

THE INTERNATIONAL JOURNAL OF BUSINESS & MANAGEMENT

Effect of Ease of Doing Business and Entrepreneurship Training on Sales Growth of Small and Medium Enterprises in Gboko Metropolis, Benue State, Nigeria

Akpoghol, Doom Dorcas

Researcher, Department of Business Administration,
Joseph Sarwuan Tarka University, Makurdi, Benue State, Nigeria

Dr. Hanmaikyur, Tyoapine John

Associate Professor, Department of Business Administration,
Joseph Sarwuan Tarka University, Makurdi, Benue State, Nigeria

Dr. Kwahar, Nguwasen

Senior Lecturer, Department of Business Administration,
Joseph Sarwuan Tarka University, Makurdi, Benue State, Nigeria

Utile Zanzan

Researcher, Department of Business Administration,
Joseph Sarwuan Tarka University, Makurdi, Benue State, Nigeria

Abstract:

The study examined the effect of ease of doing business and entrepreneurial training on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria. The study employed a survey design and hence made use of a structured questionnaire (Four Likert Scale) designed by the researcher to gather data. Four research questions and four hypotheses guided the study. Reliability (Cronbach Alpha) estimate of 0.941 was obtained for the questionnaire. With the aid of Taro-Yamane formula, two hundred and forty-eight (248) SME Managers operating in different sectoral activities were sampled from 650 registered SMEs in Gboko metropolis. Data were analysed using mean and standard deviation, while four hypotheses were tested using Analysis of Variance at 0.05 level of significance. Findings showed that ease of doing business and entrepreneurship training has a significant effect on sales growth of SMEs in Gboko metropolis of Benue State. The research questions were answered using mean and standard deviation, while hypotheses were tested using Analysis of Variance (ANOVA) at a 0.05 level of significance. The study found that all the p-values were less than 0.05, indicating that both variables were statistically significant in affecting sales growth of SMEs in Gboko metropolis, Benue State. The study concluded that both variables have a significant effect on sales growth of SMEs in Gboko metropolis of Benue State. The study suggests, among others, that Government should facilitate productive dialogue with private sector investors to remove barriers to doing business by deploying approaches that promote market access across the country.

Keywords: Ease of doing business, entrepreneurship training, sales growth

1. Introduction

The Nigerian business environment has been changing more rapidly than ever before. Consequently, managers and entrepreneurs must reposition their organizations to ensure viable change outcomes. With a growing population of over 170 million, Nigeria is grappling to find its rightful place among the committee of nations due to poor policy implementations, misplaced priority, poor governance, corruption and bad leadership. However, the Country remains one of the preferred business destinations for investors across the world due to its large array of human and material resources (Ananaba & Chukwuka, 2016).

Meanwhile, stakeholders across sectors at different fora, both within and outside the Sub-Saharan region, have launched an aggressive campaign on the need to diversify Nigeria's economy from oil and gas to other important sectors for self-reliance (Adeyori & Agbadudu, 2018). This tremendous campaign has, in fact, yielded a positive result with the 2018 World Bank ease of doing business ranking on Sub-Saharan Africa, which shows that Nigeria has moved up by 24 points to assume the top 10 improved countries in doing business worldwide as against being 169th position in 2017 (World Bank, 2018). In order to consolidate on the above feat and further achieve the nation's economic diversification objectives, researchers have advocated the need to chart a new course for the nation by ensuring proper mobilization of Small and Medium Enterprises (SMEs) for economic growth and development in terms of employment generation, reduction in poverty, and provision of goods and services to large industries (Elumelu, 2017; Oloruntuyi and Ogunyemi, 2016; Iorun, 2014; Ogbuanu, Kabuoh and Okwu, 2014).

