the population from the threats of poverty and hunger. In line with this the study also inquired about the perceived benefits of social entrepreneurship from the respondents which is outlined in the section that follows.

5.3.13 Benefits of Social Entrepreneurship

The main objective of this study is to explore the contribution of social entrepreneurship in eradicating poverty and hunger Zimbabwe, thus it was important to establish the social entrepreneurs' perceived benefits of their activities as illustrated in Table 5.14.

The majority of the respondents 46.2% considered social entrepreneurship to be important for community development. This confirms findings by Ibe (2003) who considers social entrepreneurship as a form of community development. The other 42.2% of the respondents considered social entrepreneurship to be beneficial in empowering beneficiaries with livelihood strategies. This agrees with Santos (2009)

who argues that empowerment is the way through which social entrepreneurs fight challenges faced in society.

Table 5.14: Multiple Responses of Social Entrepreneur's Perceived Benefits of Social Entrepreneurship

Benefits of Social entrepreneurship	Responses ¹⁷		Percent of Cases ¹⁸
	N	Percent	
Fight poverty	37	11.6%	28.0%
Promotes education	21	6.6%	15.9%
Provides source of income	26	8.2%	19.7%
Fight Hunger	44	13.8%	33.3%
Empowers through livelihood strategies	56	17.6%	42.4%
Increases agricultural productivity	11	3.4%	8.3%
Strengthen capacity for self-help	27	8.5%	20.5%
Promotes financial and economic autonomy	36	11.3%	27.3%
Development of community	61	19.1%	46.2%
Total	319	100.0%	241.7%

Source: Field Survey 2014

Social entrepreneurship is also considered beneficial for fighting hunger as perceived by 33.3% of the respondents while for 28.0% social entrepreneurship was an effective method to address the challenge of poverty. These findings reaffirm arguments by Nelson & Prescott (2008) who pointed out that social entrepreneurs are acknowledged for being able to discover solutions unique to local contexts contributing effectively to social, human and economic development.

¹⁷Percent of responses refer to the number of percentage that was ticked for a particular response.

¹⁸Percent of cases shows that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

The other benefit of social entrepreneurship is promotion of financial and economic autonomy as pointed out by 27.3% of the respondents. The other benefit of social entrepreneurship is the strengthening of capacity for self-help as highlighted by 20.5% of the respondents. The results also consider education as the other benefit of social entrepreneurship for 15.9% of the respondents. Also increase in agricultural productivity was observed to another important benefit of social entrepreneurship as pointed out by 8.3% of the respondents. Arguments by respondents showed that agricultural productivity increases economic activity and expand employment opportunities among the beneficiaries. These findings agree with Kato & Mushi (2012) who concluded that in Tanzania, social entrepreneurship addresses hindrances to social and economic development of the marginalised poor, identifying solutions for sustainable social transformation.

5.4 Summary

This chapter provided the demographic information and aspects characterising social entrepreneurship in Zimbabwe. The study revealed that there were more male social entrepreneurs than females. Through social entrepreneurship, women managed to acquire land which is important in alleviating social disadvantage and alleviating dependency syndrome.

Most respondents were married. For single and separated respondents income from social entrepreneurship enabled them to marry their wives. Most of the beneficiaries fell under the employment age, showing poverty levels in the context under study and the contribution of social entrepreneurship in complimenting government efforts. The benefits of social entrepreneurship seem to stretch throughout all age groups. It

was also found that social entrepreneurship was important in promoting health, the right to education and increasing livelihood strategies for the beneficiaries. For the majority of the social entrepreneurs, social entrepreneurship was a form of employment.

Most of the social entrepreneurs experienced excellent income status after engaging in social entrepreneurship. Land, household goods, equipment, houses, vehicles and livestock were some of the assets respondents acquired through social entrepreneurship activities. Most social entrepreneurs were non-profit; some were part for profit and part non-profit, while the least were profit organisation. The profit earned was used to expand operations, meet the needs of the poor, increase the services of the poor, sustain the organisation and plough back into humanitarian programmes.

Most social entrepreneurs were inspired to empower people to be self-sustainable, eradicate poverty and hunger, improve underprivileged lives, community development, disseminate information and build an HIV free community.

Respondents got their start-up capital from donors, investments, individual contributions and fundraising activities. Most social entrepreneurs were influenced by negative externalities to pursue their missions. The benefits of social entrepreneurship were classified as the fight against poverty, promoting education, providing a source of income, fight hunger, promoting livelihood strategies, increasing agricultural productivity, strengthening capacity for self-help, promoting financial as well as economic autonomy and the development of community. The

next chapter outlines the assessment of the contribution of social entrepreneurship to the reduction of extreme poverty and hunger.

CHAPTER SIX

EMPIRICAL FINDINGS ON THE CONTRIBUTION OF SOCIAL ENTREPRENEURSHIP TO POVERTY AND HUNGER REDUCTION

6.1 Introduction

There is consensus among many authors of the contribution of social entrepreneurship to the eradication of poverty (Stoner & Wankel, 2007; Ogundele *et al.* 2012; Yunus *et al.*, 2012; Jongwe, 2013). Social entrepreneurship is believed to be an appropriate new response for poverty reduction because it provides sustainable solutions and it warrants replication (Yunus *et al.*, 2012). From this study, it has been found that a lot of beneficiaries and social entrepreneurs are benefiting from social entrepreneurship. The question however, is whether social entrepreneurship activities are significantly contributing to the eradication of poverty and hunger in Zimbabwe.

As pointed out in Chapter 2, in subsection 3.1.2, the non-monetary variables of analysis in exploring the contribution of social entrepreneurship to the achievement of MDGs were empowerment, capacity for self-help, income generation, eradication of poverty and hunger, policy advocacy, micro-finance and opportunity identification as well as food security. These made it possible to make consideration of the definition of poverty which does not only consider the monetary aspect but other factors as well. The monetary terms or measures considered in this study were income earned and assets acquired, which made it possible to determine whether earning income helped people to fight poverty and hunger.

6.2 Social Entrepreneurship and MDGs in Zimbabwe

The results from this study showed that social entrepreneurship contributes immensely to the achievement of Millennium Development Goals (MDGs) as 98% of respondents pointed out that they promote the achievement of MDGs while only 2 % considered social entrepreneurship not to be contributing to the achievement of MDGs.

Only few social entrepreneurs (2%) pointed out that they did not contribute to the achievement of MDGs. The focus of this study was MDG1, the eradication of extreme poverty and hunger but it was interesting to find that social entrepreneurial activities are impacting on a number of MDGs as shown in Table 6.1.

Table 6.1: Multiple Responses of the Millennium Development Goals (MDGs) Impacted Through Social Entrepreneurship in Zimbabwe

Millennium Development Goals Impacted	Responses ¹⁹		Percent of Cases ²⁰
	N	Percent	
Research and Development	13	6.2%	9.8%
Promoting education	35	16.7%	26.5%
Help Access to health facilities	28	13.3%	21.2%
Gender equality and empowerment	19	9.0%	14.4%
Eradicating poverty and Hunger	115	54.8%	87.1%
Total	210	100.0%	159.1%

Source: Field Survey 2014

Table 6.1 shows that most social entrepreneurs (87.1 %) were contributing to the eradication of extreme poverty and hunger possibly because of the seriousness of

¹⁹ Percent of responses refer to the number of percentage that was ticked for a particular response.

²⁰ Percent of cases means that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

poverty in Zimbabwe. According to Singh *et al.* (2005) the economy of Zimbabwe deteriorated sharply since 1997 perhaps because of expansionary macroeconomic policies, maladministration and corruption. The results show that social entrepreneurs (14.4%) contributed to promotion of gender equality and empowerment, while 9.8% contributed to research and development.

Comparison of current findings with conclusions from other studies

This confirms Seelos & Mair (2005) who found that through social entrepreneurship new models that cater directly to the MDG needs by providing products and services are created. Seelos *et al.* (2005) findings also suggested that social entrepreneurs contribute directly or indirectly to achieving targets defined by the MDGs. Current results also agree with Yaprak & Ilter (2009) as well as Zahra *et al.* (2009) that social entrepreneurship offer creative solutions to complex and persistent social problems and most relevant in the current Zimbabwean situation (Jongwe, 2013). This study focused on assessing the contribution of social entrepreneurship to the achievement of MDG1, the eradication of extreme poverty and hunger. These results however, differ from Kummitha (2013) who concluded that social entrepreneurship at Barefoot College meets all the eight MDGs.

The following section discusses the population segments social entrepreneurs focus on to determine if poverty and hunger could be characteristic of the beneficiaries of social entrepreneurship. Evidence from the study show that social entrepreneurial activities in Zimbabwe are contributing most to the poor as it was ranked first as shown in Table 6.2.

Table 6.2: Rankings of Social Entrepreneur’s Contribution to their beneficiaries

Population Segment	Number of Respondents (N)	Contribution Rank²¹
Poor	132	(1.49) ¹
Socially excluded	132	(2.94) ²
Discriminated	132	(3.02) ³
Unemployed	132	(3.53) ⁴
Disabled	132	(4.03) ⁵

Source: Field Survey, 2014

The results are similar to Kummitha (*ibid.*) whose target was the poor, the impoverished, the economically and socially marginalised as well as the physically challenged living on less than \$1 per day. The current results agrees with Kato & Mushi (2012) who found that social entrepreneurship addresses hindrances to social and economic development of the marginalised poor, identifying solutions for sustainable social transformation.

The results showed that social entrepreneurship also focused on the socially excluded like the HIV positive, the discriminated such as women, the unemployed and the disabled in order of decreasing importance. The categories of beneficiaries as the findings demonstrated are the people who suffer most from effects of poverty and hunger. Therefore, it may be argued that social entrepreneurs in Zimbabwe are contributing towards addressing the problem of poverty and hunger. For this reason,

²¹Superscript represents ranking on a scale 1-5 for contribution whilst the figure in brackets represents the Friedman’s mean rank. The lower the rank the higher the contribution of social entrepreneurship to that population segment.

the study also established the contributions social entrepreneurship is making in Zimbabwe. Findings from perceptions of the social entrepreneurs and beneficiaries are presented in the following section.

6.3 The Social Value Maximisation of Social Entrepreneurship Activities

Social entrepreneurs are considered to focus on improving the lives of their beneficiaries by addressing social problems than maximising profit for themselves. Web Finance (2013) characterises poverty with the lack of basic needs for food, clothing and shelter.

Table 6.3: Multiple Responses of How Social Entrepreneurs Achieve Social Value Maximisation for their Beneficiaries

Social Value maximisation	Responses ²²		Percent of Cases ²³
	N	Percent	
Providing food	47	12.9%	35.6%
Providing Water	30	8.3%	22.7%
Providing shelter	15	4.1%	11.4%
Financial Support	94	25.9%	71.2%
Education	118	32.5%	89.4%
Medical services	18	5.0%	13.6%
Research and Development	31	8.5%	23.5%
Working with potential dropouts to keep them in school	6	1.7%	4.5%
Assistive homes	3	0.8%	2.3%
Providing collateral for microfinance	1	0.3%	0.8%
Total	363	100.0%	275.0%

Source: Field Survey, 2014

²² Percent of responses refer to the number of percentage that was ticked for a particular response.

²³ Percent of cases means that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one.

The results showed that 89.4% of the respondents enable their respondents to access education (see Table 6.3). Among the respondents 71.2% provide financial support for their beneficiaries (see Table 6.3). The other 35.6% of the respondents ensure food security for their beneficiaries. Research and Development is the value maximisation approach for 23.5% of the social entrepreneurs (see Table 6.3). With the economic downturn in Zimbabwe, even provision of water became a serious problem. In their social value maximisation, 22.7% of the respondents showed that they provide water for their beneficiaries. According to Katungu (2013) social entrepreneurship income generation activities add social value to the communities by meeting the needs of the orphans. Social entrepreneurs aim at the creation of value as opposed to private gain. Other activities of social entrepreneurs include research and development (23.5%), offering medical services (13.6%), providing shelter (11.4%) and work with potential dropouts to keep them in school (4.5%).

Comparison of current findings with conclusions from other studies

These findings confirm Yaprak & Ilter (2009) who propound that social entrepreneurs work with potential dropouts to keep them in school, facilitate manufacturing and grant assistive homes. Katungu (*ibid*) argued that social entrepreneurship enables orphans to go to school or afford to have three meals a day. Only 2.3% of the respondents offer assistive homes while only 0.8% offers collateral for microfinance.

Beneficiaries acknowledged that social entrepreneurs contributed in solving social problems resulting in social value maximisation in Zimbabwe. The beneficiaries' perception to a great extent confirm the social entrepreneurs' intended benefits. Table 6.4 shows that most beneficiaries (95.5%) accessed solutions related to

hunger by receiving food from social entrepreneur activities. It is also shown in Table 6.4 that for 91.1% of the beneficiaries, social entrepreneurship activities guaranteed education related benefits. These findings align with results from social entrepreneurs suggesting that through social entrepreneurship beneficiaries have accessed education which contributes to eradication of hunger.

Table 6.4: Beneficiaries' View on Value Maximisation of Social Entrepreneurship

Social Value maximisation	Responses ²⁴		Percent of Cases ²⁵
	N	Percent	
Providing food	189	16.2%	95.5%
Providing shelter	123	10.5%	62.1%
Providing water	137	11.7%	69.2%
Financial Support	138	11.8%	69.7%
Education	181	15.5%	91.4%
Medical services	121	10.4%	61.1%
Working with potential dropouts to keep them in school	112	9.6%	56.6%
Assistive homes	94	8.1%	47.5%
Manufacturing	44	3.8%	22.2%
Networking, Market Access, Create Awareness, Counselling, Maintaining Roads	27	2.3%	13.6%
Total	1166	100.0%	588.9%

Source: Field Survey 2014

More so, 69.7% of the beneficiaries acknowledged receiving financial support from social entrepreneurship activities (See Table 6.4). The other 69.1% of the beneficiaries had benefited through water services through social entrepreneurship.

²⁴Percent of responses refer to the number of percentage that was ticked for a particular response.

²⁵Percent of cases means that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

The other value maximisation beneficiaries accessed include provision of shelter (62.1%), medical services (61.1%), working with potential dropouts to keep them in school (56.6%), assistive homes (47.5%), manufacturing (22.2%) as well as networking, market access, awareness, counselling, and road maintenance which accounted for (13.6%) of the respondents (refer to Table 6.4).

These findings concur with what social entrepreneurs' referred to as their aim in engaging in social entrepreneurship in Zimbabwe. The following section discusses findings on the contribution of social entrepreneurship to eradication of extreme poverty and hunger.

6.4 Contribution of Social Entrepreneurship to the Eradication of Poverty and Hunger

Social entrepreneurial activities are associated with providing sustainable solutions to the social problems the world face today (Zahra *et al.*, 2009). According to Yunus *et al.* (2012) social entrepreneurship is a suitable innovative response for poverty reduction because it provides sustainable solutions to problems with a possibility of replication. Arguments by Stoner & Wankel (2007) reveal that poverty is everywhere, thus providing endless opportunities to contribute to its reduction. In this study, the majority of social entrepreneur respondents (97%) believed that they provided sustainable solutions to poverty and hunger, while the rest did not consider themselves to be making any contribution.

6.4.1 Social Entrepreneurship and Systems that Create Circumstances of Poverty

The study established that 99% of the respondents considered their activities to change systems that create circumstances of poverty. Only 1% thought that social entrepreneurship has no impact on circumstances of poverty. This confirms findings by Seelos & Mair (2005) submit that social entrepreneurs act upon opportunities to change the structures and systems that recreate circumstances of poverty. As Table 6.5 shows, most social entrepreneurs (63.6%) change circumstances that create poverty by enabling people to be self-sufficient. Other social entrepreneurs 56.8% argued that they change circumstances that create poverty by empowering people. This is related to Kummitha (2013) findings that social entrepreneurship is about identifying the knowledge and skills that the poor possess and train them or provide resources to become their own masters allowing them to rise out of the poverty.

Through their activities 40.9% of the respondents increase income generating activities for their beneficiaries thus transforming the circumstances that create poverty and hunger. The increase of livelihood initiatives by 25.0% of the social entrepreneurs is considered another way through which social entrepreneurs help to change circumstances that create poverty in the context under study. The results also showed that for 23.5% of the social entrepreneurs change systems that create poverty by increasing agricultural productivity. These results agree with Agriculture and Rural Development Department (2003) that improving the productivity of and the economic returns of agriculture for farming households will have immediate effects in eradicating extreme poverty and reducing hunger.

Table 6.5: How Social Entrepreneurship Changes Circumstances that Create Poverty

How systems of poverty are changed	Responses		Percent of Cases
	N	Percent	
Train to be self-reliant	84	26.3%	63.6%
Eliminating obstacles orphans face academically	19	5.9%	14.4%
Empowering people	75	23.4%	56.8%
Promoting livelihood initiatives	33	10.3%	25.0%
Increasing income generating activities	54	16.9%	40.9%
Increasing agricultural productivity	31	9.7%	23.5%
Acquisition of assets	24	7.5%	18.2%
Total	320	100.0%	242.4%

Source: Field Survey 2014

In the area under study agriculture forms the main basis for livelihood, thus enabling beneficiaries to work their lives out of poverty. It is also a means to help the beneficiaries of social entrepreneurs to live a life out of hunger. About 18.2% of the social entrepreneurs considered enabling beneficiaries to acquire assets to help them to come out of circumstances that create poverty. Some social entrepreneurs (14.4%) help to eliminate the circumstances of poverty by eliminating obstacles orphans face academically.

From the explanations outlined above, it can be seen that the main focus of social entrepreneurs is to make it possible for their beneficiaries to help solve the problems they are facing rather than handing out help to them creating a dependency syndrome.

6.4.2 Prospects of Social Entrepreneurship to Raise People out of Poverty

Findings from this study suggest that through social entrepreneurship people can be raised out of poverty as 98.5% of the respondents pointed out while the rest argued

that social entrepreneurship does not raise people out of poverty. These findings confirm Dacanay (2012) who argues that social entrepreneurial activities are responses to the systemic and widespread poverty in developing countries.

