

IMPROVING THE ENTREPRENEURIAL SKILLS OF WOMEN PRODUCING KULI-KULI IN BIDA NIGER STATE: A PLOT STUDY

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Abstract: This study is conducted to explore ways to improve the entrepreneurial skills of women producing Kuli-Kuli in Bida Town, Niger State of Nigeria with the view to contributing towards their revenue generation and standard of living. It will also improve the tax base and tax revenue of Bida Town, Niger State of Nigeria, with ultimate goal of improving the Gross Domestic Product (GDP). A designed questionnaire will be distributed across the target population of 30 women producing Kuli-Kuli in Bida Town, Niger State of Nigeria; the study adopted the Partial Least Squares-Structural Equation Modelling (PLS-SEM). The finding reveals the instruments to be valid and reliable. Path coefficient results that entrepreneurial skills and the socio-economic status of the women producing kuli-kuli will be enhanced.

Keywords: Profitability, Socio-Economic Status, Training, Women Producing Kuli-Kuli.

1. INTRODUCTION

Groundnut in Niger State is rank 7th with 453,577 tons per year (Food Agricultural Organisation, 2016). Bida local government is growing groundnut on 1,450 hectares of land with Kuli-Kuli as byproduct of groundnut which is the West African snack primarily made from grounded groundnuts, first made by Nupe people of Bida who are domiciled in the aforementioned sub-region. (Shitu, 2022).

In Nigeria, the most commercial products of groundnut are groundnut oil, groundnut cake (Kuli-Kuli) and fried groundnuts which are sold at market place or hawked on the streets (Shuaibu, 2021). The processing of groundnut is both the sources of income and employment to a large proportion of rural women in Northern Nigeria. Although groundnut cake (Kuli-Kuli) and oil production from the groundnut processing is profitable, the level of return (profit) is low when compared to the findings of (Shuaibu, 2021; Ocholi and Samuel, 2017). The reason for low profitability could be as a result of low price paid for the products coupled with high cost of raw groundnut. This has been corroborated by Abdullahi, Sheriff and Mahieddine (2017), who reported that major impediments to profit and market efficiency were inadequate capital, high cost of shelled groundnut and transportation cost.

Groundnut production is a viable sector of the economy which will improve the general wellbeing of the people and improvement on the Nigerian economy at large this can only happen when the steps are taken to improve the availability of raw material i.e. groundnut seeds, Provision of credit facilities e.g. loans to farmer, accessibility of farming subsidy (fertilizer and seeds), as such the above majors can increase groundnut production and the policy if implemented will elevate hiccups associate to groundnut production.

According to (Al-Ani, Alsukker and Khushaba, 2013; Dalla, Vihi, Jesse and Tor, 2020) more than 330 products can be made commercially from groundnuts, and with a slight improvement in technology, jobs can be created directly from improved groundnut production coupled with the use of improved variety and increase in acreage.

With the availability of groundnut which is the sole ingredient of Kuli-Kuli production, Kuli-Kuli processing will have an aggressive and abundant product of the Kuli-Kuli. Many products become readily available such as, groundnut cake (Kuli-Kuli) for domestic use, Groundnut oil for domestic and industrial use and Groundnut cake

for industrial feed meal such as fish meal, poultry feed and animal feed. From the above point it has shown that the sources of income to Kuli-Kuli producers will improve via their standard of living and the community by extension upgrading the national economy.

Women Entrepreneurs according to Stosk Panic (2017) are woman or group of women, who initiate, organize and operate a business enterprise. In Nigeria, more than half of the total population of the country are women, and they play a crucially important role in the Nigerian economy. The three tiers of government (Local, States, and Federal) have recognised the need of women labour force to provide employment, improve economic growth, increase foreign exchange earnings and reduce poverty rate Banki, Ismail and Muhammad (2016) For the fact that women constituted more than half population of Nigeria, if women entrepreneurs are given the necessary assistance, they will contribute immensely to the economic development of the nation by contributing to labour force through employment generation which will reduce poverty thereby increasing foreign earning and improving economic growth as well as national development. However, despite women entrepreneurs, effort in business they still facing a lot of challenges that threaten their survival because most women entrepreneurs lack skills and practical experience to build a business so also the right training of modern technology.

Training is art of bridging the gap between the current performance and the desired performance (Elnaga & Imran, 2013) It refers to the entrepreneur's abilities to identify and tap entrepreneurial opportunity and the skill, to acquire knowledge (Rowland, Rowland, Hall, Hall, Altarawneh, & Altarawneh, 2017), which could lead to business performance. Therefore, in this study training is refers to the skill to acquired knowledge.