SMEs have been perceived as important apparatus for job creation and economic growth. This has been necessitated by the increasing awareness within governments that large projects in the industrial sector are less likely to generate the requisite employment opportunities, given the high capital intensity of output in the sector. There is growing recognition of the important role SMEs play in the economic development of any country, Nigeria inclusive (Oni & Daniya, 2012). Avendano (2013) asserted that SMEs provide the vast majority of employment in developing countries and are keystones in the productive structures of emerging economies. According to Subhan, Mahmood and Sattar (2013), SMEs are the driving force for promoting economic development in developed and developing countries.

The significance of entrepreneurship development in several economies globally cannot be overemphasized, as the majority of the countries worldwide have established programmes to support entrepreneurship within their communities. Governments of most countries, especially developing ones, have in the past invested so much effort and resources in establishing policies intended to uplift entrepreneurship (Oni & Daniya, 2012). In the United States of America (USA), according to Audrestch (2007), the government mandated all Universities to introduce entrepreneurship training in their curriculum as a mandatory course that all students must attend before graduation. According to Minniti (2008), in countries such as China, Brazil, Saudi Arabia, Malaysia and Nigeria, different entrepreneurship supportive programmes have been established to create an enabling environment for sales growth of small and medium-scale enterprises.

SMEs have to deal with certain entrepreneurship factors in the general environment that could either hinder or support sales growth of the enterprises. Such factors include: resource availability, business start-ups, access to markets, regulation, competitive forces, and buying power of the consumers (Ikherehon, 2002). It is further contended that firms that possess higher levels of entrepreneurship support will perform better than those with lower levels of entrepreneurship support (Rauch, 2009; Dada, 2012). Higher levels of entrepreneurship support allow firms to have the ability to identify and seize opportunities in a way that differentiates them from non-supportive entrepreneurial firms (Soininem, 2013).

According to Waziri (2012), the Nigerian government promotes entrepreneurial culture through initiatives that build business confidence, positive attitude, pride in success, support and encouragement of new ideas, social responsibility, providing technological support, encouraging inter-firm linkages and promotion of Research and Development (Osuagwu, 2006). The environment of a business can be defined as the totality of conditions, events, and influences that surround and affect the operations of a business (Strydom, 2012). Entrepreneurship supportive environment comprises a wide range of business development services, such as mentorship, training, ease of doing business, networking, laws (regulation) and financing that affect sales growth of SMEs (Nieman & Nieuwenhuizen, 2014). In Benue State, different entrepreneurship programmes have also been carried out to support the activities of SMEs.

Entrepreneurship training is aimed at leading to either employment in an existing enterprise, self-employment (in either the formal or informal economy) or further education (Maas & Herrington, 2007; Wiseman, 2014). Ease of doing business focuses on the regulatory environment for small and medium-size enterprises. These enterprises are key drivers of competition, growth and job creation, mostly in developing economies (Leroy, 2012). The variables discussed above significantly affect sales growth of small and medium-scale enterprises.

Sales growth has been defined as the result of efforts in the form of activities of the business enterprise, which includes its strategy and operational activities, management of all segments of business enterprise such as the human resources, finance, production, and marketing (Leitner, 2000). Sales growth of SMEs is the effort expended by such enterprises to reach and achieve their stated objectives which could include: sales growth, customer satisfaction, survival, innovativeness, return on investment, employment, and, ultimately, profitability. This means sales growth is actual output as against expected output (Mark & Nwaiwu, 2015).

Sales growth of SMEs in this study includes sales growth, profitability and innovativeness. Sales growth refers to the amount a company derives from sales compared to a previous corresponding period of time in which the later sales exceed the former, usually given as a percentage (Kessy & Temu, 2010). According to Hussain, Asif, Ahmad, and Bilal (2011), profitability is the ability to make a profit from all the business activities of an organization, which shows how efficiently the management can use all the resources available in the market. Innovativeness refers to an enterprise's ability to engage in new ideas and creative processes that may result in new products and services, markets or technological processes that could result in enterprise sales growth (Hult, Hurley & Knight, 2004). Innovations have proven to be crucial components for the entrepreneurship development of modern societies (Akande & Oladejo, 2013). This study, therefore, investigates the influence of an entrepreneurial, supportive environment on sales growth of Small and Medium Enterprises in Gboko metropolis, Benue State, Nigeria.