According to Nelson & Prescott (2003) people can be lifted out of poverty through two key factors. Firstly, access to affordable products and services especially those that meet basic needs such as water, energy, nutrition, healthcare, housing and education. The second key factor is access to economic opportunity through employment, business linkages, other income generating opportunities, ownership of property and access to credit, new technologies and training.

Table 6.6: Multiple Responses Showing How Social Entrepreneurship Raises People Out of Poverty

How people are raised out of poverty	Responses		Percent of Cases
	N	Percent	
By increasing agricultural productivity	47	14.6%	35.6%
Promoting Education	26	8.0%	19.7%
Increasing Livelihoods	44	13.6%	33.3%
Introducing income generating initiatives	50	15.5%	37.9%
Offer access to financial services	22	6.8%	16.7%
Enhancing self-reliance	56	17.3%	42.4%
Raises income levels of people	41	12.7%	31.1%
Creating Productive Employment	37	11.5%	28.0%
Total	323	100.0%	244.7%

Source: Field Survey 2014

The study revealed that social entrepreneurship raise people out of poverty by enhancing self-reliance as 42.4% of the respondents pointed out (see Table 6.6). According to Katungu (2013) self-reliance is based on the notion that "... people should be connected to each other and with their environment in ways that make

them more effective in their individual and collective efforts towards a better life, developing leadership, decision making and planning skills among other things”.

Findings from this study also show that social entrepreneurship raise people out of poverty by creating productive employment as 28.0% of the respondents pointed out. In support of the above Seelos & Mair (2005) suggested that the link between social and economic development is strengthened through social entrepreneurship.

Table 6.7: Specific Contributions of Social Entrepreneurship to the Eradication of Poverty and Hunger

Contribution of Social entrepreneurship	Responses ²⁶		Percent of Cases ²⁷
	N	Percent	
Help people help themselves	127	32.4%	96.2%
Provide an income for the poor	89	22.7%	67.4%
Create awareness	70	17.9%	53.0%
Give the poor a medium to express their view	15	3.8%	11.4%
Campaign on behalf of the poor	19	4.8%	14.4%
Fight problems at public level	58	14.8%	43.9%
Research and Development	13	3.3%	9.8%
Don't Know	1	0.3%	0.8%
Total	392	100.0%	297.0%

Source: Field Survey 2014

Table 6.7 shows that most social entrepreneurs (96.2%) considered their main contribution to the eradication of extreme poverty and hunger as helping people to support themselves. This agrees with Mlambo (2010) who opines that the most important thing in development is empowerment. Empowerment is viewed as an

²⁶Percent of responses refer to the number of percentage that was ticked for a particular response.

²⁷ Percent of cases means that out of all the people who responded, this is the total percentage, that's why it adds up to more than 100% because each person can tick more than one response.

effective way of helping people by providing them with opportunities rather than something that will meet their temporary needs.

From the 132 sampled social entrepreneurs, the data was analysed using chi-square goodness of fit test. There was a very strong evidence of relationship between the role of social entrepreneurship in strengthening the capacity for self-help and the achievement of MDGs, especially the eradication of extreme poverty and hunger (Chi-square ($X^2=3.919$, $DF=1$, $p<0.045$) as Shown in Table 6.8.

Table 6. 8: Chi-Square Tests of Evidence of Relationships in Populations Based on Social Entrepreneurship Data

Variable 1	Variable 2	Chi-Square Value (X^2)	Degrees of Freedom (DF)	P-Value
Achievement of MDGs	Strengthen capacity for self-help	3.919	1	0.045*
Achievement of MDGs	Influence decisions to reduce extreme poverty	9.224	1	0.002**
Achievement of MDGs	Empowering through Education	3.919	1	0.048*
Achievement of MDGs	To help people help themselves	25.594	1	0.000**
Achievement of MDGs	Income Generation	6.816	1	0.009**
Achievement of MDGs	Microfinance	5.643	1	0.018*
Achievement of MDGs	Eradicating Poverty and Hunger	6.816	1	0.009**
Achievement of MDGs	Policy Advocacy on global Issues	10.076	1	0.002**
Achievement of MDGs	Meeting Objectives relating to people, planet, and profits	9.224	2	0.010**
Achievement of MDGs	Easy to blend poverty reduction with Social Entrepreneurship	32.244	2	0.000**
Achievement of MDGs	Make good money and make a difference in society	21.160	1	0.000**
Achievement of MDGs	Opportunities for social entrepreneurship in Zimbabwe	43.328	1	0.000**

Source: Field Survey 2014

* Significant at 0.05 level

**Highly significant 0.01 level.

Table 6.8 shows that there is an association between the achievement of MDGs and the role of social entrepreneurship to help people help themselves ($X^2=25.594$, $DF=1$, $P=<0.000$). Kummitha (2013) concluded that social entrepreneurs empower their beneficiaries to demonstrate their own capabilities to stand on their own. Through social entrepreneurship beneficiaries use their own capabilities to empower themselves. Social entrepreneurs are not charity organisations but they aim to make people productive (GUD, 2008). The study revealed that social entrepreneurs empower their beneficiaries by ensuring access to education. The results from this study suggests that there is strong evidence of a relationship between the role social entrepreneurship plays in empowering through education and the achievement of MDGs (chi-square=3.919, $DF= 1$, $p=0.048$) (refer to Table 6.8).

The study's results suggest there is a relationship between the availability of opportunities for social entrepreneurship in Zimbabwe and its contribution to the achievement of MDGs. The chi-square test of goodness of fit provides strong evidence of relationship between the opportunities of social entrepreneurship in Zimbabwe and the achievement of MDGs ($X^2=43.328$, $DF=2$, $p=<0.000$) (Refer to Table 6.8).

6.4.3 Social Entrepreneurship and Empowerment

Findings from the study showed that the majority of the respondents (99.2 %) considered empowerment as their intended results, while the rest did not uphold this view. Table 6.9 shows that the majority of social entrepreneurs (41.9%) empowered their respondents by meeting basic needs. These results confirmed findings by Goldstein *et al.* (2009) who discovered that social entrepreneurship activities

empower and reconnect the marginalised poor. Others (34.1%) facilitated grass root development initiatives for their beneficiaries to empower them. It was also interesting to note that as part of their effort to empower their beneficiaries, 29.5 % social entrepreneurs initiated income generating activities for their beneficiaries.

Table 6.9: Multiple Responses Showing How Social Entrepreneurs Empower their Beneficiaries

Ways social entrepreneurs empowered	Responses		Percent of Cases
	N	Percent	
Meeting basic needs	54	19.7%	41.9%
Income generating activities	38	13.9%	29.5%
Strengthening community participation in development	33	12.0%	25.6%
Through livelihood projects	31	11.3%	24.0%
Enhancing maximum agricultural productivity	20	7.3%	15.5%
Supporting SMEs	18	6.6%	14.0%
Influence decisions to reduce extreme poverty	13	4.7%	10.1%
Creating Decent and high productivity jobs	23	8.4%	17.8%
Grass root Development Initiatives	44	16.1%	34.1%
Total	274	100.0%	212.4%

Source: Field Survey, 2014

These findings concur with Kummitha (2013) who suggests that earning incomes raised the living standards for the women in India. Katungu (2013) reflects similar findings pointing out that income generating projects based on social entrepreneurial principles are a critical poverty alleviation and protection mechanism for orphans as they lead to meeting their need and alleviate social problem in the community.

Results from the social entrepreneur's respondents suggest that there is an evidence of a strong relationship between the role social entrepreneurship plays in income

generation and the achievement of MDGs ($X^2=6.816$, $DF=1$, $p=0.009$). The importance of income generation on the poor has been acknowledged as a way to enable people to work their lives out of poverty (Yunus *et al.* 2010). Findings from other studies suggest that income generating activities can help vulnerable communities to generate income to address their basic needs in a sustainable manner. Chitiga-Mabugu *et al.* (2013) argued that income generating activities contribute to poverty reduction, well-being improvement of the communities, empowerment, self-reliance as well as community development.

This study found out that income generating activities include crop and livestock agricultural production, non-farm enterprises and small business enterprises. Results in Table 6.8 show that there is evidence of a strong relationship between the role of social entrepreneurship in making good money and making a difference in society and the achievement of MDGs ($X^2=21.160$, $Df=2$, $p=<0.000$).

Most development initiatives exclude the participation of the communities, which has always been considered the cause of the failure of many development initiatives. However, 25.6% of the respondents strengthened the participation of the communities in development as an empowerment tool. According to Dacanay (2012), social entrepreneurship engages the poor and addresses their poverty. The capability approach advocates for the development of human abilities to enable them to achieve a life that they have a reason to value (Sen, 1999; Nussbaum, 2000). Table 6.8 shows that 24.0% social entrepreneurs empower beneficiaries through livelihood projects. In addition, 17.8% of the respondents created decent and high productivity jobs for their beneficiaries to empower them. These results agree with

Agriculture and Rural Development (2003) which contended that increased employment and rising wages is the only means by which the poor will be able to satisfy their needs sustainably.

The lack of food for many people in the study keeps them in serious poverty conditions. It was suggested from the findings in this study that 15.5% of social entrepreneurs enhanced maximum agricultural productivity to empower their beneficiaries. Agriculture and Rural Development (2003) suggested that agricultural productivity can serve as the basis for broad pro-poor economic growth to bring about permanent reductions in poverty. The support of small and medium enterprises was considered as an empowerment tool by 14.0% of the respondents. Interestingly, 10.1% of social entrepreneur respondents influenced decisions to reduce extreme poverty as a means to empower beneficiaries, and thus help in the eradication of poverty and hunger.

6.4.4 Social Entrepreneurship, Economic Growth and Poverty Reduction

The findings from this study divulged that 98.5% of social entrepreneurs considered that there is a connection between economic growth and poverty reduction, while the rest disagreed with this assertion. Table 6.10 shows that for 60.6% of the respondents, social entrepreneurship increased productivity as a way of strengthening the relationship between economic growth and poverty reduction. Results also showed that 25.0% of the social entrepreneurs facilitated the development of micro-enterprises, which subsequently strengthen the link between economic growth and poverty reduction. In addition the role of social entrepreneurship in enabling beneficiaries to earn an income strengthens the link

between economic growth and poverty reduction for 41.7% of the respondents (See Table 6.10). Social entrepreneurs (30.3%) also activate the local market activity thereby strengthening the link between economic growth and poverty reduction.

Table 6.10: Explanations of the Link Between Economic Growth and Poverty Reduction

How Social Entrepreneurship strengthens the link between economic growth and poverty reduction	Responses		Percent of Cases
	N	Percent	
Improved productivity	80	27.8%	60.6%
Earn Income	55	19.1%	41.7%
Empowering through education	27	9.4%	20.5%
Complementing government efforts	12	4.2%	9.1%
By increasing access to water	6	2.1%	4.5%
Activating local market activity	40	13.9%	30.3%
Developing microenterprises	33	11.5%	25.0%
Influence change of policy	10	3.5%	7.6%
Developing homes for the homeless	4	1.4%	3.0%
Develop appropriate agricultural technologies	21	7.3%	15.9%
Total	288	100.0%	218.2%

Source: Field Survey 2014

The other 20.5% of the respondents empowered their respondents through education, thereby strengthening the link between economic growth and social entrepreneurship. The results also suggest that for 15.9% of the respondents, social entrepreneurship develops appropriate agricultural technologies for their beneficiaries thereby strengthening the link between poverty reduction and economic growth.

The findings show that 9.1% of the social entrepreneurs complimented government efforts. According to Light (2008) social entrepreneurs compliment public sector's

incapacity to deliver basic needs for instance clean water, electricity and transport system. In line with this Dacanay (2012), social entrepreneurs respond to widespread poverty and continuing failure of state as well as market institutions. In addition, 7.6% influence change of policy and 3.0% develop homes for the homeless, which they consider to be important in strengthening the link between economic growth and poverty reduction in Zimbabwe.

These arguments are in line with Nhuta (2012) who reported that social entrepreneurship addresses existing societal needs by providing workable solutions that can be replicated in various contexts. Evidence from beneficiaries showed that the majority (78.9%) acquired skills to help themselves from the activities of social entrepreneurship. Furthermore, 55.3% of the beneficiaries pointed out that they received an income from social entrepreneurs. Findings from beneficiaries also showed that social entrepreneurship created awareness for 39.7% of the respondents, campaigned on behalf of 25.1% of the respondents, fought for the problems of 21.6%. Lastly, 16.1% of the beneficiaries acknowledged that it was through social entrepreneurship that they could express their views.

It was interesting to find that 11.1% of the beneficiaries' standard of living improved through social entrepreneurship contributions. These results confirmed findings by Mishi & Kapingura (2012) who concluded that there are countless reasons to hypothesize economic contributions of social entrepreneurship and therefore its role in poverty alleviation, fostering sustainable livelihoods and ensuring economic empowerment especially in developing countries. It can therefore be concluded that

social entrepreneurship is making significant contributions towards the eradication of poverty and hunger in Zimbabwe.

6.5 Social Entrepreneurship Activities' Contributions towards the Poorest Communities in Zimbabwe

The results from this study showed that social entrepreneurial activities promote skills transfer for the poorest communities in Zimbabwe as supported by 79.5% of the respondents. According to 67.4% of the respondents, social entrepreneurs facilitate the creation of income generating activities in Zimbabwean poorest communities. More so, social entrepreneurial activities from 33.3% of respondents improve health and educational status. Findings from this study also revealed that 19.7% of social entrepreneurs provide capital to start income generating activities in Zimbabwean poorest communities. All these activities are very important for fighting poverty and hunger.

6.5.1 Social Services the Poor Accessed Through Social Entrepreneurship

Most social entrepreneurs (90.9%) offer education and training to their beneficiaries as shown in Table 6.11. Education is very important for any community to participate in activities that allow them to come out of poverty.

Training allows the beneficiaries to acquire skills to earn a living. Relevant to the trend above are suggestions made by Kummitha (2013) that social entrepreneurship use education and training to the rural poor as a way of inclusion.

Table 6.11: Multiple Responses of the Services the Poor Accessed Through Social Entrepreneurship

Services accessed by the poor	Responses		Percent of Cases
	N	Percent	
Healthcare	42	15.6%	31.8%
Social Support	101	37.5%	76.5%
Education and Training	120	44.6%	90.9%
Subsistence allowance	6	2.2%	4.5%
Total	269	100.0%	203.8%

Source: Field Survey 2014

As shown in Table 6.11, 76.5% social entrepreneurs offer social support for their respondents. Health is also offered by 31.8% of the respondents. Only 4.5% of the respondents argued that they offer subsistence allowance to their beneficiaries. These results agree with Osberg (2009) who propounded that social entrepreneurs work to eliminate hunger, fight climate change, establish schools and achieve equity for women.

6.5.2 Economic Activities the Poor Accessed Through Social Entrepreneurship

The results in Table 6.12 indicate that through social entrepreneurship, the poor can now engage in income generating activities as facilitated by 87.9% of the respondents. One of the limitations faced by the poor is failure to get loans because they do not have any collateral.

The findings from this study show that 20.5% of the respondents facilitated their beneficiaries to access loans. It was revealed in this study that social entrepreneurs do not only give loans to their beneficiaries but also equip them with financial management skills. The approach facilitated the beneficiaries to create a financial pool for themselves commonly known as 'Mukato' in Zimbabwe, where a group

contributes an agreed amount to a pool which they can borrow and repay as the need arises.

Table 6.12: Economic Activities the Poor Accessed Through Social Entrepreneurship

Economic Activities poor accessed	Responses		Percent of Cases
	N	Percent	
Asset Transfer	11	6.3%	8.3%
Income Generation	116	66.3%	87.9%
Loans	27	15.4%	20.5%
Micro-finance	21	12.0%	15.9%
Total	175	100.0%	132.6%

Source: Field Survey 2014

Table 6.12 shows that social entrepreneurs (15.9%) facilitated the poor to access microfinance while 8.3% of the respondents made it possible for the poor to have asset transfer. These results agree with Yunus *et al.* (2010) who concluded that Grameen Bank initiated the development of microfinance and developed 30 businesses to alleviate poverty. The findings above confirm findings by Yunus *et al.* (*ibid*) who suggests that social entrepreneurs initiate the development of microfinance to alleviate poverty. Mishi & Kapingura (2009) reported that the only source of finance for women's business is microfinance. Therefore, such a contribution by social entrepreneurs in Zimbabwe is very important to enabling women to engage in activities to eliminate poverty and hunger. All these economic activities are very important towards the eradication of poverty and hunger.

The study's findings in Table 6.8 above show that there is a relationship between the contribution of social entrepreneurship in microfinance to the poor and the achievement of MDGs ($X^2=5.643$, $DF=1$, $p=0.002$). In Mago (2010) it was suggested that in Zimbabwe there is a link between microfinance and poverty alleviation through providing the poor's coping strategies, livelihoods and development in general. According to Canadian International Development Agency, (CIDA)(2010) access to microfinance systems and skills helps to reduce household poverty.

6.6 The Impact of Social Entrepreneurship on Food Security

The study revealed that the majority of social entrepreneurs (97.7%) are making an impact on food security and the rest did not consider this to be true. As Table 6.13 illustrates, 57.6% of the social entrepreneurs impacted on food security through improving productivity through research. Agriculture and Rural Development Department (2003) points out that increased food production will lead to reduction in food prices, which will improve the purchasing power of the poor throughout the economy whether they engage in agriculture or some other sector. According to CIDA (2010) sustainable food production as well as research and development help reduce hunger.

Respondents argued that they research on the most relevant agricultural methods to increase food production in the context under study. Findings from this study show that for 37.9% of social entrepreneurs, the grass root initiatives they facilitate impact food security by impacting levels of production at lowest levels. The results also suggest that for 24.2% of the respondents, training had positive impact on food production. Through trainings beneficiaries at grass root level who constitute the

poorest and vulnerable populations to poverty and hunger will acquire skills to improve food production. The results also indicated that 21.2% of social entrepreneurs impact food security through reducing vulnerability to drought.