The focus of this research will be to identify training and other determinants that will improve the entrepreneurial skills of women involved in Kuli-Kuli production in Bida Town, Niger State of Nigeria.

11. LITERATURE REVIEW

Essohouna, Daniel, Ifie, Samuel, Pangirayi and Haile (2018) examined Groundnut production constraints and farmers' trait preferences a pre-breeding study in Togo. A sample of 180 farmers were randomly selected and interviewed, analysis where carry out using qualitative data and for quantitative data generated within and across regions. The finding revealed complex farming practices that show diversity and rationality but also untidy and unsystematic practices.

Ekpa (2019) studied the analysis of climate smart agricultural indices on groundnut farming household enterprise in Katsina State, Nigeria. The multi-stage, sampling techniques was used to select three hundred (300) respondents who provided the relevant primary data for this study through a set of pre-tested structured questionnaires. The data were analyzed with descriptive statistics, Principal Component Analysis (PCA), Ordinary Least Square (OLS) regression model. The study recommended that Governmental and farmers' organizations can fashion out a favorable training workshop to inspire the low-users of CSA to improve on their performance.

Aboki, Umar, Rukwe and Yahaya (2019), in their study entitled Profitability Analysis of Groundnut Production in Ardo- Kola Local Government Area of Taraba State of Nigeria, the researchers employed a proportionate sampling technique of 150 farmers population from the selected villages. The findings revealed that the business of groundnut farming is a profitable venture, it is recommended that farmers should organized themselves into groups for easy access to formal sources of credit to provide needed farm implement and quality seed.

Dalla et al., (2020) investigated the Cost and Returns Analysis of Groundnut Production in Qua'an Pan Local Government Area of Plateau State, Nigeria. Multistage sampling technique was used in selecting 150 respondents for the study. Primary data were collected through the use of structured questionnaires and interview technique and were subjected to both descriptive and inferential statistics. The results obtained from the study revealed that the mean age of the respondents was 38 years with males dominating (82%) the groundnut production enterprise in the study area. Greater (85%) percentages of respondents were married with majority (64%) of them having primary school education. The respondents had an average household size of nine (9) persons, a mean farming experience of 9.3 years and an average farm size of 3.0 hectares. The result also revealed that majority (72%) of the respondents did not belong to any cooperative/ farming association. The result indicates that majority (79%) of the groundnut farmers acquired their farmland by inheritance The study recommends that groundnut

stakeholders and research institutes should work more on introducing new improved groundnut varieties. Government should subsidize groundnut inputs like recommended fertilizer and herbicides so as to motivate farmers to grow groundnut. Government should establish organized marketing systems where farmers will have proper and reliable linkages with buyers thereby reducing the undue exploitative tendencies of the middlemen. Improved storage facilities should be provided so that farmers could store their produce to avoid spoilage and for sale during times of scarcity.

Shuaibu (2021) Analysis of Local Groundnut Processing Activity by Women in Kano State, Nigeria. A total sample size of 298 respondents (two questionnaires were not returned). Data were collected using interview schedule with the aid of questionnaire. The tools of the analysis employed for data interpretation were descriptive statistics, gross margin analysis and return on investment.

The findings of the study revealed that monthly gross income of about N24, 006. was obtained from groundnut processing with average return on investment of 26% and contributed about 94% to their total income. A major constraint perceived by the women was that the profit margin was low and cost of raw material was too high. It was concluded that groundnut processing by women in the study area was profitable though there is room for improvement when our finding is compared to other studies in other parts of the country. The study recommends the women to form cooperatives and buy the raw groundnut in bulk to take advantage of lower cost.

Shitu (2022) Exploring Nupe girls' engagement in income generating activity of groundnut-based edible products. A total number of 20 Nupe girls from Mokwa and Bokani (14 from Mokwa and 6 from Bokani) were interviewed. The research used qualitative research methodology with semi-structured interviews as the techniques for data collection. The results revealed that there are three essential motivating factors that can be ascribed to the involvement intentions of Nupe girls in the processing and selling of groundnut based edible product. They are economic gain, social capital and keeping the Nupe value and tradition alive.

