

INFLUENCE OF PERSONAL AND FAMILY FACTORS ON ENTREPRENEURIAL INTENTIONS

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ABSTRACT

This study assessed the influence of personal and family factors on entrepreneurial interest and intention of graduating polytechnic students in Delta State. The objectives of the study were to determine the influence of encouragement and support from family and friends on entrepreneurial decision, to determine the influence of gender and preferred lifestyle on entrepreneurial decision, to evaluate if family background influences decision of graduating polytechnic students to undertake commencing their own business, to determine if there is significant difference in the mean ratings in the entrepreneurial intentions of graduating male to female polytechnic students. The study population comprised all graduating Higher National Diploma Students of Delta State Polytechnic, Otefe-Oghara, Ozoro, and Ogwashi-Uku which stood at 5,138 students. A sample size of 371 was drawn using the Yamane (1967) formula. The multi stage, purposive and quota sampling techniques were employed. A well-structured questionnaire was used in eliciting information. The data collected were presented using descriptive statistics, while regression analysis and t-test were used for testing the hypotheses. Findings show that encouragement and support from family and friends had influence on entrepreneurial interests and intentions, that the preferred lifestyle and gender also has an influence on entrepreneurial decision, also that there is a significant influence of family background on entrepreneurial intention and that no significant difference exists between the mean ratings of entrepreneurial intentions of the male to female graduating polytechnic students. The study recommends that families should continue to promote entrepreneurship and engage their wards in entrepreneurial activities, the study also recommends that the government should encourage family owned businesses by arranging a unique package/ program to provide a support system for them; the study also advocates that more efforts should be channeled towards increased awareness and support aimed at eliminating gender biases both in policy and in practice as there is no statistically significant difference in entrepreneurial interests and intentions for the males and females.

INTRODUCTION

The role and effect of entrepreneurial efforts in creating individual wealth and national economic development has led to the huge recognition and support for entrepreneurship in countries such as the UK, USA, Germany, France and Nigeria to mention a few. Nigeria today is confronted with increasing unemployment and underemployment, a dual problem that has made entrepreneurship much more important. The situation is further exacerbated by the permeating influence of globalization and associated challenges. Government today has enunciated several policies and taken diverse steps such as the establishment of some boards and agencies of government focused on promoting entrepreneurship development. From the educational angle, institutions are now to include a wide range of entrepreneurship programmes and training activities in their curriculum (Izedonmi & Okafor, 2010). The programmes are aimed at influencing students to develop entrepreneurial interest and become entrepreneurs after school. Scholars agree that the need for entrepreneurship education in at all educational levels nationwide is paramount as today's reality is that the ratio of available jobs compared to the number of graduates churned out annually is shrinking (Ekankumo & Kemebaradikumo, 2011; Onodugo, 2015). This problem of graduate unemployment and underemployment is further exacerbated by economic challenges which have made most organizations to adopt reengineering and restructuring, reorganization and rightsizing and thereby diminishing the prospects of white collar jobs (Inegbenebor, 2005).

The National Economic Empowerment and Development Strategy (NEEDS) has been established by the government as a development and poverty reduction plan combined with the establishment of various skills acquisition centres through the National Directorate of Employment (NDE) and other institutions such as the Bank of Industry (BOI), The National Youth Service Corps (NYSC) and recently the Skills Training and Entrepreneurship Programmes (STEP) introduced by various states in the country in the bid to solve the problem of unemployment (Inegbenebor, 2005). The strategy therefore is to arouse entrepreneurial intentions in the students that is aimed to propel action towards entrepreneurship upon graduation. Davidson, (1995) states that entrepreneurial intention is the inclination, willingness and desire of an individual to perform an entrepreneurial activity in the future. Pulka, Aminu & Rikwentishe, (2015) viewed entrepreneurial intention as an indication of an individual's acceptance, willingness, zeal and plans to undertake entrepreneurial activities now or later in the future. Adeleke, Oyenuga, & Ogundele, (2003) posits that there are elements, situations and influences that determine the make-up of a person and affect his mind set, attitude, outlook, behaviour, and decisions to be involved in entrepreneurial pursuits or not. These factors include values, beliefs, habits, outlook to life, environmental factors, family background, exposure and education, and social conditioning. Other factors are gender and age, personality make up, family characteristics etc. (Inegbenebor, 2005; Egboh, 2009; Izedonmi & Okafor, 2010; Gbandi, 2013; Onodugo, 2015). Parker, (2009) cited in Nwankwere, Ogundiwin, & Onyia, (2018) reports that from an analysis of factors influencing entrepreneurial activity, age is one important determinant of entrepreneurship and self-employment; and that issues on the relationship between age and other factors and the involvement in entrepreneurial activity has sparked increased interest in scholarly research and policy making (Levesque & Minniti 2011).

