

## **INFLUENCE OF DEMOGRAPHIC FACTORS ON THE ENTREPRENEURIAL INTENTIONS OF MOTOR VEHICLE MECHANIC STUDENTS AT TECHNICAL COLLEGE LEVEL IN NIGER STATE**

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### **Abstract**

*The study was designed to examine the influence of the demographic factors on the entrepreneurial intentions of motor vehicle mechanic students at technical college level in Niger State. One research question and three null hypotheses guided the study. A descriptive survey research design was adopted for the study. The study covered three technical colleges in Niger State one from each senatorial zone. A total of 457 respondents comprising of 386 male and 71 female students constituted the total population for the study. Frequency and percentage count was use to analyzed the demographic data of the respondents collected for the study; while One-way Analysis of the Variance (ANOVA) was used to test the null hypotheses formulated for the study at .05 level of significance. Findings revealed among others that certain factors such as age category, ethnic group and family background influence the entrepreneurial intentions of motor vehicle mechanic students at technical college level. Based on the findings it was recommended that motor vehicle mechanic students at technical college level should be mixed during entrepreneurship programmes with respect to their age category, family background and ethnic group and as this measure will go a long way to facilitate joint practical experimental training and learning that will lead to the discovery of entrepreneurship opportunities upon graduation .*

**Keywords:** Entrepreneurship, Entrepreneurial Intention, Demographic factor, Motor Vehicle Mechanic

### **Introduction**

Entrepreneurship concerns the ability and willingness to take risks and to combine factors of production in order to produce goods and services that can satisfy human wants and create wealth. Entrepreneurship is the process of wealth creation through the creation of value rather than its manipulation. It involves the destruction of existing market structures by the creation of new markets (or reduction in market shares of current leaders) through improvement of existing products or the development of entirely new products (Mike, 2011). Adeyeye (2008), sees entrepreneurship as the process of putting together creative and innovative ideas and putting these with management and organization skills in order to combine man, money, machineries and other resources to meet an identified need and thereby create wealth. It is the introduction of new business activities into the economy to improve the standard of living of the people and make profit. The forgoing clearly revealed that for one as an individual to undertake entrepreneurship opportunities one must develop entrepreneurial intention.

Entrepreneurial intention is defined as the willingness to start own business and to become self-reliant. The intention is generally formed by an individual's approach toward entrepreneurship and the leading social norms attached to entrepreneurship in the future. An entrepreneurial

intention is typically considered to be formed by a person's attitude toward entrepreneurship and the prevailing social norms attached to entrepreneurship in the future. According to Kenneth, Godday & Michael (2013) entrepreneurial intention presumes that new business formation is a deliberately designed behavior and equally considered to be the first step in new formation. Entrepreneurial intention is also considered to be the first step in new business formation (Lee and Wong, 2004).

According to Vineata (2014) entrepreneurial intention has proved to be a primary predictor of future entrepreneurial behavior. Kristiana and Indarti (2004) define entrepreneurial intention as a decision to form a new business venture that is planned rather than being conditioned. An individual may have the potential of being an entrepreneur because of own competency and self efficacy but may not make the transition into entrepreneurship because of a lack of intention. Krueger, Reilly and Casurd (2000) argued that entrepreneurial intention refers to intention to create a new firm or a new value driver within existing organizations. Quan (2012) argued that entrepreneurial intention is of two type: impulsive and deliberate intentions. Impulsive entrepreneurial intention refers to intention without realistic control of business resources. It can be influenced by personal characteristics, culture or demographic factors; while deliberate entrepreneurial intention is the willingness of the individual to venture into business due to the feasibility of entrepreneurial behaviors. It depends on external resources such as prior experience or network building. Although it has also been argued that certain demographic factors influences the entrepreneurial intention of an individual.

Demographic factors refer to socioeconomic characteristics of a population expressed statistically, such as age, sex, education level, income level, marital status, occupation, religion, birth and family background. Certain demographic factors according to Shaila & Mohammad (2017) motivate a person's decision to become an entrepreneur. They further identified age, family background and ethnicity to be the most influential demographic factors that influences one's willingness to become a potential entrepreneur and setup business venture. From the foregoing, it can be seen that for motor vehicle student to be aware of the importance of demographic factor on entrepreneurial intention there must be effective entrepreneurship development programmes.

Entrepreneurship development programmes offers students such opportunities by helping them identify and respond to societal needs. According to Dixxon, Meir, Brown and Custer (2005), entrepreneurship programme provides graduates with competencies that enhance entrepreneurial key skills, intention to create new venture and business ownership. Linan, Chord and Guzman (2008) stated that the information regarding entrepreneurs and new venture creation is obtained through entrepreneurship programme.