Mijinyawa, Usman, Mohammed, Abdullahi, John, Olufemi and Emmanuel (2022) reviewed Drought Tolerance Revealed by Some Physiological Efficiencies in Groundnut Germplasm Accessions. The study was conducted under greenhouse conditions during the dry season in October 2019 to April 2020 at the Texas. Fourteen commercial groundnut varieties were obtained from different seed companies in the USA, and twenty-seven groundnut accessions obtained from the USDA Germplasm. Making a total number of thirty-nine genotypes were used for this study. While finding specific leaf area revealed non-significant differences among the genotypes under water stressed condition.

As a result, of the above studies, this study proposes to examine the following objectives. The aim is to improve on the entrepreneurial skill of women producing Kuli-Kuli in Bida Town, Niger State of Nigeria. The research has the following objectives:

- i. To determine the socio-economic status of women producing Kuli-Kuli in Bida Town, Niger State of Nigeria.
- ii. To determine the profitability of Kuli-Kuli production among women in Bida Town, Niger State of Nigeria.
- iii. To identify the constraints associated with Kuli-Kuli production among women in Bida Town, Niger State of Nigeria.
- iv. To identify training needs, training nature and other factors that would improve entrepreneurial skills involve in Kuli-Kuli production in Bida Town, Niger State of Nigeria.

111. METHODOLOGY

This study adapted a survey design in order to find reliability and validity of the instrument. According to Nunnally (1978), pilot tests Sample are usually small, even though that it could be increased to 100 responses. Therefore, a number of 30 questionnaires were distributed personally to women producing Kuli-Kuli in Bida Town, Niger State of Nigeria and were returned correctly filled. Self-administered questionnaire was use because it helps the study to create an understanding of the respondents while introducing the survey, that is a way of making clarifications to the respondent instantly, and to make the response rate high and also the act of collecting

the questionnaires immediate. (Sekaran & Bougie, 2016). Close- ended questionnaire was used as method of data collection because it enables the respondents to make fast and easy choice, and it is simpler and easier for the researcher to code the data within a short period of time for further analysis (Sekaran & Bougie, 2016).

Items in the questionnaire are measured towards the respondents' perceptions. Therefore, 5 Likert scale was used with a viewed of being the most suitable and reliable means of measurement (Miller, 1991).

The 30 questionnaires having correctly filled and were used for the analysis. In this study, the content or face validity was conducted in order to ensure the validity of the items on the face value of its measurement of the intended construct. Also, the study conducted reliability test, the statistical methods of testing the reliability of the items. To this end, this study uses PLS SEM to test the reliability and validity of the measure.

IV. RESULT AND DISCUSSION

The reliability test was done during the pilot-test in order to prove the accuracy, stability, or consistency level of the data collected revealing a particular group of people. The test was conducted in order to find the Cronbach Alpha values of all items listed in the questionnaire. If the Cronbach Alpha value is more than 0.70, the item/construct has accepted as reliable (Nunnally, 1978). On the other hand, Hair, Hult, Ringle & Sarstedt, (2017), consider 0.60 to below 0.70 as reasonable and adequate for use in the research. Table 1 shows a summary of reliability test results based on the 30 respondents from the pilot-test. The alpha scores which range from 0.717 to 0.913 for the constructs are all within the acceptable limits (Hair et al., 2017).

Table 1. Reliability Test Results of the Survey Instruments

Survey Instruments	Constructs	Number of items	Cronbach Alpha Coefficients
WE	Women producing Kuli-Kuli	3	0.894
SE	Socio-Economic	5	0.807
TR	Training	3	0.717
CT	Cost of Return	3	0.801
ES	Entrepreneurial Skills	4	0.913
CF	Constraints Faced	2	0.877

DISCUSSION

The Pilot study investigated the improving entrepreneurial skills of women producing kuli-kuli in Bida Town, Niger State of Nigeria. The results of the study provide support on the entrepreneurial skills, socio-economic status of women producing kuli-kuli in Bida town, Niger State of Nigeria will be improved, therefore, revenue efficiency through tax and levies which will equal contribution to the GDP of (Bida) Niger State and Nigeria.

CONCLUSION

The pilot study is pre-tests of the reliability and Content validity of the items in the study in preparation for the major research. Based on the results of the current test the convergent validity and discriminant validity, composite reliability for the respective constructs under investigation all within the acceptable limit above seen in Table 1 shows a summary of reliability test results based on the 30 respondents from the pilot-test. The alpha scores which range from 0.717 to 0.913 for the constructs are all within the acceptable limits (Hair et al., 2017).

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