Scholars have identified the role of these factors in entrepreneurial decision making and have argued that entrepreneurial activities is within a social context with a plethora of factors and innate values that contribute to entrepreneurial intentions and activities (Onodugo & Onodugo, 2015; Abdullahi, & Zainol, 2016). The social aspect dwells on the influences and factors within society capable of affecting business start-up and operations. These social factors span family, friends, and the media and influence our interests, shape our behaviours, our attitudes and opinions, our actions and inactions, and influences the decision to create new businesses (Nwankwere, , et. al, 2018). In spite the increase in research in entrepreneurship literature, Nwankwere, et. al, (2018) reports that this aspect on the influence of individual and family factors on entrepreneurship remains understudied especially in the Nigerian context as a developing economy. The focus of this study therefore is to ascertain if these factors will significantly predict entrepreneurial actions in the Nigerian economy as most empirical works were conducted abroad while some indigenous studies report mixed results.

Statement of Problem

It is a known fact that Nigeria currently faces the problem of graduate unemployment and underemployment as young men and women leave tertiary institutions every year with very little prospects of securing a job (Inegbenebor, 2005). Onodugo, (2015) considers unemployment as an economic challenge due to the accompanying heavy social and economic implications which leads to decline in economic growth, poor standards of living and unused investments in education. The efforts of government channelled through the ministry of education mandated all tertiary institutions to incorporate and implement entrepreneurship development courses across all fields of learning so that upon graduation irrespective of the disciplines the graduates would be able to pursue self-employment, be appropriately integrated into society and contribute to national development. It is however observed that in spite the efforts and provisions of government, the entrepreneurship courses/ lectures received within the period of school and some practical trainings that graduating students have been exposed to, some young graduates do not seem to have the entrepreneurial interest or intention. Some empirical works relating to entrepreneurship education and other determinants of intentions reveal some mixed results (Izedonmi & Okafor, 2010). This study purposes to assess the influence of gender, preferred lifestyle and the encouragement and support from family and friends on entrepreneurial decision, also to evaluate if family background proxied by personal demographic factors such as age, birth order position and family size are determinants of entrepreneurial interests and intentions; and to ascertain if there is any significant difference in the mean ratings of the entrepreneurial intentions of males to females amongst the graduating students.

Research Questions

This study is guided by the following research questions:

1. What is the influence of encouragement and support from family and friends on entrepreneurial decision?
2. What is the influence of gender and preferred lifestyle on entrepreneurial decision?
3. What is the influence of family background on decision making of graduating polytechnic students to begin their own business?

4. What is the difference in the mean ratings in the entrepreneurial intentions of graduating male to female polytechnic students?

Objectives of Study

1. To ascertain the influence of encouragement and support from family and friends on entrepreneurial decision;
2. To determine the influence of gender and preferred lifestyle on entrepreneurial decision;
3. To evaluate if family background influences decision of graduating polytechnic students to start their own business;
4. To determine if there is a significant difference in the mean ratings of graduating male and female polytechnic students regarding their entrepreneurial intentions

Research Hypotheses

H₀₁: There is no significant influence of family background on decision of graduating polytechnic students to start a business of their own.

H₀₂: There is no significant difference between the mean ratings of graduating male and female polytechnic students regarding their entrepreneurial intentions.