Table 6.13: Description of How Social Entrepreneurship Impact Food Security

Impact on Food Security	Responses		Percent of Cases
	N	Percent	
Improve productivity through research	76	25.9%	57.6%
Training	32	10.9%	24.2%
Food for Asset	21	7.1%	15.9%
Financial Management Skills	22	7.5%	16.7%
Launch small business	19	6.5%	14.4%
Reduce vulnerability to drought	28	9.5%	21.2%
Expand Irrigation schemes	20	6.8%	15.2%
Grass root Initiatives	50	17.0%	37.9%
Vulnerable Group Feeding	26	8.8%	19.7%
Total	294	100.0%	222.7%

Source: Field Survey 2014

In extreme cases, 19.7% of the social entrepreneurs introduced vulnerable group feeding schemes to increase food security. The vulnerable group feeding schemes were considered to be initial initiatives while the social entrepreneurs develop more sustainable food projects for their beneficiaries.

Results from Table 6.13, also show that 16.7% of the respondents impacted the food security of their beneficiaries through financial management skills. It was interesting to find that 15.9% of the respondents use food for asset to ensure food security. This is an initiative where communities build community assets in exchange for food. In some communities irrigation schemes were developed in this manner, by allowing

the beneficiaries to participate in constructing their own irrigation tunnels in exchange of food. Other respondents (15.2%) expand irrigation development as a way of promoting food security. The findings also suggest that launching of small businesses by 14.4% of the respondents was an effective approach towards ensuring food security. The argument was if beneficiaries succeed in their business initiatives they earn income and can be able to buy food. From these findings it is clear that social entrepreneurs contribute towards reducing hunger through the initiatives described above and as illustrated in Table 6.13.

6.7 Beneficiaries' Perspectives on the Impact of Social Entrepreneurship on Poverty Reduction Programmes

A sample of 200 beneficiaries as discussed in Chapter 4 was sampled to verify the contribution of social entrepreneurship to the beneficiaries in the context of Zimbabwe. Beneficiaries acknowledged that social entrepreneurship provided sustainable solutions to the problems they were encountering in life. The major problem that inspired carrying out this study was the ever increasing poverty levels in Zimbabwe, in an environment where the government and other private actors are limited in resources to reduce the poverty. As a result many other problems started affecting the people in Zimbabwe.

The study showed that the income status of beneficiaries was very poor for 18.5% of the beneficiaries before encountering social entrepreneurship but reduced to 2.5% after encountering social entrepreneurship. In addition 34.5% of the beneficiaries were poor before encountering social entrepreneurship but after engaging social entrepreneurship the poor became 18.5%. The results also show that before

engaging in social entrepreneurship 40.5% of the beneficiaries' incomes were good while after social entrepreneurship the income status of beneficiaries for 39.5% of the beneficiaries was good.

Unlike before social entrepreneurship where only 6.5% of the beneficiaries classified their income status as very good, 31.0 % of the respondents considered their income status to be very good. It was only after engaging in entrepreneurship that beneficiaries (8.5%) considered their income status to be excellent. There is consensus among authors that income improvement provides a basis to determine the possibility of the reduction of poverty and hunger (Yunus *et al.* 2010; Dacanay, 2012).

Table 6.14: Beneficiaries' Chi-Square Tests of Relationships in Populations on Basis of Sample Data

Variable 1	Variable 2	Chi-square Value (X ²)	DF	P-Value
Sustainable solutions to life problems	Income status before encountering social entrepreneurship	21.162	6	0.000**
Sustainable solutions to life problems	Income status after social entrepreneurship	27.582	8	0.001**
Sustainable solutions to life problems	Income generation skills	37.147	2	0.000**
Sustainable solutions to life problems	Lessens burdens on finances	8.959	2	0.011**
Sustainable solutions to life problems	Enables children to go to school	12.734	2	0.002**
Sustainable solutions to life problems	Income earning skills	7.808	2	0.000**
Sustainable solutions to life problems	Provide an income for the poor	18.745	2	0.000**

Source: Field Survey 2014

* Significant at 0.05 level.

** Highly significant at 0.01 level

DF = Degrees of freedom

The findings from the study also suggest that there is strong evidence of relationship between the role of social entrepreneurship in solving life's problems and the role it

plays in enabling the beneficiaries to acquire income generation skills ($X^2=37.147$, $DF=2$, $p<0.000$) as shown in Table 6.14. The results show that there is an association between social entrepreneurs' role in solving life problems and providing an income for the poor ($X^2= 18.745$, $DF=2$, $p<0.000$).

This implies that the problem beneficiaries' inability to earn an income was solved through social entrepreneurial activities. These results agree with Santos (2009) who alludes that social entrepreneurs develop solutions to problems and also raise awareness for the powerless and localised fragments of the population. These results confirm findings by Chitiga-Mabagu *et al.* (2013) that income generating activities focus on the need to create opportunities for poor communities that can productively use locally available resources to develop less state and aid dependent more self-reliant households and communities who are able to care for themselves. Social entrepreneurship helps its beneficiaries to earn an income.

In addition the study's findings showed that there is an association between the role of social entrepreneurship in solving life's problems and the ability of beneficiaries to pay school fees ($X^2=12.412$, $DF=2$, $p=0.002$). As discussed above beneficiaries were able to pay school fees for the children with the proceeds from social entrepreneurship. It was interesting to also note that a strong relationship exists between the role of social entrepreneurship in solving life problems and the role it plays in enabling children to go to school ($X^2=12.734$, $DF=2$, $p=0.002$). Failure to send children to school is a problem related to the poverty levels in any society. From this study it may be concluded that the impact of social entrepreneurship is evident in capacitating the poor beneficiaries to send their children to school.

Furthermore there was an association between the role of social entrepreneurship in providing sustainable solutions to life problems and its contribution in lessening financial burdens ($X^2=8.959$, $DF=2$, $p=0.011$) as shown in Table 6.14. Most of the beneficiary respondents were females, who are usually in the house while the husbands go for work. However as they engage in social entrepreneurship, they complement their husbands in meeting the financial needs of their families.

There was evidence of relationship between the contribution of social entrepreneurship in providing sustainable solutions to life's problem and the acquisition of assets ($X^2=28.407$, $DF=2$, $p=<0.000$) as shown in Table 6.16. This confirms the consensus among many authors that assets are important for poor people to come out of poverty. In support of the above, Chitiga-Mabagu *et al.* (2013) propounded that access to assets plays an important role in determining the household's ability to connect to poverty reducing income generating activities particularly focused on addressing the income dimension of poverty.

The chi-square test of freedom shows that there is a relationship between the role of social entrepreneurship in solving life's problems and making agriculture more productive ($X^2=16.772$, $DF=2$, $p=<0.000$) as presented in Table 6.15. When people are poor they may adopt inefficient methods of agriculture, which may subsequently hinder sufficient supply of food.

These results may therefore imply that through social entrepreneurship hindrances to efficient agricultural production are eliminated making it possible for beneficiaries

of social entrepreneurship to be free for hunger. The study's results also revealed that there is an association between social entrepreneurship contribution to sustainable solutions to life problems and its role in making it possible for beneficiaries to access basic needs thereby improving their standard of living ($X^2=14.977$, $DF=2$, $p=0.001$) as shown in Table 6.15. These findings may imply that some problems beneficiaries were facing are related to the lack of basic needs such as food, shelter, water and medical services.

Table 6.15: Beneficiaries' Chi-Square Tests of Relationships in Population Based on Sample Data on How Social Entrepreneurship Fights Poverty and Hunger

Variable 1	Variable 2	Chi-square value (X^2)	DF	P-Value
Sustainable Solutions to life Problems	Acquisition of Assets	28.407	2	0.000**
Sustainable solutions to life problems	More productive Agricultural activity	16.772	2	0.000**
Sustainable solutions to life problems	Makes it possible to access basic needs improving the standard of living	14.977	2	0.001**
Sustainable solutions to life problems	Impact on poverty and hunger	29.850	4	0.000**
Sustainable solutions to life problems	Good job helping the poorest fight poverty	46.247	8	0.000**
Sustainable solutions to life problems	Sustainable means to meet needs	8.028	2	0.018*
Sustainable solutions to life problems	Initiatives to reach out to remote areas	9.562	2	0.008**

Source: Field Survey 2014

* Significant at 0.05 level.

** Highly significant at 0.01 level.

DF= Degrees of Freedom

The contribution of social entrepreneurship may have reduced these problems among the respondents as the results show. The chi-square test of goodness of fit further confirm evidence of relationship between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its role in providing sustainable means to meet needs ($X^2= 8.028$, $DF=2$, $p=0.018$). Such findings confirm arguments by Dacanay (2012) that social entrepreneurship aims at

providing sustainable solutions to problems. There was an association between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its provision of initiatives to reach out to remote areas ($X^2 = 9.562$, $DF=2$, $p=0.008$) as illustrated in Table 6.15. As discussed in Chapter 5, social entrepreneurship missions are influenced by negative positive externalities, thus these results confirm further the contribution social entrepreneurship makes towards eradicating poverty and hunger.

Findings from the chi-square tests show that there is a relationship between the contribution of social entrepreneurship in providing sustainable solutions to life's problems and the opinion that social entrepreneurship is doing a good job helping the poorest fight poverty ($X^2 = 46.247$, $DF=8$, $p= <0.000$) (see Table 6.15). These results confirm Mair & Marti (2005) who suggests that the aim of social entrepreneurship is not charity, but to help beneficiaries find solutions to solve their own problems. The chi-square test results also show that there is evidence of a relationship between the contribution of social entrepreneurship in providing sustainable solutions to life problems and the impact made on poverty and hunger ($X^2=29.850$, $DF=4$, $p=<0.000$). The contribution of social entrepreneurship may have reduced these problems among the respondents as the results show.

The chi-square test of goodness of fit further confirm evidence of relationship between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its role in providing sustainable means to meet needs ($X^2= 8.028$, $DF=2$, $p=0.018$). The researcher opines that social entrepreneurship aims at providing sustainable solutions to problems. There was an association

between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its provision of initiatives to reach out to remote areas ($X^2 = 9.562$, $DF=2$, $p=0.008$) as illustrated in Table 6.15.

As discussed in Chapter 5, social entrepreneurship missions are influenced by negative positive externalities, thus these results confirm further the contribution social entrepreneurship makes towards eradicating poverty and hunger. Findings by Dacanay (2012) show that social entrepreneurship missions are extensive including provision of specialised employment, creation of social services, rural development, poverty alleviation, enhancing the poor's quality of life as well as rural development. The researcher suggests that the contribution of social entrepreneurship may have reduced these problems among the respondents as the results show.

The chi-square test of goodness of fit further confirm evidence of relationship between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its role in providing sustainable means to meet needs ($X^2= 8.028$, $DF=2$, $p=0.018$). Such findings confirm arguments by Robbins (2011) that social entrepreneurship aims at providing sustainable solutions to problems, particularly alleviating social exclusion and unemployment. There was an association between the contribution of social entrepreneurship in providing sustainable solutions to life problems and its provision of initiatives to reach out to remote areas ($X^2 = 9.562$, $DF=2$, $p=0.008$) as illustrated in Table 6.15.

As also discussed in Chapter 5, social entrepreneurship missions are influenced by negative positive externalities, thus these results confirm further the contribution

social entrepreneurship makes towards eradicating poverty and hunger ($X^2 = 29.850$, $DF=4$, $p=0.000$) as shown in Table 6.15. These findings agree with Santos (2009) who argues that social entrepreneurship is the pursuit of sustainable solutions to problems of neglected positive externalities.

In view of these findings this study rejects the null hypothesis that social entrepreneurship does not contribute to the achievement of MDGs. There is significant evidence that social entrepreneurship provides an alternative to the achievement of MDGs, especially the eradication of poverty and hunger.

Results from the beneficiaries acknowledge the contribution of social entrepreneurship in their empowerment as shown in Table 6.16.

Table 6.16: Chi-Square Tests of Evidence of Relationship in the Population based on Beneficiaries Sample Data on the Impact of Social Entrepreneurship

Variable 1	Variable 2	Chi-Square (X^2) Value	DF	P-Value
Social entrepreneurship empowerment	Acquisition of Assets	23.612	2	0.000**
Social entrepreneurship empowerment	Sustainable solutions to life problems	77.598	4	0.000**
Social entrepreneurship empowerment	Compliment resource constrained governments	15.920	2	0.000**
Social entrepreneurship empowerment	Social entrepreneurship results in improved standard of living	8.880	2	0.012**

Source: Field Survey, 2014

* Significant at 0.05 level.

**Highly significant 0.01 level.

DF= Degrees of Freedom

The chi-square test of goodness of fit revealed that there was a relationship between social entrepreneurship empowerment and the acquisition of asserts ($X^2 = 23.612$, $DF=2$, $p=<0.000$) as shown in Table 6.16. This may imply that the beneficiaries are empowered through social entrepreneurship economically to acquire assets. As

pointed out in the sections above social entrepreneurs enable beneficiaries to engage in income generating activities and facilitate microfinance initiatives which facilitate self-reliance among the beneficiaries. These results agree with Santos (2009) that social entrepreneurship mainly focuses on empowering their beneficiaries to solve their social problems. Dacanay (2012) reflects similar findings as he argues that through social entrepreneurship the poor are partners in their own poverty reduction.

There was also an association between social entrepreneurship empowerment and the ability of social entrepreneurship to provide sustainable solutions to problems beneficiaries had ($X^2 = 77.598$, $DF = 4$, $p = <0.000$) as shown in Table 6.16. When beneficiaries are empowered they can implement strategies initiated through social entrepreneurship to enable beneficiaries to fight against poverty and hunger. Sen (1999) and Nussbaum (2000) contended that the capability approach advocates for the development of human abilities to enable them to achieve a life that they have a reason to value. The capability approach is basically on what people are able to do based on their abilities.

The results also showed that there is an association between social entrepreneurship empowerment and the role social entrepreneurship plays in complimenting resource constrained governments in solving social problems ($X^2 = 15.920$, $DF=2$, $P=<0.000$) as shown in Table 6.16. Zimbabwe faced serious economic crisis from 2008, which limited the government's resource capacity to address social problems such as poverty, hunger, water, sanitation and shelter. As the results show, this may suggest that the empowerment social entrepreneurship

initiates is highly instrumental in complimenting government's efforts to meet the MDGs. These conclusions agree with Dacanay (2012) as well as Shockley & Frank (2011) that social entrepreneurship activities compliment the government supply of goods and services when there is excess demand.

The results also show that there is evidence of relationship between social entrepreneurship empowerment and the opinion that social entrepreneurship results in improved standard of living ($X^2 = 8.880$, $DF=2$, $p=<0.000$). These findings may suggest that as beneficiaries are empowered as discussed earlier on, they are able to experience improved standards of living. These findings confirm arguments by Stoner & Wankel (2007) that the task of reducing poverty is not about making people rich but instead about making them productive.

6.8 Contribution of Social Entrepreneurship to Various Aspects of Poverty Alleviation Strategies

Most respondents strongly agreed that social entrepreneurship deals with complex social needs as shown in Table 6.17. These results confirm findings by Zahra *et al.* (2009) that social entrepreneurship offer creative solutions to complex and persistent social problems. The results showed that social entrepreneurship contribution in dealing with complex problems enables social entrepreneurs to address areas of unmet social needs ($r=0.323$, $p=<0.000$) (as shown in Table 6.18). The results showed that social entrepreneurship contribution in dealing with complex problems enables social entrepreneurs to address areas of unmet social needs ($r=0.323$, $p=<0.000$) (as shown in Table 6.18). Findings by Peredo (2005) indicate that social

entrepreneurship innovatively meets complex social needs in the face of diminishing public funding.

Table 6.17: Descriptive Statistics of the Contribution of Social Entrepreneurship to the Alleviation of Poverty and Hunger

Contribution of Social entrepreneurship	N	Minimum	Maximum	Mean	Std. Deviation
Deals with complex social needs	132	1	5	4.57	0.690
Helpful and dedicated to work for the welfare of others	132	1	5	4.30	0.653
Increase expand human capabilities to increase the quality of life and chances on the poor	132	1	5	4.35	0.642
Help people to reach their full potential	132	1	5	4.27	0.830
Engage the poor and address poverty	132	2	5	4.40	0.628
Addresses areas of unmet social needs that public and private sectors have failed to address	132	1	5	4.37	0.659
Compliments public sector's incapacity to deliver basic needs such as clean water, electricity, transport systems in rural and urban areas	132	2	5	4.42	0.643
A sustainable method of enabling disadvantaged groups to improve their position	132	1	5	4.42	0.752
Help in the formation of policy to reduce poverty	132	1	5	4.11	1.100
Provides regular incomes for the unemployed	132	1	5	4.10	0.907
Successfully addresses social needs and effectually remove the need from existence	132	1	5	3.97	1.118
Promotes nutrition for malnourished children	132	1	5	4.29	0.757
The profits produced by social entrepreneurship will go to benefit the poor	132	1	5	4.29	0.737
Environmentally sustainable alleviating major social problems such as hunger	132	1	5	4.40	0.750
Valid N (listwise)	132				

(Averages on responses 1=strongly disagree, 2=disagree, 3=not sure, 4=agree, 5=strongly agree and were ranked to identify the perception of respondents in view of the contribution of social entrepreneurship).

Source: Field Survey, 2014

From Table 6.18, results show that the p-value= <0.000 and $r=0.332$, thus the results indicate that there is a positive correlation between the contribution of social entrepreneurship in dealing in dealing with complex problems and social entrepreneurship being environmentally sustainable alleviating major social problems. This may suggest that if the contribution of social entrepreneurship in

dealing with complex problems is strategically implemented, they will positively have an impact on the ability of social entrepreneurs to be environmentally sustainable alleviating major social problem.