Education about entrepreneurship and for entrepreneurship according to Friedrich and Visser (2005), will increase students' interest in becoming entrepreneurs at some stage after graduation. Walstand and Kourilsky (1998) stated that students are introduced into entrepreneurship on the ground of careers. Although, Motor vehicle mechanic trade as a course of at technical college level is faced with number of challenges in entrepreneurship development (Segun & Josephine, 2014). These challenges according to Segun and Josphine (2014) include: technology dependence, deplorable state of training institutions, lack of dynamic curriculum, negative attitude, and shortage of qualified personnel and inadequate funding of technical institutions. The foregoing clearly revealed that the inclusion of entrepreneurial

intentions as the first step in the entrepreneurship development dimension makes entrepreneurial intentionality of motor vehicle mechanic students the most important step in their career choice.

Motor Vehicle Mechanic trade is one of the Technical Vocational Education programmes which involves the acquisition of scientific knowledge in design, selection of materials, construction, operation and maintenance of motor vehicles. According to National Board for Technical Education (NBTE, 2001) Motor vehicle mechanics trade students are expected to, upon completion of this training, be able to: test, diagnose, service and repair any fault on conventional motor vehicle, and assemble main units and systems to the manufacturers' specifications. Abdulkadir (2011) explained that the objectives of the practical aspect of Motor Vehicle Mechanics at the technical college include the ability of motor vehicle craft trainees to be able to: test, rebuild and replace injector nozzles, dismantle and reassemble carburettor following appropriate procedure, replace major emission control components, diagnose all problems relating to steering, braking and suspension systems, among others.

From the foregoing, it can be seen that motor vehicle mechanic job is enterprising and thus it is expected that with the tremendous role played by demographic factors on the entrepreneurial intention of an individual, motor vehicle mechanic students upon graduation should be wise enough and be able to developed proper entrepreneurial intentions within his/her environment and set up his/her business venture (workshop) to be employed and employed others. It has however been observed that in spite of the tremendous role played by demographic factors on one's entrepreneurial intention, quite a number of graduates of motor vehicle mechanic trade were still dumbfounded about entrepreneurship opportunities available to them upon graduation thereby making them unemployed and unable to employ others. The problem of this study therefore put in a question form: Can demographic factors influence the entrepreneurial intentions of motor vehicle students at the technical college level?

### **Purpose of the Study**

The purpose of this study was to identify the influence of demographic factors on the entrepreneurial intentions of motor vehicle mechanic students at technical college level in Niger State. Specifically, the study sought to:

- (i) Determine the influence of demographic factors on the entrepreneurial intentions of motor vehicle mechanic students.

### **Research Questions**

The following research question was answered in this study:

- (i) What are the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students?

### **Hypotheses**

The following null hypotheses were formulated to guide the study and were tested at .05 level of significance:

- (i) There is no significance difference between the mean score of entrepreneurial intention and age category as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students ( $P < .05$ ).

- (ii) There is no significance difference between the mean score of entrepreneurial intention and family background as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students ( $P < .05$ ).
- (iii) There is no significance difference between the mean score of entrepreneurial intention and ethnic group as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students ( $P < .05$ ).

### Methodology

A descriptive survey research was adopted for this study. The study was conducted in the three Technical Colleges in Niger State one from each Senatorial Zone. The Technical Colleges are Government Technical College Eyagi-Bida in Zone A, Government Technical College, Minna in Zone B and Government Technical College, Kontagora in Zone C. A total of 457 respondents comprising of 386 male and 71 female students formed the total population for the study. One research question and three null hypotheses were formulated to guide the conduct of study. The age categories in years used for the study are: less than 18, 16-19 and 19-22. Family background was identified in terms of: high income, intermediate income and moderate income; while ethnic group were grouped as Zone "A" mainly Nupe; Zone "B" comprising Gwari and Zone "C" comprising Hausa respectively. Frequency and percentage count was use to analyzed the demographic data of the respondents collected for the study; while One-way Analysis of the Variance (ANOVA) was used to test the null hypotheses formulated for the study at .05 level of significance.

### Results

#### Research Question 1

- (i) What are the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students?

**Table 1: Descriptive Statistics of the Respondents**

Descriptive Variables	Frequency	Percentage (%)
<b>Gender</b>		
Male	386	81.6
Female	71	18.4
<b>Age Category</b>		
Less than 18	11	2.85
16-19	354	91.7
19-22	21	5.44
<b>Family Background</b>		
High Income	347	89.9
Intermediate Income	28	7.3
Moderate Income	11	2.85
<b>Ethnic Group</b>		
Gwari (Zone B)	60	15.5
Hausa (Zone C)	79	20.5
Nupe (Zone A)	247	64.0

Table 1 above reveals that 386 (81.6%) of the respondents were male, while 71 (18.4%) were female. This means that more males than females participated in this study. As regards age category, 354 (91.7%) were 16-19 years old, 21 (5.44%) were 19-22 years old while 18 (2.85%) were less than 18 years old. This further means that majority of the respondents were aged between 16-19 years old. Concerning family background, 347 (89.9%) were from high income family, 28 (7.3%) were from intermediate family and 11 (2.85%) were from moderate family. This indicates that majority of the participants were from high income family. Analysis in Table 1 further shows that majority 247 (64.0%) of the respondents were from Zone A, 60 (15.5%) of the respondents were from Zone B while 79 (20.5%) were from Zone C. This means that minority of respondents were from Zone B.