REVIEW OF RELATED LITERATURE

Entrepreneurs and Entrepreneurship:

According to Inegbenebor, (2006) entrepreneurs are ordinary human beings who have developed the skills, attitudes and behaviours needed for successful venture creation, and anyone who truly wants can acquire these skills through the process of learning. Ajetunmobi & Ademola, (2014) describe an entrepreneur as a creative and innovative individual who engages in the planning to achieve the intended goal, as well as takes the risk involved, hence the entrepreneur could also be considered as a person or individual who perceives an opportunity, builds an organisation and pursues it by undertaking production and service delivery. Entrepreneurs are inspired people and risk takers who identify and seize opportunities, harness and use resources in other to add value. Scholars agree that entrepreneurship is the process of acquiring capacity to manage a business and entails developing the right attitude, acquiring skills and relevant knowledge needed to establish and operate a business enterprise (Egboh, 2009; Gbandi, 2013).

Inegbenebor, (2006) avers that entrepreneurship involves gaining knowledge of the skills required to assume the risk of starting a business. It is about applying energy and having a strong drive towards the establishment of a business and entails the readiness to take calculated risk, team work, creative skill and critical thinking required to organise the resources effectively, the basic skill of building a strong business plan and the ability to identify/recognise unseen opportunities (Izedonmi & Okafor, 2010; Gbandi, 2013). Pulka, et. al (2015) opines that entrepreneurship is the commencement of a new business or revamping an existing one and involves the process through which entrepreneurial skills, attitudes, knowledge and behaviours are communicated or imparted through entrepreneurship education. Entrepreneurship therefore is the deliberate creation or modification of an existing business enterprise for improved value creation and customer satisfaction.

Entrepreneurial Characteristics and Intention, and Determinants of Entrepreneurial Intention:

Individuals who are strongly motivated to be entrepreneurs can learn the attitudes, knowledge and skills which characterise entrepreneurs and with the proper skill, knowledge and attitudes it will be possible to possess the resources that are needed to start a business (Inegbenebor, 2006). In creating entrepreneurial ventures individuals are to possess specific characteristics in order to achieve success (Izedonmi & Okafor, 2010). Entrepreneurship scholars over the years have tried to identify some of the characteristic needed to establish and manage a venture, which may differ due to areas of interest. Some of the characteristics are pro activeness, openness to new learning, high need for achievement, tolerance for ambiguous situations and creativity among others.

Thompson, (2009) avers that entrepreneurial intention is the self-acknowledged desire by an individual purposing to commence a new business outfit and deliberately plans to do so at some particular future date. In Pulka, et al. (2015) it is viewed as the intent to perform entrepreneurial behaviour or activities. Literature reveals the influence of some factors that determine entrepreneurial intentions such as entrepreneurship education and exposure, gender and age, self-efficacy (Inegbenebor, 2005; Zhao, Seibert & Hills, 2005; Egboh, 2009; Izedonmi & Okafor, 2010; Gbandi, 2013; Onodugo, 2015; Oyor, 2016). Car & Sequeira, (2007) posited that entrepreneurial intentions development is basically dependent on role modelling and family history and that people who come from families that have a history of successful family business are most likely to develop high levels of entrepreneurial intentions. Mueller, (2006) reports that of all factors influencing entrepreneurial intentions, parental role modelling appears to be the most significant.

Theoretical Framework

Several theories and models explain entrepreneurial behaviour and include: the displacement theory, the sociological theory, the opportunity school theory, the innovation theories, the theory of planned behaviour and the entrepreneurial event theory. The theory of planned behaviour and the entrepreneurial event theory are considered as strong intention models because both models have been subjected to testing and empirical validation and have strong statistical support, also exogenous factors are captured in the concept of attitude in the models which in turn affects intentions ((Krueger et al, 2000; Souitaris, Zerbinati & Al-Laham, 2007). This study however is hinged on entrepreneurial event theory.