Table 6.18: Correlations of Contribution of Social Entrepreneurship on the Reduction of Poverty and Hunger

Variable 1	Variable 2	Correlation (r)	P-Value
Deals with complex problems	Address areas of unmet social needs	0.323(**)	0.000
Deals with complex problems	Compliments public sector's incapacity to deliver basic needs	0.271 (**)	0.002
Deals with complex problems	Environmentally sustainable alleviating major social problems	0.332(**)	0.000
Helpful and dedicated to work for the welfare of others	Increase and expand human capabilities	0.335 (**)	0.000
Helpful and dedicated to work for the welfare of others	Profits benefit the poor	0.272 (**)	0.002
Help people to reach their full potential	Increase and expand human capabilities	0.174 (*)	0.046
Engage the poor and address poverty	Increase and expand human capabilities	0.290 (**)	0.001
Provides regular incomes	Help people reach their full potential	0.173(*)	0.047
Address social needs	Engage the poor and address poverty	0.191(*)	0.028
Address social needs	Address areas of unmet social needs	0.306(**)	0.000
Profits benefit the poor	Help people to reach their full potential	0.225(*)	0.010
Profits benefit the poor	Provides regular incomes for the poor	0.383 (**)	0.000
Profits benefit the poor	Promotes nutrition for the malnourished children	0.598 (**)	0.000
Environmentally sustainable to alleviate major social problems	Increase and expand human capabilities	0.307(**)	0.000
Alleviate major social problems	Engage the poor and address poverty	0.220 (*)	0.011
Alleviate major social problems	Sustainable method of enabling disadvantaged groups improve	0.323 (**)	0.000
Sustainable method of enabling disadvantaged groups to improve	Compliments public sector's incapacity to deliver basic needs	0.293 (**)	0.001

*Correlation is significant at the 0.05 level (2-tailed)

**Correlation is Highly Significant at the 0.01 level (2-tailed)

Source: Field Survey, 2014

There was also consensus among respondents who agreed that social entrepreneurship compliments public sector's incapacity to deliver basic needs such

as clean water, electricity, transport systems in rural and urban areas. This confirms arguments by Borzaga *et al.* (2008) that social entrepreneurs compliment the roles of other actors like public agencies, traditional cooperatives and advocacy organisations in addressing the problems of the target populations.

Similar results were found by Yaprak & Ilter (2009) that social entrepreneurship is a plausible intervention to compliment the measures of the government to solve social problems. The contribution of social entrepreneurship in dealing with complex problems makes it possible for social entrepreneurs to compliment public sector's incapacity to deliver basic needs ($r=0.271$, $p=0.002$) (refer to Table 6.18).

In addition, the results in Table 6.17 also showed that respondents agreed that social entrepreneurship is a sustainable method of enabling disadvantaged groups to improve their position. These results confirm findings by Hibbert *et al.* (2001) who suggested that social entrepreneurship is important in alleviating social disadvantage and enable disadvantaged groups to improve their position. The beneficiaries (78.9 %) from the study acknowledged that social entrepreneurship enables them to help themselves (see Appendix F). The results showed that the role of social entrepreneurship as a sustainable method of enabling disadvantaged groups to improve their position enables social entrepreneurs' ability to compliment public sector's incapacity to deliver basic needs ($r=0.293$, $p=0.001$) (see Table 6.18). In support of the above, Han & Mckelvey (2009) point out that social entrepreneurship benefit specific disadvantaged people.

As shown in Table 6.17, social entrepreneurship was reported to be environmentally sustainable alleviating major social problems. This facilitates social entrepreneurs to increase and expand human capabilities ($r=0.307$, $p=0.000$) (see Table 6.18). Findings from the study further show that social entrepreneurship's ability to be environmentally sustainable to alleviate major social problems allowed them to engage the poor and address poverty ($r=0.220$, $p=0.011$) (see Table 6.18). From Table 6.18, it shows that the p -value= 0.000 and $r=0.323$, indicating that there is a positive correlation between the contribution of social entrepreneurship as being environmentally sustainable to alleviate major social problems and its role as a sustainable method of enabling disadvantaged groups improve. This suggests that sustainable methods of enabling disadvantaged groups improve are enhanced when social entrepreneurship is used as an environmentally sustainable measure to alleviate major social problems.

The results from the study also indicated that social entrepreneurs are helpful and dedicated to work for the welfare of others. It was agreed among the respondents that social entrepreneurs are helpful and dedicated to work for the welfare of others allowing them to use profit from their ventures to benefit the poor ($r=0.272$, $p=0.002$) as shown in Table 6.18. Interestingly Katungu (2013) found out that members of Mberengwa community in Zimbabwe attach a great deal of weight to the welfare of the orphans ahead of their own well-being in their social entrepreneurial activities.

Respondents from the study agreed that profits produced by social entrepreneurship will go to benefit the poor. From Table 6.18, it is noted that p -value= <0.000 and $r=0.395$, indicating that there is a positive correlation between the social

entrepreneur's profits benefiting the poor and the contribution it makes to help people reach their full potential in Harare in Zimbabwe. The results showed that people's full potential is enriched when social entrepreneurs' profits are directed to benefit the poor.

Findings from the study showed that the contribution of social entrepreneurship by benefiting the poor with their profits provides regular incomes for the unemployed ($r=0.383$, $p<0.000$) as shown in Table 6.18. The beneficiaries (55.3%) in this study pointed out that social entrepreneurship provides them with an income (see Appendix F). These findings agree with Dacanay (2012) who points out that social entrepreneurship provide regular income sources for the unemployed. Having the social entrepreneurs' profits benefiting the poor promotes nutrition for the malnourished children ($r=0.598$, $p<0.000$) see Table 6.18. The study's results concur with GUD (2008) who argued that profits earned through social entrepreneurship benefit the poor to reduce poverty or escape it altogether. On the same note, Muhammad *et al.* (2010) concluded that social entrepreneurship has a nutritional impact.

The study's results in Table 6.17 show that respondents agreed that social entrepreneurs help in the formation of policy to reduce poverty. In addition, respondents also agreed that social entrepreneurship provides regular incomes for the unemployed. The contribution of social entrepreneurs in providing regular incomes help poor people to reach their full potential ($r=0.173$, $p=0.047$). There was agreement among respondents that social entrepreneurship engages the poor and address poverty. However, the results showed that respondents were undecided on

whether or not social entrepreneurship successfully addresses social needs and effectually remove the need from existence (see Table 6.17). All these aspects as discussed above are important in meeting the MDGs, and more specifically in addressing the problems of poverty and hunger.

From the results above, there is evidence to support the rejection of the null hypothesis. The null hypothesis that social entrepreneurship does not contribute to the achievement of MDGs was rejected in favour of the alternative hypothesis. The tests above reveal that social entrepreneurship compliments the methods to achieve MDGs. The study's results from beneficiaries' questionnaire were considered to confirm if social entrepreneurs are really contributing towards the achievement of MDGs, especially the eradication of extreme poverty and hunger.

With the aforementioned evidence from the chi-square tests, this study therefore rejects the null hypothesis that social entrepreneurship does not contribute to the achievement of MDGs. There is evidence of the contribution social entrepreneurship is making towards the eradication of poverty and hunger as well as other MDGs. As a result it can be argued that social entrepreneurship provides an alternative towards the achievement of MDGs, particularly the eradication of poverty and hunger.

6.9 Rankings of the Contributions of Social Entrepreneurship to the Achievement of MDGs

Evidence from the study suggested that social entrepreneurship contributed most to providing education and training in ways that enable beneficiaries to eradicate poverty and hunger as this was ranked 1 on a 1-12 rank scale as shown in Table

6.19. The findings from the study show that generating incomes was ranked as the second most important contribution social entrepreneurs make towards the eradication of poverty and hunger.

Table 6.19: Contribution Rankings of Social Entrepreneurship to the Achievement of MDGs on 1-12 Scale

Contribution	Frequency (N)	Mean Rank²⁸
Providing homes for the homeless	59	(10.11) ¹²
Training illiterate and semi-illiterate people	59	(5.81) ⁴
Providing Education and Training	59	(3.08) ¹
Recycling garbage, sewage, and other waste products	59	(9.77) ¹¹
Protecting the environment	59	(9.03) ¹⁰
Providing food for the needy	59	(7.35) ⁹
Increase Productivity	59	(6.46) ⁸
Job Creation	59	(6.08) ⁶
Seek Opportunities	59	(6.25) ⁷
Providing Financial services	59	(6.02) ⁵
Improve societal wellbeing	59	(4.54) ³
Generating Incomes	59	(3.49) ²

Source: Field Survey 2014

Social entrepreneurship was also considered to contribute towards the improvement of societal well-being which was ranked third as illustrated in Table 6.19. The study also shows that social entrepreneurs actively train illiterate and semi-illiterate people to help them gain skills to work their lives out of poverty. These results confirm Kummitha (2013) who reported that training illiterate and semi-illiterate people makes it possible to eradicate extreme poverty. The contribution that was ranked fifth is the provision of financial services as shown in Table 6.19. Many respondents indicated that they actively engage their beneficiaries to ensure that they are able to

²⁸ Superscript represents ranking on a scale 1-12 for contribution whilst the figure in brackets represents the Friedman's mean rank. The lower the rank the higher the contribution of rural entrepreneurship to the achievement of MDGs.

source capital to start their businesses and also skills on how to effectively save and invest in their money.

Findings revealed that social entrepreneurship was contributing towards job creation as this was ranked 6th on a 1-12 scale as illustrated in Table 6.19. These findings confirm Yunus *et al.* (2010) who uncovered that social entrepreneurship creates employment, goods or services for their customers. The other contributions social entrepreneurship makes are ranked in Table 6.19. The sections that follow discuss the strategies for achieving effective social entrepreneurship.

6.10 Strategies for Achieving Effective Social Entrepreneurship Performance in Zimbabwe

In as much as social entrepreneurship prove to be relevant in the Zimbabwean context to fight poverty and hunger, findings from this study established the factors that promote or hinder social entrepreneurship in order to proffer strategies to achieve effective social entrepreneurship performance in Zimbabwe.

6.10.1 The Factors that Promote social Entrepreneurship

The Friedman's Rank Tests were carried out to determine the impact of different factors that promote social entrepreneurship in this study. This section outlines the mean rankings of contextual factors that were discovered to be promoting social entrepreneurship in Zimbabwe as illustrated in Table 6.20. It was observed that the social entrepreneurs were affected differently by various factors. Some of the factors were not of any impact to some entrepreneurs. This study suggests that collaboration among stakeholders was the most important factor making social

entrepreneurship viable in Zimbabwe and was ranked first on a 1-12 scale (see Table 6.20).

Table 6.20: Mean Rankings of Factors that Promote Social Entrepreneurship Ranks

Factor that Promote social entrepreneurship	Frequency (N)	Mean Rank²⁹
Collaboration among stakeholders	109	(1.93) ¹
Special legal facilities	109	(6.29) ⁶
Level playing field	109	(6.93) ⁷
Access to financing	109	(4.14) ³
Access to skills and knowledge	109	(8.39) ⁸
Organising conferences, meetings and workshops	109	(8.86) ¹⁰
Access to information technology	109	(9.46) ¹²
Creating rating agencies and appropriate assessment tools	109	(9.28) ¹¹
Supportive institutions	109	(6.09) ⁵
Increasing access to basic services e.g water and energy	109	(8.75) ⁹
Upholding a very clear and persistent vision and mission	109	(3.65) ²
Improved communication	109	(4.23) ⁴

Source: Field Survey, 2014

These findings confirm arguments by many authors who suggest that the success of social entrepreneurial activities is dependent on the ability of social entrepreneurs to

²⁹Represents ranking on a scale 1-12 for contribution whilst the figure in brackets represents the Friedman's mean rank. The lower the rank, the higher the importance of the factor in making it easier to start the business.

network with each other to ensure maximum contribution (Sachs & MacArthur, 2005; Heidi *et al.*, 2009; Muhammad *et al.*, 2010).

According to Sachs and MacArthur (2005) without the full participation of all relevant stakeholders such as civil society organisations and the private sector the MDGs cannot be nationally affected. In addition, Muhammad *et al.* (2010) reported that collaboration allow organisations to gain access to new resources. According to Light (2008) collaboration helps to overcome resistance to large scale social change. Heidi *et al.* (2009) stipulated that collaboration among stakeholders enables social problems to be solved because they are rarely solved independently.

Findings from this study also suggested that upholding a very clear and persistent vision and mission is the second most important factor on a 1-12 scale (Table 6.20) in promoting social entrepreneurship. The results agree with Goldstein *et al.* (2009) who consider the role of social entrepreneurship to be influenced by the vision and mission which should be focused on consistently to achieve the best results from the social entrepreneurial activities. As noted earlier, knowing how to keep mission is the primary driver to facilitate success of social entrepreneurship.

The results from this study indicated that access to finance is ranked the third most important factor in promoting social entrepreneurship as exhibited in Table 6.20. These results confirm the findings of Sachs & McArthur (2005) who considered availing finances as the most important factor to promote social entrepreneurship in developing countries. Muhammad (2006) concurred that social entrepreneurs help beneficiaries to be financially empowered to make an impact in the economy.

It was also interesting to find that improved communication is also crucial in promoting social entrepreneurship as it was ranked fourth and supportive institutions were ranked fifth on a 1-12 scale. Arguments by Santos (2009) suggest that stakeholders should work together to ensure that best results are achieved through social entrepreneurship. Institutions which were considered important for social entrepreneurship success in this study include the government, non-governmental organisations and the private sector.

Findings from the study further asserted that special legal facilities that protect and support social entrepreneurs were important to promote social entrepreneurship as these were ranked 6th on the 1-12 scale. Respondents pointed out that currently there are no legal facilities to protect social entrepreneurs. This agrees with Muhammad (2006) in whose viewpoint creating social entrepreneurship legal facilities promote its practice.

Other factors include providing a level playing field ranked 7th, access to skills and knowledge ranked 8th. These findings corroborate Sachs & MacArthur (*ibid*) who propounded that level playing field, access to financing as well as skills and knowledge promote social entrepreneurship. In addition access to basic services ranked 9th. Organising workshops and conferences was ranked 10th, agreeing with Yunus (2007) in GUD (2008) whose findings revealed that organising workshops and conferences brings social entrepreneurs together.

Another factor that promotes social entrepreneurship is creating rating agencies and appropriate assessment tools ranked 11 and access to information technology

ranked 12. From these findings, it can be concluded that these factors are important in promoting social entrepreneurship in Zimbabwe. The following section discusses the factors that were found to hinder social entrepreneurship contribution in Harare, in Zimbabwe.

6.10.2 The Factors that Hinder Social Entrepreneurship

Findings from this study reveal that loss of skilled labour is the factor that hinders social entrepreneurship most as it was ranked first on a 1-15 scale as shown in Table 6.21. In Zimbabwe the loss of skilled labour to greener pastures has been a problem for a long time because of the economic crisis in the nation.

Findings by Mambo (2010) revealed that loss of skilled labour impact negatively on social entrepreneurship. This does not only affect the role of social entrepreneurship but also hamper continuity of the social entrepreneurship activities. Some people move to other countries such as South Africa, Botswana and even Australia to seek better working and living conditions.

The second most important factor hindering social entrepreneurship was considered to be limited access to finances. For a long time in Zimbabwe it was impossible to get loans from financial organisations for anyone. The problem becomes worse for social purpose organisations that generally cannot be given loans as argued by Robbins (2011). Findings by Sachs & McArthur (2005) uncovered that lack of financial resources hinders the contribution of social entrepreneurship. Mishi & Kapingura (2012) also argued that in the previous years, established companies struggled to borrow from banks because of illiquidity within the Zimbabwean financial system. Kato & Mushi (2012) concluded that it is difficult to raise capital for social

entrepreneurship. This makes it very difficult to expand operations and reach out to many beneficiaries.

The findings from the study also show that social entrepreneurship in Zimbabwe is also hindered by lack of adequate human, material and financial resources as this was ranked third on a 1-15 scale. These results confirm Chikova (2009) arguments that the lack of adequate human and material resources hinders social entrepreneurship. Most social entrepreneur respondents thought that not many people want to work with social entrepreneurs because even the remunerations are not as competitive as many want to benefit from their work experience. Dacanay (2012) argued that social entrepreneurship benefits more the poor and other beneficiaries more than its stakeholders, thus some people do not prefer working in social entrepreneurial ventures.

The study also suggests that lack of networking opportunities also hinders social entrepreneurship in Zimbabwe as this was ranked fourth on a 1-15 scale as shown in Table 6.21. According to Heidi *et al.* (2009) lack of networking affects the impact social entrepreneurial activities can make since social problems are rarely solved independently. Kato & Mushi (2012) reflect similar findings submitting that in social entrepreneurship, strong networks will increase access to funding. Interestingly, Alvord *et al.* (2004) found out that networks also provide access to board members and staff among other resources to support social entrepreneurship mission. Also, Oke (2013) attributed the growth of women entrepreneurs' business to social networks which are said to provide business assets, information and customers as well as suppliers.

Table 6.21: Mean Rankings of the Factors that Hinder Social Entrepreneurship

Factors that hinder social entrepreneurship	Frequency (N)	Mean Rank³⁰
Lack of adequate human, material and financial resources	100	(4.70) ³
Limited access to finances	100	(4.11) ²
Underdeveloped and poor state of infrastructure	100	(10.46) ¹⁰
Inadequate and erratic supply of utilities	100	(11.82) ¹³
Loss of skilled labour	100	(3.13) ¹
Low technological capability	100	(12.54) ¹⁵
Lack of foreign direct investment	100	(11.53) ¹²
Difficulty in activity performance management	100	(12.53) ¹⁴
Political indifference	100	(8.18) ⁷
Lack or scarcity of financial resources	100	(7.46) ⁵
Lack of an enabling and supportive environment	100	(8.58) ¹⁰
Lack of democratic governance	100	(9.38) ⁹
Lack of institutional support	100	(8.37) ⁸
Unstable and unpredictable political and economic environment	100	(8.76) ¹¹
Lack of collateral security	100	(7.49) ⁶
Lack of networking opportunities	100	(6.99) ⁴

Source: *Field Survey, 2014*

The other problem hindering social entrepreneurship is lack of collateral to secure loans from financial institutions which was ranked 6th on a 1-15 scale. Some social entrepreneurs do not have resources to put as collateral, because of the nature of their operations. It was also brought out by the results that political indifference affects social entrepreneurship in Zimbabwe as it was ranked 7th on a 1-15 scale (Table 6.21). These results concur with GUD (2008) which points out that political indifference hinders social entrepreneurship. The political landscape in Zimbabwe was affected for a long time. Respondents pointed out that some projects are received with suspicion as they may be attributed to some political alienation. It was

³⁰Represents ranking on a scale of 1-15 for the hindrance whilst the figure in brackets represents the Friedman's Mean Rank. The lower the rank, the higher the importance of the factor in making it difficult to operate social entrepreneurship.

also pointed out by the respondents that instead of working together to achieve the intended results some beneficiaries refuse to work with others they consider to belong to opposition parties. This was said to be detrimental to success of initiatives which usually require people to cooperate towards one set objective.