1.1. Statement of the Problem

One of the reasons for the increased attention towards SMEs is their contribution to employment. Since they offer individuals a livelihood and a source of independent revenue, they provide a medium for people to escape from poverty and inequality. Governments of most countries, especially developing countries, have in the past invested so much effort and resources in establishing policies intended to uplift entrepreneurship and create an entrepreneurial, supportive environment to help improve sales growth of small and medium-scale enterprises. The government of Nigeria has formulated and implemented various policies aimed at increasing job opportunities, development of infrastructure as well as income generation through the creation of new small and medium enterprises and improving sales growth and competitiveness of existing ones.

Previous studies indicate that SMEs limited sales growth has been associated with limited access to finance, inadequate provision of public services, and unfavorable system of taxation, high regulatory burden and unstable

government policies. However, a few studies have been carried out on entrepreneurship supportive environment and sales growth of SMEs in Nigeria considering financial and non-financial measures of sales growth. Also, previous studies carried out on entrepreneurship-supportive environments and sales growth of SMEs considered different dimensions of supportive environments such as tax policies, infrastructural facilities, regulation, financing, business incubation, location, amongst others. This study intends to fill the gap by examining the influence of an entrepreneurial, supportive environment on the sales growth of SMEs in Gboko metropolis, Benue State, Nigeria.

1.2. Objectives of the Study

The main objective of this study is to examine the effect of an entrepreneurial, supportive environment on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria. Specifically, this study is designed to

- evaluate the effect of ease of doing business on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria
- examine the effect of entrepreneurship training on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria

1.3. Research Questions

The following research questions guided the conduct of the study:

- What is the effect of ease of doing business on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria?
- What is the effect of entrepreneurial training on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria?

1.4. Hypotheses

The following null hypotheses were formulated to guide this study and tested at a 0.05 level of significance:

- HO₁: Ease of doing business has no significant effect on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria.
- HO₂: Entrepreneurship training has no significant effect on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria.

2. Research Design

The study will employ a survey design and hence make use of a questionnaire to gather data. Survey design allows the collection of a large amount of data from a sizeable population in a highly economical way. The survey strategy also allowed the collection of quantitative data, which can be analyzed quantitatively using descriptive and inferential statistics. This design is appropriate for this study because primary data will be collected from a large area comprising various enterprises, which could not all be observed. This design is, therefore, suitable for explaining the existing status of the variables of this study at the given point in time. The suitability of the survey strategy in this study is to help the researcher identify and explain statistically the key supportive policies and programmes that affect sales growth of Small and Medium Enterprises.

2.1. Population of the Study

The population of this study consists of 650 registered small and medium enterprises in Gboko metropolis operating in different sectoral activities according to statistics obtained from the Benue State Chamber of Commerce, Industries, Mines and Agriculture (BECCIMA, 2020). Participants in the study include owners and managers of micro, small and medium-scale enterprises in Gboko metropolis, Benue State. The breakdown of the population according to the nature of the SMEs is presented in table 1.

2.2. Sample and Sampling Technique

In order to reduce the population to a manageable number, the sample size will be determined using Taro-Yamane's (1967) formula, which is given as:

$$n = \frac{N}{1 + N(e)^2} \quad \text{equation} \quad (1)$$

Where:

n = Sample size

N = Population of the study

e = Level of significance (tolerable error) at 5%

1 = Constant

$$n = \frac{650}{1 + 650(0.05)^2}$$

$$n = \frac{650}{1 + 650(0.0025)}$$

$$n = \frac{650}{2.625}$$

$$n = 247.6$$

$$n = 248 \text{ (Sample Size of the Study)}$$

Bowley's (1964) population allocation formula is employed in determining the sample size per each sub-sector of SMEs. The formula was stated as follows:

$$nh = \frac{n \times Nh}{N} \quad (2)$$

Where:

nh = sample size per sub-sector

n = total sample size

Nh = total number of owners

N = total population size

$$\text{Professional and Other Services} = nh = \frac{248 \times 110}{650} = 42$$

$$\text{Wholesale and Retail Trade} = nh = \frac{248 \times 220}{650} = 84$$

$$\text{Agriculture} = nh = \frac{248 \times 122}{650} = 47$$

$$\text{Manufacturing} = nh = \frac{248 \times 90}{650} = 34$$

$$\text{Hospitality} = nh = \frac{248 \times 108}{650} = 41$$

Thus, $42 + 84 + 47 + 34 + 41 = 248$

The probability sampling employed in the study is stratified random sampling since the population from which the samples were picked did not constitute a homogeneous assemblage. There were different kinds of micro and small business ventures operating different types of businesses. Stratified random sampling was preferred as it provides data to analyze sub-groups and facilitates the use of different methods in strata, thereby enabling the researcher to comfortably and easily control the sample size in the strata.

Professional and Other Services	110	16.93
Wholesale and Retail Trade	220	33.85
Agriculture	122	18.76
Manufacturing	90	13.85
Hospitality	108	16.61
Total	650	100

Table 1: Population of SMEs in Gboko Metropolis, Benue State

Source: BECCIMA, 2023

2.3. Instrument of Data Collection

A four-point Likert questionnaire was structured to capture views from business owners. The closed-ended questionnaire was structured to capture the views of business owners seeking information pertaining to the specific objectives of the study on the ease of doing business and entrepreneurial sales growth of SMEs.

2.4. Validation and Reliability of the Instrument

Both face and content validation was carried out on the questionnaire. Also, factor analysis was used to test the construct validity of the instrument. The result of the factor analysis, as presented in table 2, shows that Kaiser-Meyer Olkin (KMO) and Bartlett test surpass the threshold of 0.5. Reliability coefficient of 0.971 was determined using Cronbach's Alpha

Kaiser-Meyer-Olkin	The measure of Sampling Adequacy	0.796
Bartlett's Test of Sphericity	Approx. Chi-Square	846.713
Df	10	
	Sig.	0

Table 2: KMO and Bartlett's Test

Source: SPSS Data Output, 2023

2.5. Method of Data Collection

This collected primary data through questionnaire administration. This approach is to be adopted/chosen because it is famous and takes a snapshot of a population at certain times, thereby permitting conclusions relating to phenomena in an immense population to be drawn. It is preferred since it is concerned with answering definite questions such as who, how, what, which, when and how much. The researcher collected an introduction letter from the university introducing the researcher hence explaining the main purpose of the study. This gave the respondents the assurance that the information provided would be used for academic purposes and treated confidentially. The researcher administered the questionnaire with the help of two research assistants to the relevant sampled entrepreneurs. The questionnaires were retrieved after successful completion by the respondents.

2.6. Variable/Model Specification

2.6.1. Variable Specification

The study is measured using two variables: the independent variable (entrepreneurship-supportive environment) and the dependent variable (Sales growth of SMEs). The independent variable is measured in terms of ease of doing business and training.

2.6.2. Model Specification

In this study, sales growth of SMEs is regarded as a function of an entrepreneurship-supportive environment. Entrepreneurship supportive environment in this study comprises ease of doing business and training.

In this vein, the study suggests that:

$$\text{SMEs} = f(\text{ESE}) \quad (3)$$

Where:

SMEs = Sales growth of Small and Medium Enterprises (dependent variable)

ESE = Entrepreneurship Supportive Environment (independent variable)

Given that entrepreneurship supportive environment comprises two dimensions, the implicit form of the model is given as follows:

$$\text{SMEs} = f(\text{EDB}, \text{ETR}) \quad (4)$$

Where:

EDB = Ease of Doing Business;

ETR = Entrepreneurship Training;

Thus, the explicit form of the model for the study is stated as follows:

$$\text{SMEs}_i = B_0 + B_1 \text{EDB}_i + B_2 \text{ETR}_i + e_i$$

Where:

B_0 = constant of the model.