Entrepreneurial Events Theory

The entrepreneurial event theory (EET) was propounded by Shapero & Sokol in 1982. The EET theory, holds that inertia directs a persons actions until some events displaces that inertia and unlocks previously undesired behaviours (Shapero & Sokol 1982) and assumes that the occurrence or events in someone's life influences entrepreneurial intentions. Shapero & Sokol (1982) posits that individual action is directed by "inertia" or "displacement" such that an individual continues to engage in a behaviour until interrupted or displaced by an external force (Shapero, 1982). The displacement maybe negative such as loss of job, unemployment, forceful emigration, divorced/widowed, job/pay dissatisfaction or positive such as desire for autonomy, inheritance, spouse who provides financial and psychological support and forces the decision makers to choose the best available opportunity out of other options (Krueger, Reilly & Carsrud 2000; Inegbenebor, 2006). Shapero, (1982) cited in Lorz (2011) posits that the behaviour performed depends on the credibility of the alternatives and the propensity to act and

credibility here is given when there is perceived desirability and feasibility of the proposed behaviour. This however is not sufficient to execute the behaviour as a displacement event is needed to act in such a way as to eventually perform the behaviour (Lorz, 2011).

Shapero, (1982) cited in Lorz (2011) further posited that start-up intentions come from perceived desirability, perceived feasibility and propensity to act upon opportunities. Perceived desirability has to do with the outcome expected in carrying out the behaviour, if perceived desirability is high, intention of carrying out the behaviour will be high. Motivation for new venture creation has recently increased especially with unemployment and inability of most states to pay salaries, perceived desirability of new venture creation has increased. Perceived feasibility deals with the ability to carry out the behaviour which and this include skills competencies and knowledge. Setting up a venture is very desirable but do I have the skill, the attitude, competencies and all it takes? The entrepreneurship programme is set to answer these questions.

Propensity to act entails acting towards the behaviour. Shapero & Sokol, (1982) identified factors such as family, peers, colleagues, mentors, past work experience, culture etc. as significantly affecting an individuals' values and perceived desirability. Perceived desirability is closely linked with subjective norms in the theory of planned behaviour theory, the past experiences strongly influences what is desirable and what is not; while exogenous factors do not directly impact intentions or behaviour but are seen through a person's perceptions of desirability and feasibility of behaviour (Krueger et al., 2000).

Empirical Review

Minaev, (2016) conducted a study to identify factors influencing the intensity of entrepreneurial pursuits in developing nations. Using data from the Global Entrepreneurship Monitor for 52 emerging economies to assess the influence of personal characteristics, and also the indicators of regulatory costs and other key macroeconomic indicators, regression analysis was employed on the panel data for the cross-country analysis of the factors in the 52 developing nations. Findings showed that taking into cognizance of individual effects, the control variables like gender and age, and indices of respondents' self-evaluation and assessment of the operating environment in which they are domiciled had a significant effect on the intensity of entrepreneurial pursuits in developing countries. Umi, Nik, Rabiatal, Adawiyah, Juzaimi & Muhamad, (2012) conducted a study on the relationships between professional attraction, entrepreneurial capacity and entrepreneurial experience and entrepreneurial intention among students enrolled in technical courses of a university in Southern Malaysia. The results show that professional attraction had significant direct influence on entrepreneurial intention, entrepreneurial capacity had positive but not significant relationship with entrepreneurial intention while no significant direct effect of entrepreneurial experience was found on entrepreneurial intention.

Malebana & Swinepoxes, (2016) performed a study on the effect of level of exposure to entrepreneurship teaching on entrepreneurial self-efficacy and entrepreneurial intentions among final year students of two South African universities. Their findings revealed that there exists a statistically significant difference between those who had entrepreneurship education trainings to those who had no entrepreneurship education trainings especially with respect to their own perceived self-efficacy; while a statistically significant relationship was also found to

exist between entrepreneurial self-efficacy and entrepreneurial intention. Christian, (2000) conducted a study on Batak students on the influence of entrepreneurship education on students' intention to become entrepreneurs. The results revealed that exposure to entrepreneurship education influences a positive entrepreneurial intention. Furthermore, Olanipekun & Adeyera, (2016) investigated the effect of acquisition of entrepreneurial skills on the employability status of graduating students in a Nigerian university. The results revealed that exposure to entrepreneurship education had effects on their employability status and influences students' intentions of becoming self-employed after school. Also in the study carried out by Idoghe & Ainabor, (2011) on how entrepreneurship education and training in Nigerian tertiary institutions impacted on the students' skills and intention to become entrepreneurs, the results revealed a positive correlation between entrepreneurship education/ training and intention to become entrepreneurs. The study revealed that students who were undertook studies in entrepreneurship education had greater intention to become entrepreneurs as confirmed by 65% of the respondents who answered in affirmation.