All the other factors hindering social entrepreneurship are shown in Table 6.21. It will be important to address these factors in order to promote social entrepreneurship in Zimbabwe. The following section discusses some of the best practises which were derived from the findings which are important for promoting social entrepreneurship in Zimbabwe. Chi-square tests were carried out to determine if any relationship exists between some factors and the contribution of social entrepreneurship.

6.10.3 Chi-square Tests of the Factors that Promote or Hinder Social Entrepreneurship

The chi-square tests of freedom show that there is strong evidence of a relationship between the achievement of MDGs and the ability of social entrepreneurs to live up to expectations ($X^2=7.305$, $DF=2$, $p=0.026$) as shown in Table 6.22. It may therefore imply that if the social entrepreneur's ability to live up to their expected roles is maintained, this promotes social entrepreneurship. In addition, results show that a relationship exists between the achievement of MDGs and the fact that news and media regard social entrepreneurship in Zimbabwe ($X^2=15.618$, $DF=2$, $p=<0.000$). These results may show that the fact that news and media report positively about achievements of social entrepreneurs also promotes social entrepreneurship in Zimbabwe. It is important therefore to maintain and improve this collaboration between the media and social entrepreneurs in the context under study.

Table 6. 22 Chi-Square of Evidence of Relationships in the Population Based on Social Entrepreneur Data on the Achievement of MDGs

Variable 1	Variable 2	Chi-square (X ²) Value	DF	P-Value
Achievement of MDGs	Live up to expectations	7.305	2	0.026*
Achievement of MDGs	Easy to turn challenges into opportunities	21.160	2	0.000**
Achievement of MDGs	Self-Sacrifice part of social entrepreneurship	21.160	2	0.000**
Achievement of MDGs	News, media regard social entrepreneurship	15.618	2	0.000**

* Significant at 0.05 level.

** Highly significant at 0.01level.

DF= Degrees of Freedom.

Source: Field Survey, 2014.

The other factor that promotes the contributions of social entrepreneurship is the self-sacrifice of social entrepreneurs. The results from the study showed that there is a relationship between the achievement of MDGs and self-sacrifice being part of social entrepreneurship ($X^2 = 21.160$, $DF=2$, $p=<0.000$) as Table 6.22 shows. The ability of social entrepreneurs to sacrifice themselves towards their missions is an important factor that promotes social entrepreneurship.

Chi-square tests revealed that there is a relationship between the role of social entrepreneurship in providing sustainable solutions to life problems and the opinion that successful social entrepreneurship should be publicised ($X^2=13.833$, $DF= 2$, $p= 0.001$) as shown in Table 6.23. It may be argued that if successful social

entrepreneurs are publicised, it promotes the operation of social entrepreneurship in Zimbabwe.

Table 6.23: Chi-Square Test of Relationships in the Population Based on Beneficiaries' Data

Variable 1	Variable 2	Chi-square (X ²) Value	DF	P-Value
Sustainable solutions to life problems	Successful social entrepreneurs should be published	13.833	2	0.001**
Sustainable solutions to life problems	It should cover all areas	12.807	2	0.002**
Sustainable solutions to life problems	It should empower with skills instead	13.086	2	0.001**

* Significant at 0.05 level.

** Highly significant at 0.01 level.

DF= Degrees of Freedom

Source: Field Survey, 2014.

There was also an association between the ability of social entrepreneurs to provide sustainable solutions to life problems and the suggestion that the services of social entrepreneurs should cover all areas ($X^2=12.807$, $DF=2$, $p=0.002$). Results from beneficiaries show that even though social entrepreneurial activities are making a serious impact on their lives, it will be even better if all the areas of need in their lives are addressed.

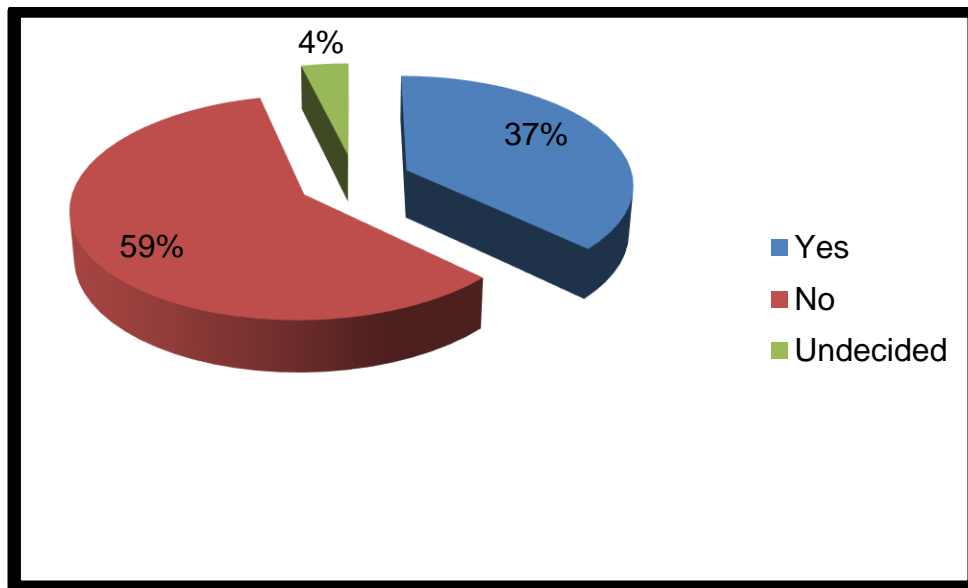
The results from the study also show that there is an association between the role of social entrepreneurs in providing sustainable solutions to life problems and the opinion that social entrepreneurs should empower their beneficiaries with skills

($X^2=13.086$, $DF=2$, $p=0.001$) as shown in Table 6.23. On the beneficiaries' side if they are empowered with skills, this can make the impact of social entrepreneurship more effective. From the discussion above it can be seen that social entrepreneurship can be promoted by publicising the social entrepreneurship activities, by extending social entrepreneurship activities to cover all areas and by empowering beneficiaries with skills to be self-sustainable. The section that follows discusses the importance of social or environmental impact measurements and assessments for social entrepreneurship organisations.

6.11 Social Entrepreneurship and Solutions Designed for Beneficiaries

The study sought to establish from the respondents if there were any instances where wrong solutions were developed in response to the beneficiaries' problems. Results showed that the majority 59% did not develop the wrong solution for their beneficiaries (See Figure 6.1). However, 37% of the respondents admitted to have developed the wrong solutions for their beneficiaries as shown in Figure 6.1. Only 4% of the respondents were undecided.

Figure 6. 1: Percentages of Social Entrepreneur's Perceptions on whether They Have Designed the Wrong Solutions for their Beneficiaries



Source: Field Survey, 2014

The study further established why the social entrepreneurs could have developed the wrong solutions for their respondents. The reasons are outlined in the sections below.

6.12 Reasons Why Social Entrepreneurs Designed Wrong Solutions for Their Beneficiaries

As shown in Table 6.24, most social entrepreneurs (57.8%) concurred that they developed the wrong solution for their beneficiaries because they adopted the wrong strategies to solve the problems at hand. The other reason social entrepreneurs (43.8%) ended up implementing the wrong solution was failure to understand context specific solutions to the needs of their beneficiaries. In addition 42.2% of the respondents attributed their designing of the wrong solution for beneficiaries to

excluding beneficiaries in developing solutions. In light of this it is always important to engage the beneficiaries when designing strategies to solve problems at hand.

Table 6.24: Reasons Why Social Entrepreneurs Designed Wrong Solutions for Their Beneficiaries

Reason for wrong solution	Response		Percent of Cases
	N	Percent	
Failure to understand context specific solutions	28	30.4%	43.8%
Excluding beneficiaries in developing solutions	27	29.3%	42.2%
Adopting the wrong strategies	37	40.2%	57.8%
Total	92	100.0%	143.8%

Source: Field Survey, 2014

This ensures that whatever strategy that is put in place really meets the needs of the intended beneficiaries and also the beneficiaries will own the projects and services to ensure that they are sustainable producing the best results. It is important therefore to avoid repeating the same shortcomings when developing social entrepreneurship strategies and ensure social entrepreneurship is promoted in Zimbabwe.

6.13 Social Entrepreneurship and Social or Environmental Impact Measurements and Assessments of Organisations

The majority of social entrepreneurs (94%) indicated that they carry out social or environmental impact measurements and assessments for their organisations while only 6% do not carry out social or environmental impact measurements and assessments of organisations. The results show that conducting social or environmental impact measurement and assessments for organisations is very essential to the success of social entrepreneurship. The following section discusses

whether carrying out social or environmental impact measurements and an assessment for social entrepreneurship is important.

6.14 Level of Importance of Conducting Social or Environmental Impact Measurement and Assessment

An assessment of how important conducting social or environmental impact measurement and assessment of social entrepreneurship organisations revealed that this is important for monitoring and evaluation as shown in Table 6.25. The study further revealed that impact measurement is important for reporting and communications in social entrepreneurship organisations. Furthermore, impact measurement and assessment is important to improve projects and services.

Table 6.25: Descriptive Statistics Showing the Importance of Conducting Impact Measurement and Assessment

Purpose of Assessment	Mean³¹	Std. Deviation	Frequency (N)
Monitoring and Evaluation	2.90	0.346	132
Reporting and Communications	2.87	0.399	132
Improve projects and services	2.84	0.425	132
Requirement from funders and Investors	2.81	0.448	132

Source: Field survey, 2014

Adding to this impact measurement and assessment is a requirement by funders and investors thus it is important for social entrepreneurship organisations. Therefore, to

³¹Averages on responses 1=not important, 2=average, 3=important, 4=not applicable, and were ranked to identify the perception of respondents in view of the level of social or environmental impact measurement and assessment of social entrepreneurship. Importance of impact measurement and assessment appear in their order of importance. The most important (high mean) is on top and the least important (least mean) is at the bottom.

promote social entrepreneurship it is crucial to conduct impact measurement and assessment for monitoring and evaluation, communication and reporting, to improve projects and services as well as meet the requirements of funders and investors. The following section shows the opinion of social entrepreneurs on the strategies that make social entrepreneurship more effective in Zimbabwe.

6.15 Strategies to Make Social Entrepreneurship More Effective

The study findings suggest that there are strategies which social entrepreneurs believe can make social entrepreneurship more effective in Zimbabwe. Most social entrepreneurs (49.2%) consider publicity of social entrepreneurship as an effective strategy to make social entrepreneurship more effective (see Table 6.26).

Table 6.26: Multiple Responses Showing the Strategies to Make Social Entrepreneurship More Effective in Zimbabwe

Strategies to make social entrepreneurship more effective	Responses		Percent of Cases
	N	Percent	
Creating conducive environment	38	11.5%	28.8%
Financial provision	62	18.8%	47.0%
Political Support	23	7.0%	17.4%
Government support	45	13.6%	34.1%
Publicity of the contribution of social entrepreneurship	65	19.7%	49.2%
Collaboration among stakeholders	26	7.9%	19.7%
People centred development	23	7.0%	17.4%
More legal facilities to protect social entrepreneurs	23	7.0%	17.4%
More mentorship on social entrepreneurship	25	7.6%	18.9%
Total	330	100.0%	250.0%

Source: Field Survey, 2014

In addition, 47.0% of the respondents referred to financial provision as an effective strategy to make social entrepreneurship more effective in Zimbabwe. Adding to this,

34.1% of the respondents viewed government support as an important strategy to promote social entrepreneurship in Zimbabwe. This confirms arguments by Osberg (2009) that recognition of social entrepreneurship at the highest level of government is extremely important.

Another important strategy is to create conducive environment as pointed out by 28.8% of the respondents (see Table 6.26). An environment can be conducive in terms of the legal facilities or policies that guide the operation of social entrepreneurs. Most social entrepreneurs (49.2%) consider publicity of social entrepreneurship as an effective strategy to make social entrepreneurship more effective. In addition, 47.0% of the respondents referred to financial provision as an effective strategy to make social entrepreneurship more effective in Zimbabwe. Adding to this, 34.1% of the respondents viewed government support as an important strategy to promote social entrepreneurship in Zimbabwe. This confirms arguments by Osberg (2009) that recognition of social entrepreneurship at the highest level of government is extremely important.

Another important strategy is to create conducive environment as pointed out by 28.8% of the respondents. An environment can be conducive in terms of the legal facilities or policies that guide the operation of social entrepreneurs. The results from the study showed that for 19.7% of the respondents, collaboration among stakeholders is an essential strategy to make social entrepreneurship more effective. To the other 18.9% respondents, mentorship programmes on social entrepreneurship were important to make social entrepreneurship more effective.

The evidence from the study show that 17.4% of respondents viewed people centred development as an important strategy to make social entrepreneurship more effective. The other 17.4% of the respondents considered political support as an important strategy to promote social entrepreneurship effectiveness in Zimbabwe. Similarly 17.4% of the social entrepreneurs pointed out those more legal facilities to protect social entrepreneurs will make social entrepreneurship more effective in Zimbabwe. Above are the strategies derived from the social entrepreneurs' perspective in Zimbabwe. To make social entrepreneurship more effective it is important to reinforce on these strategies.

6.16 Summary

Findings from the study revealed that social entrepreneurship contributed immensely to the achievement of MDGs. Most social entrepreneurs are contributing to the eradication of poverty and hunger. They also promote education, health, gender equality and empowerment. Contributions impact positively most on the poor, socially excluded, discriminated, unemployed and disabled. Social entrepreneurship contributed to the eradication of poverty and hunger by helping the people to help themselves, providing an income for the poor, creating awareness, giving the poor a medium to express their views, campaigning on behalf of the poor as well as research and development.

Poorest communities access healthcare, social support, start-up capital and income generation initiatives, loans and microfinance through social entrepreneurship. Social entrepreneurship is also viewed as a strong empowerment tool through meeting basic needs, income generation activities, strengthening community participation in

development, supporting SMEs, and grassroots development initiatives. In addition findings also revealed that social entrepreneurship makes an impact on food security and there was consensus among social entrepreneurs that their activities can raise people out of poverty.

Social entrepreneurship was considered to be contributing most to providing education and training, followed by generating incomes, improving societal well-being as well as training the illiterate and semi-illiterate. The study uncovered that social entrepreneurship deals with complex social problems, compliments public sector's incapacity to deliver basic needs, enables disadvantaged groups to improve their position sustainably and engage the poor to address poverty.

Interestingly the study found out that social entrepreneurial activity in Zimbabwe focus on social value maximisation through providing food, water, shelter, education, financial support and working with potential dropouts to keep them in school. Beneficiaries confirmed receiving these said contributions through social entrepreneurship.

The study results showed that social entrepreneurship role in strengthening capacity for self-help and helping the people help themselves facilitate the achievement of MDGs. Its role in reducing extreme poverty, contributes to the achievement of MDGs. Policy advocacy through social entrepreneurship also contributes to the achievement of MDGs. There was strong evidence of relationship between income generation and the achievement of MDGs. Microfinance was also significantly proved to be contributing to the achievement of MDGs. Results uncovered that there

are opportunities for social entrepreneurship in Zimbabwe with prospects of practically solving problems of society related to MDGs. The findings from the study suggested that beneficiaries' income improved after encountering social entrepreneurship.

Collaboration among stakeholders, upholding vision and mission, improved communication and access to financing promote social entrepreneurship. On the other hand, social entrepreneurship contribution is hindered by lack of human, material and financial resources, limited access to finance, lack of institutional support, lack of collateral security, political indifference and lack of enabling environment. The results from the study showed that conducting environmental or social impact measurement and assessment is important for social entrepreneurs in Harare for monitoring and evaluation, reporting and communication, projects and services improvement as well as to fulfil requirements from funders. The results from the study suggested that social entrepreneurship will be more effective through creating conducive environment, financial provision, political support, publicity of contribution of social entrepreneurship, collaboration among stakeholders and mentorship. The following chapter will show the summary, conclusions and recommendations.

CHAPTER SEVEN

SUMMARY, CONCLUSIONS AND RECOMMENDATIONS

7.1 Overview

The study explored the contribution of social entrepreneurship on the achievement of Millennium Development Goals (MDGs), particularly, MDG 1, the eradication of extreme poverty and hunger. The Positive theory of social entrepreneurship by Santos (2009) underpinned this study. The survey was used to collect data, where 132 social entrepreneurs and 200 beneficiaries responded to semi-structured questionnaires which were administered with the help of one research assistant. Data collected were mainly quantitative in nature and analysis was done through SPSS software (version 22), to examine the contribution of social entrepreneurship to eradication of extreme poverty and hunger. The factors that hinder and those that promote social entrepreneurship were also analysed. The study also determined the strategies that make social entrepreneurship more effective. There was much cooperation from the respondents. Summary and conclusions of the study are presented in sections 7.2, 7.3, 7.4, 7.5, 7.7. Sections 7.8 highlight the main recommendations.

7.2 Summary and Conclusions: Characteristics of Social Entrepreneurship in Zimbabwe

As highlighted in Chapter 2, the social entrepreneurship study was done in a period when the country still experiences effects of economic deterioration in Zimbabwe. The government of Zimbabwe and other private sector players lack the capacity to

meet the needs of the population due to the socio-economic and political challenges. It is evident that the MDG targets cannot be met, thus there is need for an optional intervention. Data for social entrepreneurs was collected in Harare Province which is believed to be the harbour of social entrepreneurship activity while beneficiaries' data was collected in various provinces where social entrepreneurial activities are located. The majority of social entrepreneurs have their headquarters in Harare though operations have spread throughout all provinces of the country.