B_{1-2} = coefficients of the model.

e = disturbance terms or error terms.

2.6.3. A Priori Expectation

This means that all the independent variables $B_1 > 0$, $B_2 > 0$ (ease of doing business, entrepreneurship training) are expected to have a significant influence on the dependent variable (sales growth of SMEs).

2.6.4. Data Analysis Techniques

The statistical tools used in answering research questions are the means and standard deviations. Descriptive and inferential statistics are employed for data presentation and analysis, respectively, with the aid of the Statistical Package for Social Sciences (SPSS) software. Analysis of Variance (ANOVA) is employed to test the hypotheses at a 0.05 significance level. This method was adopted to help measure the influence of the independent variables (ease of doing business, entrepreneurship training) on the dependent variable.

2.6.5. Decision Rule

Mean and Standard Deviation were used to answer research questions. In answering the research questions, mean values that are less than 2.50 were considered to having a low effect, while those mean values higher than 2.50 were considered to have a high effect. Regression was used to test the hypotheses at a 0.05 level of significance. The decision was that the null hypothesis was rejected if the p-value was less than 0.05 and it was not rejected if otherwise.

3. Results and Discussion

This section focuses on data presentation and analysis, test of hypotheses and discussion of findings.

3.1. Data Presentation and Analysis

3.1.1. Responses on the Effect of Ease of Doing Business on Sales Growth of SMEs

What is the influence of ease of doing business on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria?

S/No	Questions	N	SA	A	D	SD	X	SD	Remark
1	Procedures for registering my business are easy.	248	72	146	26	4	3.15	.66	HE
2	The procedure for obtaining a business license is not difficult for my business.	248	77	120	43	8	3.07	.78	HE
3	The mode of paying taxes is simplified	248	80	109	53	6	3.06	.80	HE
4	There are regulatory institutions that monitor the activities of my business.	248	55	58	98	37	2.53	.99	HE
5	There is fair competition for all businesses in the market.	248	63	131	48	6	3.01	.74	HE
	Cluster Mean						2.96	0.79	HE

Table 3: Mean and Standard Deviation of Rating of Influence of Ease of Doing Business on Sales Growth of SMEs
Source: Field Survey, 2023

The result in table 3 presents the mean and standard deviation of rating of influence of ease of doing business on sales growth of SMEs. The result revealed that the mean ratings of items 1-5 are 3.15, 3.07, 3.06, 2.53 and 3.01, respectively, with a corresponding standard deviation of 0.66, 0.78, 0.80, 0.99 and 0.74. All the mean ratings for the items are above the cut-off point of 2.50, indicating high influence. The data also indicated that the cluster mean was 2.96, with a standard deviation of 0.79. Since the cluster means is greater than the cut-off points of 2.50. The implication of this result is that the ease of doing business influences the operational activities and sales growth of small and medium enterprises in Gboko metropolis, Benue State.

3.1.1.1. Responses on the Effect of Training on Sales Growth of SMEs

What is the influence of entrepreneurship training on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria?

S/No	Questions	N	SA	A	D	SD	X	SD	Remark
1	I receive training in marketing skills.	248	14	67	94	73	2.09	.89	LE
2	I receive training in communication skills.	248	66	106	61	15	2.90	.86	HE
3	I receive financial training to have better control over the cash flow of my business.	248	23	67	107	51	2.25	.89	LE
4	I am trained in customer relationship management to attract more customers for my business.	248	12	68	103	65	2.11	.85	LE
5	I receive training on how to access business risks and make the right choices for my business	248	92	107	42	7	3.15	.80	HE
	Cluster Mean						2.50	0.86	HE