On the contrary however, some studies report findings at variance with the results of the aforementioned studies. The study conducted by Oosterbeek, et al. (2010) carried out using college students in Dutch state had results that revealed that there is a negative effect of entrepreneurship education on entrepreneurial intention. Similar finding was recorded in the study conducted by Graevennitz, Harhoff & Weber, (2010). Furthermore, the study of Lortz, (2011) on the impact of entrepreneurship education on entrepreneurial intention, finding reports that there is an insignificant relationship between the variables and that there is no significant effect of participation in entrepreneurship course on the inclination to start a business.

The review seems to suggest that exposure to entrepreneurial education, professional attraction, entrepreneurial capacity, entrepreneurial experience, entrepreneurial skills acquisition, etc alone do not explain entrepreneurial intentions more especially as there are other studies with conflicting results. While there have also been studies that explore the role and effect of personality and individual factors such as gender, age, drive, educational levels, family business background etc. on entrepreneurial intentions (Zhao & Seibert 2006; Kruger 2007; Edgar 2009; Pretheeba & Annapoorani, 2014) it is instructive to note that most of these studies are from foreign nations with different sets of environmental/external influences.

In the view of the above, it is pertinent that a study as this one be conducted in a country as Nigeria. The thrust of this study therefore is to investigate how personal individual factors such as gender, preferred lifestyle, encouragement and support from family/friends and family background have effects on the entrepreneurial intentions of the graduating students. The uniqueness of this study stands out as it focuses on graduating students from the approved polytechnics in Delta state of which to the best of the knowledge of the researchers, there have not been any such study across the various departments and colleges within the sampled institutions in Delta State.

METHODOLOGY

Survey research design is employed in this work and a questionnaire was employed to elicit information from the respondents. The population of the study as at January 2017 is 5,138 who are graduating Higher National Diploma students of all government owned Polytechnics in

Delta state. A sample size of 371 was derived from the population using Yamane 1968 formula. The sample size value is proportionately distributed to each institution and department. Multi stage, purposive and convenient sampling techniques were applied to achieve appropriateness and adequate representation from the departments of the sampled institutions. The validity of the instrument was ascertained experts/lecturers so as to achieve content and face validity. The reliability of the instrument was obtained using test retest method which gave a reliability coefficient of 0.86 indicating high reliability of the instrument. Basic descriptive statistics was used for presentation of data while the research questions were answered using the simple frequency count, the mean and standard deviation for the questionnaire items. The test of hypotheses was done using linear regression analysis for the first hypothesis while the second hypothesis was tested using independent t-test. The choice for these tests was because the linear regression analysis is able to show the relationships and predict the extent to which a change in an independent variable influences a change in a dependent variable while the t-test is able to compare differences between means of two independent variables.

DATA ANALYSIS AND FINDINGS:

Presentation of Demographic Variables of Respondents

Table 1: Demographic Profile of Respondents

Variable	Number of Respondents	Percentage
Sex		
Male	151	49.5
Female	154	50.5
Total	305	100
Age		
Above 25 Years	20	6.6
21-25 Years	183	60.0
18-20 Years	102	33.4
Total	305	100
Family Size		
1-3	23	7.5
4-5	171	56.1
6-10	106	34.8
Above 10	5	1.6
Total	305	100
Position in the Family		
1 st	191	62.6
2 nd	49	16.1
3 rd	44	14.4
Above 3 rd	20	6.6
Total		100
History of Family Business		
Father and Mother in Business	131	43.0

Father Alone in Business	56	18.4
Mother Alone in Business	54	17.7
Other Family Members in Business	32	10.5
None	32	10.5
Total	305	100

Source: Field Survey (2017)

Table 1 above shows the demographics of the respondents in this study. The data reveals that 151 or 49.5% of the respondents were males while 154 or 50.5% were females. Most of the respondents (60%) fell within the age bracket of 21-25 years. Those above 25 years were 20 or 6.6%, while 102 or 33.4% were below 21 years. In terms of family size, the table shows that respondents from families of 1-3 persons were 7.5%, 4-5 persons were 56.1% and 6-10 persons were 34.8%. Only 1.6% of respondents were from families above 10 persons. In furtherance of quest on the position of respondents in their family, 62.6% of respondents were first born, 16.1% were second born while 14.4% were third born and 6.6% were above third position in the family. On the family history of respondents in terms of entrepreneurial activities, the table shows that 43% had their fathers and mothers as entrepreneurs, 18.4% had their mothers alone, 17.7% had their mothers alone, 10.5% had other family members while 10.5% had no family history of entrepreneurship.