The study revealed that even though the majority in this study were males, females are also actively engaged in social entrepreneurship. The benefits of social entrepreneurship seemed more evident among the female entrepreneurs than males. The study revealed that through social entrepreneurship more women acquired land than males. On the same note results showed that there are more female beneficiaries than males. Social entrepreneurship reduced dependency syndrome among the women on their husband's income for living. It also helped alleviate social disadvantage. Women are given an opportunity to participate in economic activities thereby participating in activities to reduce poverty and hunger.

Most of the social entrepreneurs and beneficiaries were married. For the single and separated respondents, the income from social entrepreneurship made it possible to pay *lobola* and get their wives. Findings from the study revealed that marriage is highly considered and makes it possible for people to progress well in life. Though controversial, women were viewed as very important assets. This explains the gendered aspect of the culture in Zimbabwe where because of the *lobola* paid in marriage, men take ownership of their wives. When married, most men viewed it as

easier to eliminate poverty and hunger as they complement each other to meet the needs of their families.

For both social entrepreneurs and beneficiaries the results showed that social entrepreneurship provided an alternative for households to compliment the role of the employed household heads to meet family needs. Most of the respondents were heads of households. In Zimbabwe the household head caters for the needs of the family, thus social entrepreneurship is playing an important role in ensuring family needs are met.

Most of the social entrepreneurs fell within the economically active group indicating the impact of social entrepreneurship in Zimbabwe currently when unemployment is at its highest. Social entrepreneurship is therefore providing an option to fight unemployment. Most of the beneficiaries also fell within the economically active age group. However, all age groups were benefiting from social entrepreneurial activities.

It was interesting to find out that most social entrepreneurs had formal education, which contrasts with Katungu (2013) that social entrepreneurs were not educated. Education in Zimbabwe has remained high despite the economic crisis and poverty the country experienced in the millennial. Generally, education seems not to be really a limitation since even those with only primary and secondary education are social entrepreneurs.

Social entrepreneurship enables people to effectively look after their dependents. Most of the respondents were married while some were single. Social

entrepreneurship provides an alternative for households to compliment the role of the employed to meet the family needs.

There were beneficiaries from the study who had children of school going age who were not going to school. The study established that if children fail to go to school, long term health prospects will be compromised. Findings also revealed that social entrepreneurs help their beneficiaries to acquire education thereby increasing their livelihood options in the long run. Social entrepreneurs advocate for tolerance and human rights of children by facilitating them to access education.

Most of the social entrepreneurs were unemployed before engaging in social entrepreneurship. Some entrepreneurial activities were income generating whilst others earned an average of US\$12 149.63 per month as shown in Appendix J. Besides donations social entrepreneurs earned their income through fees and charges for their services, investments, contributions, special business and grants. Respondents acknowledged that those social entrepreneurial activities resulted in improved income status. Because of better income status social entrepreneurs managed to acquire assets. The assets acquired included vehicles, houses, livestock, equipment, land and household goods.

Most social entrepreneurial activities were non-profit; some were part for profit and part non-profit, while the rest were for profit organisations. The results confirmed the assertion that social entrepreneurship can be for profit or non-profit aiming mainly to earn an income to meet social objectives and solve social challenges (Martin and Osberg, 2007; Light, 2008; Dacanay, 2012). The findings from the study revealed

that the profit earned by social entrepreneurs is used to expand social entrepreneurial activities, to plough back into humanitarian programs, to make operations more effective, meet the needs of the poor and sustain organisational operations.

The study revealed that social entrepreneurs create multiple values socially, economically and a plethora of values for their beneficiaries. Social entrepreneurial organisations primarily focussed on providing education, water and sanitation, health, housing, institutional responsibility, peace and security, tolerance and human rights, research and development, food security and advocacy. This shows that social entrepreneurship focuses on many aspects of poverty and hunger in Zimbabwe.

Social entrepreneurship organisations pursue clearly articulated social missions. The study uncovered that the mission of social entrepreneurial organisations in Zimbabwe mainly aim at improving livelihoods, promote human transformation, fight poverty in the world's poorest countries, support agricultural development, generate and pass new knowledge, assist disadvantaged or orphaned children, capacity building and promote health. These missions all point to meeting one MDG in one way or the other. Activities address conditions that increase poverty in various ways.

Findings from the study revealed that social entrepreneurs were inspired to eradicate poverty and hunger, empower people to be self-sustainable, improve the lives of the poorest, community development, rebuilding underprivileged lives, disseminate information, and build an HIV free community. It can be concluded that social

entrepreneurs in this study were addressing various aspects of MDGs and more importantly extreme poverty and hunger.

The results from the study show that social entrepreneurs access various resources including grants, donations and revenue streams generated by business activities. The sources of capital for social entrepreneurs were donations, fundraising, investments and individual contributions. As Mishi & Kapingura (2012) argued that getting funding from lending institutions is very difficult because of their missions which are mainly social, focusing on addressing challenges and problems than making profits.

Social entrepreneurs showed that they aimed at addressing neglected positive externalities. The results showed that the lack of funds by the government and unfulfilled government roles caused social entrepreneurs to be influenced by negative positive externalities. The poorest segments of the society and their lack of resources to attract attention of government to meet their needs, as well as focus on the rural needy and the poorest explains the influence of negative positive externalities on social entrepreneurship in Zimbabwe. These findings confirm the positive theory of social entrepreneurship by Santos (2009) as discussed in Chapter 2.

Findings from the study showed that the benefits of social entrepreneurship included development of the community, empowering through livelihood strategies, fighting hunger, fighting poverty, providing sources of income, strengthening the capacity for self-help, promoting financial and economic autonomy, increasing agricultural

productivity and promoting education. The researcher opines that social entrepreneurship in Zimbabwe is contributing towards the achievement of MDGs as the socio-economic and demographic characteristics above show.

7.3 Contribution of Social Entrepreneurship on Poverty and Hunger Reductions

The main objective of this study was to examine whether or not social entrepreneurship contribute to the eradication of poverty and hunger. The Null hypothesis was that social entrepreneurship does not contribute to the achievement of MDGs. In this context, significant results were available to reject the null hypothesis in favour of the alternative hypothesis. Results suggested that social entrepreneurship contributed to the eradication of poverty and hunger and thus the achievement of MDGs.

Findings revealed that social entrepreneurship contributes immensely to the achievement of MDGs. Most social entrepreneurs contributed to the eradication of poverty and hunger (MDG 1), promoting education (MDG 2), help to access health facilities (MDG 3), promoting gender equality and empowerment as well as research and development. These results confirm Seelos & Mair (2005) who pointed out that social entrepreneurship contribute directly or indirectly to achieving targets defined by the MDGs.

However, the main impact is directed towards eradicating poverty and hunger. The main segment social entrepreneurs focus on is the poor, the socially excluded, the discriminated, the unemployed as well as the disabled. This agrees with findings by

Kummitha (2013) where social entrepreneurship was said to contribute to the poor, the impoverished, the economically and socially marginalised as well as the physically challenged living on less than \$1 per day.

The results showed that social entrepreneurs contribute to the eradication of poverty and hunger by equipping beneficiaries with skills to support themselves. In addition social entrepreneurs provided sources of income for the poor and also created awareness. The programs offered gave the poor a medium to express their views, proved important on poverty and hunger eradication as well as research and development. This was supported by Mishi & Kapingura (2012) who concluded that there are countless reasons to hypothesize economic contributions of social entrepreneurship and its role in poverty alleviation in developing countries.

Findings from this study showed that social entrepreneurship empowered its beneficiaries by meeting their basic needs through grass root development initiatives and income generating activities. In addition, beneficiaries were empowered by participating in community development, accessing decent and high productivity jobs, livelihood projects and enhancing maximum agricultural productivity.

The study also showed that social entrepreneurship has an impact on food security. The findings suggested that social entrepreneurs impacted on food security by improving productivity through research. CIDA (2010) argued that sustainable food production help reduce hunger, since hunger is not only an effect but also a cause of poverty. The other way social entrepreneurship impacted food security was through grass root initiatives, training, and reduction of vulnerability to drought, financial

management and expansion of irrigation schemes. The results also showed that food for asset programmes, vulnerable group feeding and launching of small business also impacted positively on reducing hunger.

7.4 Empirical Results on the Contribution of Social Entrepreneurship to the Achievement of MDGs

As highlighted in Section 7.3 results from this study suggested that social entrepreneurship is contributing to five of the eight MDGs in Zimbabwe. The social entrepreneurs considered contributing through provision of education and training to be the first on a 1-12 ranking scale. Generating incomes was considered the second most important contribution while improving societal well-being was the third most important contribution of social entrepreneurship to the achievement of MDGs. This finding is supported by Kummitha (2013) who reported that training illiterate and semi-illiterate people makes it possible to eradicate extreme poverty. Social entrepreneurship also contributes through providing financial services, job creation, providing food for the needy, promoting sanitation and providing homes for the homeless.

The results showed that social entrepreneurship contribution in dealing with complex problems enables social entrepreneurs to address areas of unmet social needs. The study results confirmed Yaprak & Ilter (2009) that social entrepreneurship is a plausible intervention to compliment the measures of the government to solve social problems. The results showed that the contribution of social entrepreneurship in dealing with complex problems makes it possible for social entrepreneurs to compliment public sector's incapacity to deliver basic needs. Social entrepreneurs

increase and expand human capabilities. In addition being environmentally sustainable to alleviate major social problems allowed social entrepreneurs to be helpful and dedicated to work for the welfare of others allowing social entrepreneurs to use profit from their ventures to benefit the poor. The use of profits by social entrepreneurs to benefit the poor makes it possible to help people to reach their full potential in Harare, Zimbabwe. The results showed that people's full potential is enriched when social entrepreneur's profits are directed to benefit the poor.

In addition having the social entrepreneur's profits benefiting the poor promotes nutrition for the malnourished children by providing food, shelter and water. These results confirm GUD (2008) who argued that profits earned through social entrepreneurship benefit the poor to reduce poverty or escape it altogether. Muhammad *et al.* (2010) also concluded that social entrepreneurship has a nutritional impact. It can be concluded that all these aspects discussed above are essential in meeting the MDGs and more specifically in addressing the problems of poverty and hunger.

The study revealed that social entrepreneurs achieve social value maximisation for their beneficiaries by providing food, water and shelter. In addition social entrepreneurs offer financial support, collateral for microfinance, education and work with potential dropouts to keep them in school. Findings from the beneficiaries acknowledged that social entrepreneurs contributed in solving social problems resulting in social value maximisation in Zimbabwe.

7.4.1 Capacity for Self-help and the Achievement of MDGs

There was evidence of relationship between the role of social entrepreneurship in strengthening the capacity for self-help and the achievement of MDGs. It can be concluded that as beneficiaries' capacity for self-help is strengthened the possibility of achieving the MDGs is increased. When people become self-reliant they can exploit their potentials towards the problems associated with poverty and hunger thus promoting the achievement of MDGs.

7.4.2 Eradication of Poverty and Hunger and the Achievement of MDGs

There was an association between the contribution of social entrepreneurship in eradicating poverty and hunger and the achievement of MDGs. This may imply that social entrepreneurial activities are essential for eradication of poverty and hunger. This is also supported by Dacanay (2012) that social entrepreneurship contributes to the achievement of MDGs by alleviating poverty through expanding human capabilities. As argued by Seelos *et al.* (2005) the eradication of poverty and hunger affects all other goals.

There was also a relationship between the ability of social entrepreneurs to blend poverty reduction and the achievement of MDGs. The study also revealed that the role social entrepreneurship plays in influencing decisions in Zimbabwe to reduce extreme poverty and hunger makes a significant contribution towards the achievement of MDGs. This may imply that through various approaches social entrepreneurship is a plausible intervention towards the achievement of MDGs.

7.4.3 Empowerment and the Achievement of MDGs

The role social entrepreneurs play in empowering through education has a significant relationship with the achievement of MDGs. These results agree with Santos (2009) who viewed empowerment as the tool social entrepreneurs use to solve social problems.

7.4.4 Income Generation and the Achievement of MDGs

Results from the study suggested that there is evidence of a strong relationship between the role social entrepreneurship plays in income generation and the achievement of MDGs. Income generation has been acknowledged as a way to enable people to work their lives out of poverty (Yunus *et al.* 2010). Chitiga-Mabugu *et al.* (2013) also argued that income generation activities contribute to poverty reduction, well-being improvement of communities, empowerment, self-reliance as well as community development which are all important aspects of MDGs.

7.4.5 Microfinance and the Achievement of MDGs

Findings uncovered that there is a relationship between the contribution of social entrepreneurship in microfinances to the poor and the achievement of MDGs. As Mago (2010) observed the initiatives for microfinance are important for poverty alleviation through improving the poor's coping strategies, livelihoods and development. CIDA (2010) also argued that microfinance systems and skills help reduce household poverty. There was strong evidence of relationship between the opportunities of social entrepreneurship in Zimbabwe and the achievement of MDGs.

From the results above, there is evidence to support the rejection of the null hypothesis. The null hypothesis that social entrepreneurship does not contribute to the achievement of MDGs was rejected in favour of the alternative hypothesis. The tests above revealed that social entrepreneurship compliment the achievement of MDGs. There is evidence of the contribution social entrepreneurship is making towards the eradication of extreme poverty and hunger as well as other MDGs. As a result it can be argued that social entrepreneurship compliments efforts towards the achievement of MDGs, particularly the eradication of extreme poverty and hunger.

Conclusively the research findings revealed that social entrepreneurship contribution in initiating capacity for self-help and self-sufficiency, eradication of poverty and hunger, empowerment, initiating income generating activities and microfinance have a positive effect on the achievement of the MDGs. Therefore, it can be concluded that social entrepreneurship provides an alternative intervention to the achievement of MDGs.

7.5.1 Factors that promote or hinder social entrepreneurship

The discussion in chapter 3 section 3.2.5 shows that social entrepreneurship should discover solutions to problems unique to local contexts. For this to be possible it is important to consider the factors that promote or hinder the social entrepreneurship process. These make it possible to enhance factors that promote while controlling those factors that impede social entrepreneurship. The section that follows shows the summary and conclusions on the findings on factors that promote social entrepreneurship in Zimbabwe.

7.5.2 Factors that Promote Social Entrepreneurship in Zimbabwe

The study revealed that a number of factors promote social entrepreneurship in Zimbabwe. Collaboration among stakeholders was viewed as the most important factor to make social entrepreneurship effective. It was also established that upholding a very clear and persistent vision and mission ensure effectiveness among social entrepreneurs. Access to finance was also viewed as a factor that promotes social entrepreneurship. More so, improved communication and supportive institutions were also important in promoting social entrepreneurship. Special legal facilities were also considered as important in addition to a level playing field in promoting social entrepreneurship. The study also found that increasing access to basic services such as water and energy also makes social entrepreneurship effective. Another important strategy is to organise conferences, meetings and workshops, to make social entrepreneurship more effective in Zimbabwe. The other factors that promote social entrepreneurship include creating rating agencies and appropriate assessment tools as well as improving access to information technology.

7.5.3 Factors That Hinder Social Entrepreneurship

Social entrepreneurship in Zimbabwe was hindered most by loss of skilled labour. These findings were supported by Mambo (2010) that loss of skilled labour impact negatively on social entrepreneurship. Limited access to finances was also viewed as a hindrance on the effectiveness of social entrepreneurship. Mishi & Kapingura (2012) also argued that Zimbabwean companies struggled to borrow from banks in the previous years because of illiquidity in the Zimbabwean financial system. Kato & Mishi (2012) also concluded that raising capital for social entrepreneurship is very difficult.

The lack of adequate human and material resources also hinders social entrepreneurship. The lack of networking opportunities was also considered as a hindrance to the effectiveness of social entrepreneurship. In support of this, Heidi *et al.* (2009) asserted that lack of networking affects the impacts social entrepreneurial activities can make sure social problems are rarely solved independently. Kato & Mushi (2012) reflect similar findings submitting that in social entrepreneurship, strong networks will increase access to funding. Alvord *et al.* (2004) argued that networks provide access to board members and staff among other resources to support social entrepreneurship missions. The other factors hindering social entrepreneurship were lack of collateral security, political indifference and unpredictable political environment.

7.5.4 Reasons for Adopting Wrong Solutions to Social Problems

The study findings suggest that failure to understand context specific solutions, excluding beneficiaries in developing solutions and adopting wrong strategies resulted in social entrepreneurs designing wrong solutions for their beneficiaries. Findings from the study revealed that social or environmental impact measurement and assessment is very crucial for social entrepreneurship. This is important for monitoring and evaluation, reporting and communications, improving projects and services as well as meeting requirements from funders and investors.

7.6 Strategies for Social Entrepreneurship Effectiveness

From the social entrepreneurship perspective, publicity of contribution will make social entrepreneurship more effective. The respondents pointed out that social entrepreneurship is currently not well known because little is said about their role in

solving social problems. Having news and media reporting positively about social entrepreneurship was considered important to make social entrepreneurship effective. Successful social entrepreneurship should be published to make social entrepreneurship more effective.

The results also showed that financial provision is crucial for social entrepreneurship to be more effective in Zimbabwe. Government support was also considered a very important strategy for promoting social entrepreneurship. The study also revealed that creating conducive environment for social entrepreneurship makes it more effective. Other strategies include political support; people centred development, more legal facilities to protect social entrepreneurs and more mentorship on social entrepreneurship.

7.7 Policy Recommendations

The findings are relevant to policy makers since social entrepreneurship is widely acknowledged for addressing complex social problems. From Chapter 5, findings suggest that social entrepreneurship promotes a trickle-up approach to solving problems being faced in Zimbabwe. Social entrepreneurship is a plausible approach to promote implementation of policies, since it makes use of readily available resources to bring sustainable solutions to problems. There is consensus among many authors of the contribution social entrepreneurship makes towards solving social problems and complementing governments in meeting the needs of the people.

As shown by the discussions in Chapters 5 and 6, social entrepreneurship can promote sustainable growth through job creation, economic development; people centred development, peace and security as well as finances and partnerships reducing poverty in all its forms. Since social entrepreneurship contributes positively to people's livelihoods, it demands that government and other stakeholders develop effective approaches towards social entrepreneurship development. The study revealed that social entrepreneurs seldom act alone but work in collaboration with other actors.