Table 4: Mean and Standard Deviation of Rating of Influence Respondents Views on Entrepreneurship Training on Sales Growth of SMEs
Source: Field Survey, 2023

The result in table 4 presents the mean and standard deviation of the rating of the influence of entrepreneurship training on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria. The result revealed that the mean ratings of items 6, 8 and 9 are 2.09, 2.25 and 2.11, respectively, with corresponding standard deviations of 0.89, 0.89 and 0.85, which means that the respondents agreed that they have low influence. However, items 7 and 10 have mean ratings of 2.90 and 3.15 with a corresponding standard deviation of 0.86 and 0.80 which indicates high influence. The data also indicated that the cluster mean was 2.50 with a standard deviation of 0.786. Since the cluster mean is 2.50, which is the cut-off point, it implies that entrepreneurship training has an influence on sales growth of SMEs in Gboko metropolis, Benue State, Nigeria.

3.2. Test of Hypotheses

To test the hypotheses, regression analysis was utilized to investigate the influence of entrepreneurship supportive environment on sales growth of SMEs. The results are presented as follows:

3.2.1. Regression Analysis Result

The result of the regression analysis carried out was presented using model summary, ANOVA and coefficient tables.

3.3. Model Summary

The findings of the study showed that the R-squared, which is the coefficient of determination, reveals the variation in the dependent variable due to changes in the independent variables. The findings in table 5 show that the value of R-squared was 0.726, which indicates that there was a 72.6% variation in sales growth of SMEs in Gboko metropolis, Benue State, due to changes in ease of doing business, entrepreneurship training at 95 % confidence interval. This shows that 72.6% of changes in sales growth of SMEs could be accounted for by the ease of doing business and entrepreneurship training. Durbin-Watson statistic was employed to determine the presence or absence of auto-correlation. When there is no auto-correlation, the Durbin-Watson statistic will be near 2, or (a value of 2 or close to 2 is ideal). For this model, the value of Durbin-Watson statistic was computed to be 1.822, which was reasonably close to 2. This implied that there was no auto-correlation.

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.726 ^a	.527	.513	.449	1.822

Table 5: Model Summary

a. Finance, Business Predictors: (Constant), Ease of Doing Business, Access to Mentorship, Entrepreneurship Training

b. Dependent Variable: Sales growth of SMEs

Source: Field Survey

Analysis of Variance (ANOVA)

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	28.832	5	5.766	10.897	.013 ^b
	Residual	128.056	242	.529		
	Total	156.887	247			

Table 6: Analysis of Variance (ANOVA)

a. Dependent Variable: SMEs Sales growth

b. Predictors: (Constant), Business Mentorship and Ease of doing business

Source: Field Survey, 2023

From the ANOVA statistics in table 6, the processed data, which is the population parameters, had a significance level of 0.013 which shows that the data is ideal for concluding the population's parameter as the value of significance (p-value) is less than 5%. The F-value (10.897) indicates that ease of doing business and entrepreneurship training significantly affects sales growth of SMEs in Gboko metropolis, Benue State. The significance value was less than 0.05, indicating that the model was statistically significant. This implies that the overall regression model is statistically significant, valid and fit.

3.3.1. Regression Coefficient

The regression coefficient in table 7 indicates that holding ease of doing business and entrepreneurship training of SMEs would be 1.150, a unit increase in ease of doing business would lead to an increase in sales growth of SMEs by 0.719, a unit increase in entrepreneurship training would lead to sales growth of SMEs by a factor of 0.687. The study also found that all the p-values were less than 0.05, indicating that all the variables were statistically significant in affecting sales growth of SMEs in Gboko metropolis, Benue State.