Research question one:

Table 2: Influence of family and friends support on entrepreneurial intentions of respondents

S/N	Statements	SA (5)	A (4)	NS (3)	DA (2)	SD (1)	Mean	SD
1.	My father will encourage and support me if I decide to start my own business	156	111	25	6	7	4.32	0.88
2.	My mother will encourage and support me if I start my own business	165	105	30	1	4	4.39	0.78
3.	Other family members whose opinions and views I greatly respect will encourage and support me if I choose to begin my own business	121	120	44	10	10	4.09	0.98
4.	My friends/course mates/members of my association will encourage and support me if I choose to begin my own business	115	99	63	13	15	3.94	0.11
	Grand Mean						4.18	0.69

Source: Field Survey (2017)

Table 2 shows the responses of respondents on perceived influence of lifestyle, family friends and gender on entrepreneurial intentions.

In encouragement and support from family members, the statement on mothers' support scored highest with a mean value of 4.39, followed by that on fathers' support with

mean value of 4.32 and the other family members was next in line with a mean value of 4.09. The distribution shows that after considering lifestyle, opinion of family members in the choice of becoming an entrepreneur is perceived by respondents as important and comparing the means it shows that motivation to entrepreneurship will be higher when mother is in support.

Encouragement and support from friends had a mean of 3.94 which shows that opinion of friends also matters in entrepreneurial decision. However, support from friends is not a really strong influence when compared with lifestyle and support from family member.

The grand mean of 4.18 obtained is higher than the mean benchmark score of 3.5 and above 3.0 the neutral score point according to the scoring scale used for the study. It therefore shows that respondents believe that encouragement and support from family and friends has an influence on entrepreneurial decision.

Research question two:

Table 3: The influence of gender and lifestyle on entrepreneurial intentions of respondents

S/N	Statements	SA (5)	A (4)	NS (3)	DA (2)	SD (1)	Mean	SD
1.	Women are presumed to be more risk averse than men	98	82	73	24	27	3.66	1.25
2.	Entrepreneurs are most typically men	70	70	72	49	44	3.23	1.25
3.	Men are more likely to be involved in entrepreneurial activities than women	87	53	69	51	45	3.28	1.41
4.	Starting my own business will suit my lifestyle	169	124	9	3	-	4.49	0.65
	Grand Mean						3.67	1.14

Source: Field Survey (2017)

A mean score of 3.66 for responses on women being presumed to be more risk averse than men, and a mean of 3.23 for respondents considering entrepreneurs to be typically men, and a mean score of 3.28 for responses on men being more involved in entrepreneurial activities than women reveals that respondents were not sure of the statements. Hence it shows that gender is not perceived to really influence decision to become an entrepreneur.

Respondents who feel that being an entrepreneur will suit their lifestyle had the highest mean of 4.49 and standard deviation of 0.65 in the distribution above. This shows that the issue of lifestyle is perceived to be more important to respondents in making decision of becoming an entrepreneur or settling for a paid job. Hence their motivation to start a business of their own business will be high if they feel that starting their own business will give them the quality of life they desire.

The grand mean of 3.67 obtained is higher than the mean benchmark score of 3.5 and above 3.0 the neutral score point according to the benchmark used for this study. This shows

that respondents believe their preferred lifestyle and gender has influence on their entrepreneurial decision.