### Hypothesis 1

There is no significance difference between the mean score of entrepreneurial intention and age category as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students.

**Table 2: One-way ANOVA of mean ratings of the respondents on the entrepreneurial intention and age category.**

	Age Category (in Years)	Mean	F	Sig
Entrepreneurial Intentions	Less than 18	2.395	1.463	.078
	16-19	2.162		
	19-22	2.101		
	<b>Total</b>	<b>2.473</b>		

Table 2 showed that there was no significant difference ( $P < 0.05$ ) in the mean scores of the respondents. These data supported the hypothesis  $F = 1.463$  and  $P = .078$

### Hypothesis 2

There is no significance difference between the mean score of entrepreneurial intention and family background as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students.

**Table 3: One-way ANOVA of mean ratings of the respondents on the entrepreneurial intention and family background.**

	Family Background	Mean	F	Sig
Entrepreneurial Intentions	High Income	3.264	1.974	.069
	Intermediate Income	2.013		
	Moderate Income	2.234		
	<b>Total</b>	<b>2.503</b>		

Table 3 showed that there was no significant difference ( $P < 0.05$ ) in the mean scores of the respondents. These data supported the hypothesis  $F = 1.974$  and  $P = .069$

### Hypothesis 3

There is no significance difference between the mean score of entrepreneurial intention and ethnic group as regards the demographic factors that influence the entrepreneurial intentions of motor vehicle mechanic students.

**Table 4: One-way ANOVA of mean ratings of the respondents on the entrepreneurial intention and ethnic group.**

	Ethnic Group	Mean	F	Sig
Entrepreneurial Intentions	Gwari (Zone B)	2.353	1.629	.076
	Hausa (Zone C)	2.605		
	Nupe (Zone A)	2.021		
	<b>Total</b>	<b>2.326</b>		

Table 4 showed that there was no significant difference ( $P < 0.05$ ) in the mean scores of the respondents. These data supported the hypothesis  $F = 1.629$  and  $P = .076$

### Discussion

Analysis of the variance (ANOVA) was employed to measure the differences between entrepreneurial intentions and the age category, family background and ethnic group. Therefore, the analysis in Table 2 shows that there was no significant difference ( $P < .05$ ) between the entrepreneurial intentions and age category as F-test is 1.463 and the P-value is greater than significant value of .05 which revealed that age category has influence on the entrepreneurial intentions of motor vehicle mechanic students. It was further revealed that the highest age category of 19-22 has the lowest mean value of 2.101 as compared to other age category of less than 18 and 16-19 respectively. This implies that an entrepreneurial intention increases with the age category of 19-22 indicating the highest entrepreneurial intentions for entrepreneurship opportunity.

Table 3 also reveals that there was no significant difference between the entrepreneurial intentions and family background as F-test is 1.974 with P-value of .069 greater than the significant of .05 which showed that family background influences the entrepreneurial intentions of motor vehicle mechanic students. This is in agreement with the views of Youngb (2013) who opined that the creation of supportive institutions in the society as determinant of entrepreneurship and held that family background is among of those institutions and thus family should generates entrepreneurial activity which according to him should be a reflector of general cultural values. In words of Abdulkadir (2016) value and role expectations of a particular family background are the most determinant in the performance of business entrepreneurial roles. It was also discovered that students from intermediate family background has the lowest mean value of 2.013, while those student form high income family background has the highest mean value of 2.264 with moderate income family background having the score of 2.234.

This means that those students from intermediate family background developed more entrepreneurial intentions compared to those students from highest and moderate income family respectively. Generally, family plays a big role in influencing the intention of a child to start business (Shittu, Suzhou China & Dosunmu, 2014). Corroborating this view Shapero and Sokol (1982) explained that father and mother plays important role as perception of venture feasibility and desirability is concerned. Krueger (1993) however pointed out that family serves a breeding ground for would be entrepreneurs as long as it provides the child with efficient and effective role modeling. Similarly, Carr and Sequeira (2007) argued that family background plays major role in shaping entrepreneurial intentions.

Furthermore, the analysis in the Table 4 indicates there was no significant difference between the entrepreneurial intention and ethnics group with the F-test value of 1.629 and P-value of .76 greater than significant level of .05 meaning by ethnic group influences the entrepreneurship intentions of motor vehicle mechanic students. It was further revealed that students from Zone A has the lowest mean value of 2.021, while those from Zone B has mean value of 2.353 with those from Zone C having the highest mean value of 2.605. This implies that motor vehicle mechanic students from Zone A developed more entrepreneurial intentions to entrepreneurship opportunities compare with those from Zone B and C respectively.

### **Conclusion/ Recommendations**

This study examined the influence of the demographic factors on the entrepreneurial intentions of motor vehicle mechanic students at technical college level in Niger State. The findings of the study serve as the basis for making the following conclusion: That motor vehicle mechanic students at technical college level should be mixed during entrepreneurship programmes with respect to their family background, ethnic group and age category as this measure will go a long way to facilitate joint practical experimental learning.

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