Also, the tolerance and variance inflation factor (VIF) values in table 7 showed that multi-collinearity does not present a challenge in this study. The VIF values of all the variables were less than 2, which was far less than 10 and considered harmful for regression analysis. The general rule is that when VIF values exceed 10, it is a sign of multi-collinearity. The tolerance values are a measure of the correlation between the predictor variables and can vary between 0 and 1. The closer to zero the tolerance value is for a variable, the stronger the relationship between the variable and the other predictor variables. For this model, all the tolerance values were high-ranging from 0.11 for entrepreneurship training to 0.40 for ease of doing business, giving the researcher a good model.

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig. Tolerance	Collinearity Statistics	VIF
		B	Std. Error	Beta			Tolerance	
1	(Constant)	1.150	.112					
	Ease of Doing Business	.719	.316	.659	.040	.040	.040	1.013
	Entrepreneurship Training	.687	.585	-2.396	.011	.011	.011	1.548

Table 7: Regression Coefficients
a. Dependent Variable: Sales growth of SMEs
Source: Field Survey, 2023

3.4. Discussion of Findings

The major findings of this study are discussed based on the objectives of the study as follows:

3.4.1. Effect of Ease of Doing Business on Sales Growth of SMEs in Gboko Metropolis, Benue State, Nigeria

The findings of the study on objective one revealed that ease of doing business has a significant influence on sales growth of small and medium enterprises in Gboko metropolis, Benue State ($F = 10.897$; $p = 0.013 < 0.05$). This finding is in line with previous studies, which found a significant relationship between ease of doing business and sales growth of SMEs. Specifically, for government policies (Alabi, David & Aderinto, 2019; Adamu, 2019; Adaramola, 2012), regulations, registrations and certifications (Chukwuemeka & Ifechukwude, 2013; Adeusi & Aluko, 2014, Oyekunle & Usman, 2017) showed a significant relationship with sales growth of SMEs. A study by Adeoye (2012) found that the ease of registering businesses and simplifying the mode of taxes significantly affects sales growth of SMEs in Nigeria. The implication of the finding to managers and investors is that ease of doing business helps to provide more efficient service to investors. This shows the need for government and stakeholders to aggressively promote and focus on implementing policies that attract investment in various sectors of the economy.

3.4.2. Effect of Entrepreneurship Training on Sales Growth of SMEs in Gboko Metropolis, Benue State, Nigeria

Results of the second objective revealed that entrepreneurship training has a significant effect on sales growth of small and mediums scale enterprises in Gboko metropolis, Benue State ($F = 10.897$; $p = 0.013 < 0.05$). This finding is supported by Yahya, Othman and Shamsuri (2016), who established that entrepreneurship education training has a significant effect on the growth and sales growth of SMEs. In agreement with this result, Meressa (2020) showed that entrepreneurship training facilitates the growth of small and medium-scale enterprises and positively influences their sales growth. Lavinda, Maganjo & Kithea (2013) also showed that businesses that received training had expanded substantially after they had received training in business skills. Correspondingly, Ladzani and Van Vuuren (2002) showed a significant relationship between entrepreneurial training and the growth of SMEs. This finding implies to managers that enterprises owned by individuals who receive entrepreneurship training are expected to demonstrate higher growth than those owned by individuals who have no knowledge of business training.

4. Summary and Conclusion

This chapter presents the summary of the findings of this study, conclusion, recommendations, limitations and suggestions for further research.

4.1. Summary of Findings

The study examined the effect of an entrepreneurial, supportive environment on sales growth of SMEs in Gboko Metropolis, Benue State. The following findings were revealed:

- Ease of doing business has a significant influence on sales growth of SMEs in Gboko metropolis, Benue State ($P = 0.013 < 0.05$).
- Entrepreneurial training has a significant effect on sales growth of SMEs in Gboko metropolis, Benue State ($P = 0.013 < 0.05$).

4.2. Conclusion

The findings of the study indicate that for SMEs in Gboko metropolis to thrive, there must be an enabling supportive environment. The study concluded that ease of doing business and entrepreneurial training has enabled owners and managers of SMEs in Gboko metropolis to acquire needed skills in managing their businesses.

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