The government of Zimbabwe and other relevant stakeholders need to establish an appropriate legal and regulatory framework to facilitate social entrepreneurship so that it becomes a developmental tool in societies. Based on the findings of this study, national poverty reduction policies, creation of additional employment opportunities and meeting the MDG targets should be issues of concern. The following recommendations should be considered to enhance the feasibility of social entrepreneurship as an intervention towards the reduction of poverty and hunger.

7.7.1 Social Entrepreneurial Activities Should be Publicised

The media and news should make known the successful operations of social entrepreneurship. Even though social entrepreneurship is very important as illustrated by the study results, they are not publicly known and acknowledged in Zimbabwe. Initiatives should therefore be developed to publicise the activities of social entrepreneurship. Empowerment programs, income generating activities and effective agricultural programs should be replicated countrywide to reduce poverty and hunger. Awareness among local and national policy makers, families and

communities about the role of social entrepreneurship should be enhanced. There was an observation during the study that not many people are aware of the importance of social entrepreneurship which can only be achieved through publishing its roles and impact.

7.7.2 Financing

Start-up funding programmes and micro-finance schemes should be introduced. The government may introduce programmes to make finances available for social entrepreneurs. Special provisions should be made for social entrepreneurs to access start-up capital for their social purpose organisations. Medium and Long-term financing should be made available for social entrepreneurs.

7.7.3 Government Support

The support of government should focus on providing legal facilities that protect social entrepreneurial operations. As discussed in Chapter 6, social entrepreneurship does not replace government's role in providing essential services for the people, but is there to compliment government initiatives. It is important to ensure the success of social entrepreneurs. Supporting institutions will stimulate changes and fully enable capable individuals or groups to be more entrepreneurial.

The bureaucratic regulations and procedures associated with starting social entrepreneurship must be reduced. The recognition of social entrepreneurship at the highest level of government is extremely important. The government can also facilitate social entrepreneurship by introducing policies which revive the economy.

7.7.4 Wider Policy Environment for Social Entrepreneurship

Policies that promote social entrepreneurship offer potential for success. Capacity building initiatives should build on local concerns and assets to increase capacities for self-help and scale-up replication in various contexts in Zimbabwe will be important. Policy makers should pay attention to the context in which social entrepreneurship takes place. Sound policies may be developed which recognise the crucial contribution of social entrepreneurship to aspects related to MDGs especially eradication of poverty and hunger. Zimbabwe requires policies that create and promote a conducive operation and development of the social entrepreneurial sector.

Creating favourable conditions for social entrepreneurship development in Zimbabwe involves assessing the incentives and disincentives that policies may create for social entrepreneurs. Policies and special programmes should be earmarked to developing and channelling social entrepreneurial talent in Zimbabwe. Social entrepreneurs should be engaged and their views included in policy formulation to ensure that hindrances they face are addressed. Well-crafted application is important to ensure that the objectives of policies will be realised. More social entrepreneurship led development policies enable economically disadvantaged communities to improve their livelihoods by adopting solutions through locally available skills and resources.

7.8 Areas for Future Study

In view of the recommendations made above, future research in the area of social entrepreneurship and MDGs could focus on any of the following:

- The deadline for the MDGs is 2015 and is already elapsing, thus further studies in the post-2015 development agenda can focus on all areas covered by MDGs without focusing on poverty and hunger only.
- The other aspect of social entrepreneurship is its possibility of replication which need further investigation. The current study only focused on understanding the contributions social entrepreneurship is making in areas where it has been implemented. Therefore, the possibility of applying the successful approaches in other areas in Zimbabwe should be researched on. This investigation would assist government policy targeting expanding social entrepreneurial activities to grow in various areas in Zimbabwe.
- The study sought to explore the contribution social entrepreneurship could be making, thus quantitative methods and survey was used involving various entrepreneurial organisations. A qualitative study can be relevant focusing on specific social entrepreneurial organisations.
- Future research may focus on opportunity identification in social entrepreneurship.

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APPENDICES

Appendix A: Questionnaire used for collecting data



University of Fort Hare
Together in Excellence

Social Entrepreneurship and Millennium Development Goals in Developing Countries: Insights from Zimbabwe.

The purpose of this questionnaire is to assess the contribution social entrepreneurial activities are making to their beneficiaries in Zimbabwe. Social entrepreneurs are organisations or individuals who see challenges and create ways to address those challenges innovatively and sustainably.

The data and information is for academic purposes **ONLY and shall remain confidential*

SECTION A: DEMOGRAPHIC DATA

1. Sex of respondents (Please complete the relevant box)

Male Female

2. Marital status

Single Married Separated Divorced Widowed

Other (Specify).....
.....

3. Spouse's economic activity if married

Formally employed informally employed unemployed own business

4. Who is the head of the household?

Respondents Spouse other

Specify.....

5. What is the size of your household?

1-2 3-4 5-6 7 or more

6. What is your age-range? (Please tick in the appropriate box)

- <20
- 20-30 years
- 31-40 years
- 41-50 years
- 51-60 years
- +60 years

16. Have you managed to acquire any assets using income from social entrepreneurship?

Yes No
Please list the assets (list at most 5 assets).....

.....
.....
17. What are the major benefits of social entrepreneurship in your life? (Please at most 5 major benefits)

.....
.....
.....

18. Please select your organisation's primary areas of focus

- Education
- Water and sanitation
- Health
- Housing
- Institutional responsibility and transparency
- Peace and security
- Tolerance and human rights
- Other (Please specify).....

19. Which of the following classifies the financial orientation of your organisational activities?

- For profit
- Part for profit, part non-profit
- Other (specify).....

20. Which was your state before the start-up of your company?

- Was employed
- Was not employed
- Part-time employed

21. What is our organisation's mission?

.....
.....

22. What inspired you to pursue this mission?.....

.....
.....

23. Are neglected positive externalities of localised and powerless segments of the population in terms of size, low resources and low ability for collective movement of any influence to your mission?

Yes No

Please explain.....
.....
.....

24. How did you get start-up capital for your business?
.....

SECTION C: OBJECTIVE 2: TO EXAMINE WHETHER OR NOT SOCIAL ENTREPRENEURSHIP CONTRIBUTE TO ERADICATION OF POVERTY AND HUNGER

25. Does social entrepreneurship provide sustainable solutions to the problem of poverty and hunger?

Yes No Undecided

Please explain.....
.....
.....

26. Is empowerment your intended end result?

Yes No Undecided

Please explain how you empower your beneficiaries
.....
.....

27. Do you think social entrepreneurship has an impact on food security?

Yes No Undecided

If Yes describe how you contribute to food security
.....
.....

28. Can social entrepreneurship help raise people out of poverty?

Yes No

Please explain your answer.....
.....
.....

29. Do your activities help to strengthen the link between economic growth and poverty reduction?

Yes No

Please explain how..... explain
.....
.....

30. What do you see as the contributions of your enterprise?

A To help people help themselves

B To provide an income for the poor

C To create awareness

- D To give the poor a medium to express their views
- E To campaign on behalf of the poor
- F To fight problems on public level
- G Don't know

31. What activities are you involved in?

.....

.....

.....

.....

32. What contribution do you think your activities are making towards the poorest sectors of the Zimbabwean Community?

- A. skills transfer
- B. Improvement of health and educational status
- C. Provision of capital
- D. Creation of income generating activities

33. Do you charge any fees for your activities?

- Yes
- No

34. If yes, why do you charge?

- A. To become economically self-sufficient as far as possible
- B. To instil a feeling of ownership that would create positive incentives in the Participants
- C. To promote sustainability of the enterprise
- Any other reason.....

.....

.....

35. What social services have you facilitated the poor to access

- A. Health Care
- B. Social Support
- C. Education and Training
- D. Subsistence allowance

36. What economic services have you facilitated the poor to access

- A. Asset Transfer
- B. Income generation
- C. Loans

37. In your view do you make any contribution to the achievement of Millennium Development Goals (MDGs)

- Yes
- No

Please

explain.....

.....

38. Which of the following is your source of income/revenue?

- A. Fees and charges for the services

- B. Investments
- C. Dues
- D. Other commercial sources (specify).....

39. What was your motivation in starting this business?

40. What immediate benefit is social entrepreneurship oriented toward in Zimbabwe?
 State
 Market
 Civil society
 International aid
 Other specify.....

41. Do you think your activities intervene to complement ineffective or resource constrained governments in solving social problems?
 Yes No

42. Do you view yourself as a society's change agent?
 Yes No
 Please explain how.....

43. In light of the following segments of population, please rank your contribution (e.g. 1, 2, 3, 4, 5) one (1) being the one you contribute most to

- Poor
- Long term employed
- Disabled
- Discriminated
- Socially excluded

44. Do you think your activities change systems that create circumstances of poverty?

Yes No
 Please explain your answer.....

45. Which of the following have you been contributing to? (Please rank your contribution according to importance, 1, 2, 3..... with one as the most important)

Contribution	Rank
Providing homes to the homeless	
Training illiterate and semi-illiterate people	
Providing Education and Training	
Recycling garbage, sewage and other waste products	
Protecting the environment	
Providing food to the needy	
Increasing productivity	
Job creation	
Seek opportunities	

Providing financial services	
Improve societal well-being	
Generating incomes	

46. The social value maximisation of my activities include

- Providing food
- Providing water
- Providing shelter
- Financial support
- Education
- Medical services
- Working with potential dropouts to keep them in school
- Assistive homes
- Manufacturing

47. In this set of questions you are presented with a list of statements. You are asked to indicate your level of agreement or disagreement with each statement by marking the appropriate response with a tick.

ASSERTION	Strongly disagree	Disagree	Undecided	Agree	Strongly Agree
Social entrepreneurship deals with complex social needs					
Social entrepreneurs are helpful and dedicated to work for the welfare of others					
Social entrepreneurs increase expand human capabilities to increase the quality of life and chances on the poor					
Social entrepreneurship help people to reach their full potential					
Social entrepreneurship engage the poor and address poverty					
Social entrepreneurship addresses areas of unmet social needs that public and private sectors have					

failed to address					
Social entrepreneurship compliments public sector's incapacity to deliver basic needs such as clean water, electricity, transport systems in rural and urban areas					
Social entrepreneurship is a sustainable method of enabling disadvantaged groups to improve their position					
Social entrepreneurs help in the formation of policy to reduce poverty					
Social entrepreneurship provides regular incomes for the unemployed					
Social entrepreneurship successfully addresses social needs and effectually remove the need from existence					
Social entrepreneurship promotes nutrition for malnourished children					
The profits produced by social entrepreneurship will go to benefit the poor					
Social entrepreneurship is environmentally sustainable alleviating major social problems such as hunger					

SECTION D: OBJECTIVE 3: To identify strategies for achieving effective social entrepreneurship performance in Zimbabwe.

48. In order of importance which factors promote social entrepreneurship? Please rank in order of importance (1, 2, 3, 4, 5,..., 12) with one (1) being the most important.

	FACTORS	PLEASE TICK	RANK
A	Collaboration among stakeholders		
B	Special legal facilities		
C	Level playing field		
D	Access to financing		
E	Access to skills and knowledge		
F	Organising conferences, meetings and workshops		
G	Access to information technology		
H	Creating rating agencies and appropriate assessment tools		
I	Supportive institutions		
J	Increasing access to basic services e.g water and energy		
K	Upholding a very clear and persistent vision and mission		
L	Improved communication		

49. Thinking about financing your entrepreneurial initiatives which sources of funding do you feel will be the best avenues for you to pursue? Mark all relevant funding options with a tick.

- Family friends and acquaintances
- High net-worth donors
- Angel investors
- Venture capitalists
- Foundations and aid organisations e.g grants
- Public or crowd funding
- Private investment funds
- Government or trusts
- Banks
- Corporate and big business
- Joint venturing/partnerships
- Franchising
- Sales/ fees from own revenue generating activities
- Raising funds from the public (fundraising)

50. In order of importance which factors hinder social entrepreneurship? Please rank in order of importance (1, 2, 3, 4, 5,..., 16) with one (1) being the one which hinders most.

	FACTORS	RANK
A	Lack of adequate human, material and financial resources	
B	Limited access to finances	
C	Underdeveloped and poor state of infrastructure	
D	Inadequate and erratic supply of utilities	
E	Loss of skilled labour	
F	Low technological capability	
G	Lack of foreign direct investment	
H	Difficulty in activity performance management	
I	Political indifference	
J	Lack or scarcity of financial resources	
K	Lack of an enabling and supportive environment	
L	Lack of democratic governance	
M	Lack of institutional support	
N	Unstable and unpredictable political and economic environment	
O	Lack of collateral security	
P	Lack of networking opportunities	

In the present which of the following statement best describes social entrepreneurship? Please select only one answer with a tick.

51. We completely rely on grants, donations or other sponsorship

Yes No Undecided

52. We primarily rely on donor funding but have other sources of income

Yes No Undecided

53. We have sources of earned income or customer, revenue, but also rely on grants and other funding

Yes No Undecided

54. Social entrepreneurs depend too heavily on grants and free funding and not enough on building sustainable revenue streams

Yes No Undecided

55. Does everybody have the traits and characteristics to become a social entrepreneur?

Yes No Undecided

56. Should social entrepreneurs be as innovative as other entrepreneurs?

Yes No Undecided

57. In the past, have you been able to live up to your own expectations as a social entrepreneur?

Yes No Undecided

58. As a social entrepreneur, do you find it easy to turn challenges into opportunities?

Yes No Undecided

59. Are you currently meeting your objectives relating to people, planet and profits?

Yes No Undecided

60. As you gain more business experience, is it harder for you to see and act on social opportunities?

Yes No Undecided

61. Do social entrepreneurs have to face more challenges than general entrepreneurs?

Yes No Undecided

62. Is it easy to blend poverty reduction with social entrepreneurship?

Yes No Undecided

63. Does Zimbabwe have a strongly developed social movement sector that will fight or the rights of society?

Yes No Undecided

64. Do figures in authority often use their powers to obstruct sustainability driven initiatives?

Yes No Undecided

65. Do the news; media regard social entrepreneurship in Zimbabwe?

Yes No Undecided

66. Does self-sacrifice form part of social entrepreneurial work?

Yes No Undecided

67. Do you believe that there are few personal benefits to doing social entrepreneurship?

Yes No Undecided

68. Is it possible to make good money and make a difference to society at the same time?

Yes No Undecided

69. In the past have you designed the wrong social solution for a beneficiary because you did not fully understand the context or beneficiaries' problem?

Yes No Undecided

If yes explain.....
.....
.....

70. Are there good opportunities for social entrepreneurs to start a social business/social enterprise in Zimbabwe?

Yes No Undecided

71. A. Do you carry out social/environmental impact measurements and assessments for your organisation?

Yes No

71.B. How important is conducting social/environmental impact measurement and assessments for your organisations? Select the relevant options with a tick

A. Improve projects and services

Not important Average Important Not applicable

B. Requirement from funders and investors

Not important Average Important Not applicable

C. Reporting and communications

Not important Average Important Not applicable

D. Monitoring and evaluation

Not important Average Important Not applicable

Something else.....

72. What strategies do you think can make social entrepreneurship more effective in Zimbabwe?.....

.....

Any other comment.....

.....

.....

.....

THANK YOU FOR YOUR PARICIPTATION!



Social Entrepreneurship and Millennium Development Goals in Developing Countries: Insights from Zimbabwe.

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The data and information is for academic purposes **ONLY, is anonymous and shall remain confidential.*

SECTION A: DEMOGRAPHIC DATA

A1. Sex of Respondent

- Male Female

A2. Marital status

- Single Married Separated Divorced Widowed

Other (specify).....

A3. Spouse's economic activity if married

- Formally employed informally employed unemployed own business

A4. Who is the head of the household?

- Respondent Spouse other (specify).....

A5. What is the size of your household?

- 1-3 3-6 6 and more

A6. What is your age? (Please tick in the appropriate box)

- <20
 20-30 years
 31-40 years
 41-50 years
 51-60 years
 +60 years

A7. What is the highest level of education you have completed? If currently enrolled, mark the previous grade or highest degree received.

- Uneducated
 Primary School (Grade 1-7)
 Secondary school (Form 1-4)
 High school (Form 5-6)
 Some college or university credits but uncompleted
 Completed college diploma or Bachelor's degree
 Completed higher tertiary degree e.g. honours, masters or doctorate

A8. Number of Dependants in your household

0 1-4 5 and more

A9. Are there any children of school going age who are not going to school?
Yes No

SECTION B: THE IMPACT OF SOCIAL ENTREPRENEURSHIP

B1. How do you view your income status before encountering social entrepreneurship organisations?

Very poor Poor Good Very good Excellent

B1.1 How do you view your income status after encountering social entrepreneurship organisations?

Very poor Poor Good Very good Excellent

B2. Have you managed to acquire any assets using income or benefits from social entrepreneurship?

Yes No

B2.1 If yes, list the assets

.....
.....
.....

B2.2 If no, explain why.....

.....
.....

SECTION C: EXAMINING THE CONTRIBUTION OF SOCIAL ENTREPRENEURSHIP TO ERADICATING POVERTY AND HUNGER

C1. Did social entrepreneurship bring sustainable solutions to problems you were facing in life?

Yes No Undecided

C1.1 Explain the response above

.....
.....
.....

C2. Did the activity of social entrepreneurship empower you?

Yes No Undecided

C2.1 If yes, explain how

.....
.....

C2.2 If no, what can be done?

.....

C3. Do you think social entrepreneurship has an impact on eradicating poverty and hunger?

Yes No undecided

3.1 Please explain your choice above

.....

.....

C4. I think social entrepreneurial activities are doing a good job in helping the poorest communities to fight poverty and hunger.
 Strongly disagree Disagree Undecided Agree Strongly Agree

C5. What do you see as the contributions of social entrepreneurship which you have benefited from? (Indicate with a tick)

- A To help people help themselves
- B To provide an income for the poor
- C To create awareness
- D To give the poor a medium to express their views
- E To campaign on behalf of the poor
- F To fight problems on public level
- G Any other.....

C6. Do you think social entrepreneurship activities intervene to compliment ineffective or resource constrained governments in solving social problems?
 Yes No

C6.1 Please explain your answer above

.....

C7. Which of the following did you benefit from through social entrepreneurship? (Please rank your contribution according to importance, 1, 2, 3..... with 1 as the most important)

Contribution	Rank
Providing homes to the homeless	
Training illiterate and semi-illiterate people	
Providing Education and Training	
Recycling garbage, sewage and other waste products	
Protecting the environment	
Providing food to the needy	
Increasing productivity	
Job creation	

Seek opportunities	
Providing financial services	
Improve societal well-being	
Generating incomes	

C8: In this set of questions you are presented with a list of statements. You are asked to indicate your level of agreement or disagreement with each statement by ticking the appropriate response.

C8.1. In the face of diminishing public funding social entrepreneurship is an innovative approach for dealing with complex social needs

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.2. Social entrepreneurship increased my overall quality of life by expanding human capabilities and chances on the poor

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.3. Social entrepreneurship helps people to reach full potential to live with acceptable value

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.4. Social entrepreneurs engage the poor and address poverty

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.5. Social entrepreneurs address areas of unmet social needs that public and private sectors have failed to address

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.6. Social entrepreneurs compliment public sector's incapacity to deliver basic needs such as clean water, electricity, transport systems in rural and urban areas.

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.7. Social entrepreneurship is important in alleviating social disadvantage

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.8. Social entrepreneurship is a sustainable method of enabling disadvantage d groups to improve their position

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.9. Social entrepreneurs help to formulate and implement policy to reduce poverty

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.10. Social entrepreneurship provides substantial and regular incomes for the unemployed

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.11. Social entrepreneurship moves people from absolute poverty to food sufficiency on or above income poverty

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.12. Social entrepreneurship improves access to financial and social services among thousands of poor people resulting in social inclusion and facilitating social mobility

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.13. Social entrepreneurship improves access to technologies and markets bringing about increased outcomes

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.14. Social entrepreneurs identify problems which hinder social and economic development of the poor and marginalised in the community and provide solutions to create sustainable social solutions

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.15. Social entrepreneurship promotes nutrition for malnourished children

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.16. Social entrepreneurship is environmentally sustainable or aimed at alleviating a major social problem such as hunger

Strongly disagree Disagree Undecided Agree Strongly Agree

C8.17. Do you think social entrepreneurship results in improved standard of living for the poor people?

Yes No

C8.18.1 Explain your answer

.....

C9. The social value maximisation or benefit of social entrepreneurship activities includes the following. Please indicate by ticking either yes or no in the relevant boxes

Benefit of social entrepreneurship	Yes	No
Providing food		
Providing shelter		
Providing water		
Financial support		
Education		
Medical services		
Working with potential dropouts to keep them in school		
Assistive homes		
Manufacturing		

Any other? Specify.....

THANK YOU VERY MUCH!!!!

Appendix B: Reference letter from the supervisor

Department of Economics

East London Campus
P O Box 7426
5200 East London
Tel: +27 (43) 704 7024
Email: atsegaye@ufh.ac.za



20 January 2014

TO WHOM IT MAY CONCERN

This letter serves in support of Mrs. Grace PK Ngorora's application for her to be granted permission to collect data in Zimbabwe.

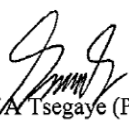
Mrs Ngorora is a doctoral candidate in Social Sciences Development Studies at our institution. She is pursuing her PhD by research under my supervision. The topic of her thesis is on Social Entrepreneurship and Millennium Development Goals in Developing Countries: Insights from Zimbabwe. Her research aims to investigate the contribution of social entrepreneurship in eradicating poverty and hunger in Zimbabwe. This requires collecting and analysing data on social entrepreneurs and their beneficiaries.

Grace has applied and received Ethical Clearance Certificate from Govan Mbeki Research and Development Centre (GMRDC) at the University of Fort Hare. For this, she completed and submitted the necessary documentation in respect of Researcher's Declaration and Conflict of Interest Declaration, as well as Ethical Research Confidentiality and Informed Consent Form.

Grace is a competent and hard working person as manifested by her ability to present and defend her proposal at the Faculty's Research and Higher Degrees Committee.

I do not hesitate to recommend her for your permission to collect data on this topical research.

Yours sincerely


Prof. A. Tsegaye (PhD)
Supervisor & Postgraduate Coordinator
University of Fort Hare

Appendix C: Ethical Clearance



University of Fort Hare
Together in Excellence

ETHICAL CLEARANCE CERTIFICATE

Certificate Reference Number: TSE011SNGO01

Project title: **Social entrepreneurship and Millennium Development Goals in Developing Countries. Insights from Zimbabwe**

Nature of Project: PHD

Principal Researcher: Grace Portia Kuda Ngorora

Supervisor: Prof A Tsegaye

Co-supervisor:

On behalf of the University of Fort Hare's Research Ethics Committee (UREC) I hereby give ethical approval in respect of the undertakings contained in the above-mentioned project and research instrument(s). Should any other instruments be used, these require separate authorization. The Researcher may therefore commence with the research as from the date of this certificate, using the reference number indicated above.

Please note that the UREC must be informed immediately of

- Any material change in the conditions or undertakings mentioned in the document
- Any material breaches of ethical undertakings or events that impact upon the ethical conduct of the research

The Principal Researcher must report to the UREC in the prescribed format, where applicable, annually, and at the end of the project, in respect of ethical compliance.

Special conditions: Research that includes children as per the official regulations of the act must take the following into account:


Note: The UREC is aware of the provisions of s71 of the National Health Act 61 of 2003 and that matters pertaining to obtaining the Minister's consent are under discussion and remain unresolved. Nonetheless, as was decided at a meeting between the National Health Research Ethics Committee and stakeholders on 6 June 2013, university ethics committees may continue to grant ethical clearance for research involving children without the Minister's consent, provided that the prescripts of the previous rules have been met. This certificate is granted in terms of this agreement.

The UREC retains the right to

- Withdraw or amend this Ethical Clearance Certificate if
 - Any unethical principal or practices are revealed or suspected
 - Relevant information has been withheld or misrepresented
 - Regulatory changes of whatsoever nature so require
 - The conditions contained in the Certificate have not been adhered to
- Request access to any information or data at any time during the course or after completion of the project.
- In addition to the need to comply with the highest level of ethical conduct principle investigators must report back annually as an evaluation and monitoring mechanism on the progress being made by the research. Such a report must be sent to the Dean of Research's office

The Ethics Committee wished you well in your research.

Yours sincerely



Professor Gideon de Wet
Dean of Research

14 January 2014

Appendix D: Informed Consent Form



University of Fort Hare
Together in Excellence

Ethics Research Confidentiality and Informed Consent Form

Please note:

This form is to be completed by the researcher(s) as well as by the interviewee before the commencement of the research. Copies of the signed form must be filed and kept on record

(To be adapted for individual circumstances/needs)

Our University of Fort Hare Department is asking people from your community or sample to answer some questions, which we hope will benefit your community and possibly other communities in the future.

The University Of Fort Hare Department Of Development Studies is conducting research regarding SOCIAL ENTREPRENEURSHIP AND MILLENNIUM DEVELOPMENT GOALS IN DEVELOPING COUNTRIES. INSIGHTS FROM ZIMBABWE. We are interested in finding out more about the contribution social entrepreneurship makes on achieving the Millennium Development Goals in developing countries. We are carrying out this research to help policy formulation and social entrepreneurs in developing countries and Zimbabwe in particular.

Please understand that you are not being forced to take part in this study and the choice whether to participate or not is yours alone. However, we would really appreciate it if you do share your thoughts with us. If you choose not take part in answering these questions, you will not be affected in any way. If you agree to participate, you may stop me at any time and tell me that you don't want to go on with the interview. If you do this there will also be no penalties and you will NOT be prejudiced in ANY way. Confidentiality will be observed professionally.

I will not be recording your name anywhere on the questionnaire and no one will be able to link you to the answers you give. Only the researchers will have access to the unlinked information. The information will remain confidential and there will be no "come-backs" from the answers you give.

The interview will last around (30) minutes. I will be asking you questions and ask that you are as open and honest as possible in answering these questions. Some questions may be of a personal and/or sensitive nature. I will be asking some questions that you may not have

thought about before, and which also involve thinking about the past or the future. We know that you cannot be absolutely certain about the answers to these questions but we ask that you try to think about these questions. When it comes to answering questions there are no right and wrong answers. When we ask questions about the future we are not interested in what you think the best thing would be to do, but what you think would actually happen.

If possible, our department would like to come back to this area once we have completed our study to inform you and your community of what the results are and discuss our findings and proposals around the research and what this means for people in this area.

INFORMED CONSENT

I hereby agree to participate in research regarding SOCIAL ENTREPRENEURSHIP AND MILLENNIUM DEVELOPMENT GOALS IN DEVELOPING COUNTRIES: INSIGHTS FROM ZIMBABWE. I understand that I am participating freely and without being forced in any way to do so. I also understand that I can stop this interview at any point should I not want to continue and that this decision will not in any way affect me negatively.

I understand that this is a research project whose purpose is not necessarily to benefit me personally.

I have received the telephone number of a person to contact should I need to speak about any issues which may arise in this interview.

I understand that this consent form will not be linked to the questionnaire, and that my answers will remain confidential.

I understand that if at all possible, feedback will be given to my community on the results of the completed research.

.....
Signature of participant

Date:.....

I hereby agree to the tape recording of my participation in the study

.....
Signature of participant

Date:.....

Appendix E: Researcher's Introductory Letter

To whom it may concern

This serves to confirm that a student at Chinhoyi University of Technology is carrying out a survey on behalf of Grace Ngorora, a PHD student at the University of Fort Hare. Mrs Grace Ngorora is currently doing a research on "Social entrepreneurship and Millennium Development Goals (MDGs) in Developing Countries: Insights from Zimbabwe" for her PHD thesis. The research project has been approved by the University of Fort Hare.

We kindly request you to assist in this survey, by availing information through interviews on the subject above. The outcome of this research will be used for academic purposes only. For further information please do not hesitate to contact the undersigned.

Thanking you in advance for your cooperation.

.....

Ngorora Grace (Researcher)
Department of Development Studies
University of Fort Hare
Alice Campus
Cell: 0784298505

.....

Prof. A. Tsegaye
Department of Economics
University of Fort Hare
East London Campus

Appendix F: Social Entrepreneurship Contributions Beneficiaries Benefited

From

Contributions Beneficiaries Benefited	Responses		Percent of Cases
	N	Percent	
To help people help themselves	157	31.8%	78.9%
To provide an income for the poor	110	22.3%	55.3%
To create awareness	79	16.0%	39.7%
To give the poor a medium to express their views	32	6.5%	16.1%
To campaign on behalf of the poor	50	10.1%	25.1%
To fight problems at public level	43	8.7%	21.6%
Improve standard of living	22	4.5%	11.1%
Total	493	100.0%	247.7%

Source: Field Survey 2014

Appendix G: Chi-Square tests of relationships in the population based on sample data (Social Entrepreneurs)

Variable 1	Variable 2	Chi-square (X²) Value	DF	P- Value
Age	Achievement of MDGs	10.697	4	0.030*
Marital status	Social entrepreneurship impact on food security	21.594	8	0.006**
Educational Level	Society's Change Agent	35.665	5	0.000**
Sex	Land Acquisition	4.065	1	0.044*

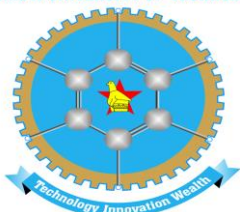
Source: Survey, 2014

*Significant at 0.05 level

** Highly significant at 0.01 level.

Appendix H Proof of Editing

CHINHOYI UNIVERSITY OF TECHNOLOGY



CHINHOYI UNIVERSITY OF TECHNOLOGY

DEPARTMENT OF ANIMAL PRODUCTION AND TECHNOLOGY

☒ P. Bag 7724, CHINHOYI, ZIMBABWE

☎ +263 (0)67 22203-5 ext 188 /+263 (0)67 29452

01 December 2014

TO WHOM IT MAY CONCERN

Ref: Proof of editing for Grace P.K. Ngorora's (201007012) PhD Thesis

The above subject matter refers.

This serves to confirm that I edited PhD thesis for Grace P.K. Ngorora entitled "**Social entrepreneurship and millennium development goals in developing countries: Insights from Zimbabwe.**"

I corrected the grammatical and typographical errors, word order and meaning, consistency in the use of tense, the inconsistencies in presentation style and references. The feedback was given to the student and her supervisor Professor A. Tsegaye for implementation.

However, as an editor I only make recommendations that may improve the quality of the paper. It is solely up to the author to accept and effect the grammatical changes and recommendations suggested.

Kind Regards

A handwritten signature in black ink, appearing to read "James Madzimure".

Dr James Madzimure (BSc Hon., MSc., MBA, PhD)

Senior Lecturer

Appendix I: Details of MDG 1: Eradication of Extreme poverty and hunger

Targets	Indicators
1A- Halve between 1990 and 2015, the proportion of people whose income is less than \$1.25 a day	<p>1.1 Proportion of people living on \$1.25 a day</p> <p>1.2 Poverty gap ratio</p> <p>1.3 Share of poorest quintile in national consumption</p>
1B- Achieve full and productive employment and decent work for all, including women and young people	<p>1.4 Growth rate of GDP per person employed</p> <p>1.5 Employment-to-population ratio</p> <p>1.6 Proportion of employed people living below \$1.25 (PPP) per day</p> <p>1.7 Contribution of own account and contributing family workers in total employment</p>
1C- Halve between 1990 and 2015 the proportion of people who suffer from hunger	<p>1.8 prevalence of underweight children under five years of age</p> <p>1.9 proportion of population below minimum level of dietary energy consumption</p>

Source: *UN 2010; Zimbabwe National Statistics Agency, 2013*

Appendix J: Income Generated from Entrepreneurial Activities

	N	Mean	Std. Deviation	Std. Error Mean
Highest Income Earned	68	12149.63	18261.450	2214.526

Source: Survey, 2014

Appendix K: Ethical Considerations

This study followed the ethical procedures as recommended by the University of Fort Hare. An ethical clearance letter was obtained from the University. The respondents (social entrepreneurs) and beneficiaries were the main source of information of raw data for research. Therefore, their individual rights which include the right to consent and full information on the nature and purposes of the research as well as the risks and benefits were provided. The respondents signed a consent form, and were allowed to withdraw at any stage of the research process. Appointments were made with all potential respondents before conducting the research. Ethical considerations were observed at each and every stage of the study that is at data collection, data analysis, reporting of findings, conclusions and recommendations.

Appendix L: Progress on MDG 1 in Zimbabwe

Targets	Indicators	Progress
1A-Halve between 1990 and 2015, the proportion of people whose income is less than \$1.25 a day	<p>1.1 Proportion of people living on \$1.25 (PPP) a day</p> <p>1.2 Poverty gap ratio</p> <p>1.3 Share of poorest quintile in national consumption</p>	<p>Population under the Total Consumption Line (TCPL) rose from 55% in 1995, to 72% in 2003.</p> <p>In 2003 63% of rural households and 53% of urban households were living below TCPL.</p> <p>Feminization of poverty as depicted by high prevalence of poverty among female headed households at 68% TCPL in 2003.</p> <p>Population under the Food Poverty Line (FPL) increased from 29% in 1995 to 58% in 2003.</p> <p>Human Poverty Index (HPI) fell from 24% in 1995 to 40.3% in 2005 but rose to 34% in 2009.</p> <p>HDI fell from 0.654 in 1990 to 0.613 in 1995 to 0.541 in 200 and to 0.513 in 2005.</p>
1B- Achieve full and productive employment and decent work for all, including women and young people	<p>1.4 Growth rate of GDP per person employed</p> <p>1.5 Employment –to-population ratio</p> <p>1.6 Proportion of employed people living below \$1.25 (PPP) per day</p> <p>1.7 Contribution of own account and</p>	<p>GDP growth estimated at 2.9% in 2013, 3.1% in 2014 and 1% growth forecast in 2015.</p> <p>Unemployment on the rise as companies continue to close.</p> <p>Structural unemployment rate in Zimbabwe 63% in 2003.</p> <p>Unemployment higher among females (70%) than males</p>

	contributing family workers in total employment	(56%). Higher structural unemployment in rural areas (62%) than urban areas (35%). Most people informally employed and living in poverty
1C- Halve between 1990 and 2015 the proportion of people who suffer from hunger	1.8- Prevalence of underweight children under five years of age	Malnutrition remains a common problem in Zimbabwe. Malnutrition rates among children under 5 years of age have remained high over the years.
	1.9- Proportion of population below minimum level of dietary energy consumption.	Proportion of people having three meals per day decreased with increase in poverty

Source: UN 2010; Zimbabwe National Statistics Agency, 2013

APPENDIX M: Letter of Resubmission for Editing



CHINHOYI UNIVERSITY OF TECHNOLOGY

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DEPARTMENT OF ANIMAL PRODUCTION & TECHNOLOGY

15 April 2015

TO WHOM IT MAY CONCERN

Ref: Proof of editing for Grace P.K. Ngorora's (201007012) examiner corrected PhD Thesis

The above subject matter refers.

This serves to confirm that I edited PhD thesis for Grace P.K. Ngorora entitled **"Social entrepreneurship and millennium development goals in developing countries: A case study of Zimbabwe."**

The thesis was well written with some moderate grammatical and typographical errors. I also highlighted some few inconsistencies in font size and presentation style. There were a few references that were left out on the final reference list. I also emphasized the need to improve the table of contents and maintain similar presentation style for journals or books.

On the discussion, I also noted with concern that there were some repetitions of points and recommended that such portions be deleted.

I enjoyed editing the thesis because it showed that the student was committed in producing work of high quality.

Kind Regards

A handwritten signature in blue ink, appearing to be "O Tada", is written over a light blue horizontal line.

Dr O Tada

Senior Lecturer (Animal Production and Technology)