Hypotheses Testing:

Ho₁: Family background does not significantly influence the entrepreneurial intentions of polytechnic students

HA₁: Family background significantly influences the entrepreneurial intentions of polytechnic students

Table 4a: Regression of Family Background on Entrepreneurial Intention

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0.119 ^a	0.014	0.011	2.01681

a. Predictors: (constant), family background

Table 4a reveals that the calculated R of 0.119 and R² of 0.011 showed a significant influence of family background on entrepreneurial intention and that family background was able to predict 1.4% of polytechnic students' entrepreneurship intention

Table 4b: ANOVA Table for Family Background on entrepreneurial intention of polytechnic students

Model	Sum of Squares	Df	Mean Square	F	Sig.
Regression	17.642	1	17.642	4.337	0.038 ^a
Residual	1232.462	303	4.068		
Total	1250.103	304			

a) Predictors: (constant), family background

b) Dependent variable: Entrepreneurial intention of polytechnic students

Table 4c: Coefficients of Family Background on Entrepreneurial intentions

Model	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	t	Sig.
1 (Constant)	22.784	0.767		29.691	0.000
Family background	0.077	0.037	0.119	2.083	0.038

a. Dependent variable: entrepreneurial intention

Tables 4a, 4b and 4c presented above reveals that the calculated F-value of 4.337 at p-value of 0.038 indicates that family background significantly influences entrepreneurial intentions of the graduating polytechnic students. Based on this therefore, the null hypothesis that family background does not significantly influence the entrepreneurial intentions of polytechnic students is rejected while the alternate hypothesis that family background significantly influences the entrepreneurial intentions of polytechnic students' positively is accepted.

Hypothesis Two:

Ho₂: There is no significant difference between the mean ratings of the entrepreneurial intentions of male to female graduating polytechnic students.

HA₂: There is a significant difference between the mean ratings of the entrepreneurial intentions of male to female graduating polytechnic students.

Table 5: Test of significant difference between mean ratings of entrepreneurial intentions of male to female polytechnic students

Variable	N	Mean	SD	DF	t-cal	t-tab	p-value	Remark
Male	151	47.91	2.17	303	0.875	1.968	0.438	Accept Null Hypothesis
Female	154	47.65	2.66					

Table 5a reveals that the calculated t of 0.875 is less than the tabulated t of 1.968 at (p=0.438). Based on this therefore the null hypothesis that there is no significant difference between the mean ratings of the entrepreneurial intentions of male to female graduating polytechnic students is accepted while the alternate hypothesis which states that there is a significant difference between the mean ratings of entrepreneurial intentions of male to female graduating students is rejected.

DISCUSSION OF FINDINGS:

It was observed that there were positive responses as to whether lifestyle, history of family business and encouragement from parents (father and mother) siblings and persons whose views are highly respected by the respondents may influence their entrepreneurial intentions. The mean scores showed that lifestyle has greater influence on entrepreneurial intentions than support from family and friends; hence entrepreneurial intentions will be stronger if being an entrepreneur will provide the quality of life desired. It also revealed a positive relationship between family business background and entrepreneurial intention as this was able to predict 1.4% of entrepreneurial intentions of polytechnic students. The regression analysis between family business background and entrepreneurial intention further indicates that there is a significant positive relationship between family business background and entrepreneurial intentions of polytechnic students.

According to Car & Sequeira, (2007) entrepreneurial intentions development is said to be greatly dependent on role modelling and family history. Thus they claimed that people that come from families that have a history of successful family business are more likely to develop high levels of entrepreneurial intentions. This assertion is further given credence by Mustapha & Selvaraju, (2015) who noted that personal characteristics, family influence, entrepreneurial education have positive and significant influence on the students' intention to be entrepreneurs. Also, Shittu & Dosunmu, (2014) reported a highly statistical significant relationship between family background and entrepreneurial intentions of fresh graduates in Nigeria. On the contrary, Singh & Prasad, (2016) in their study found that there was no difference in entrepreneurial intentions of students from business oriented family backgrounds compared with those from salaried class backgrounds.

In hypothesis two, there is no significant difference between the entrepreneurial intentions of male and female polytechnic students. The non-existence of a significant difference in gender in the entrepreneurial intention of polytechnic students may have been

due to the increased level of unemployment experienced by most graduates in Nigeria and it may be said that the high level of entrepreneurial intention of male and female students is justified by the submissions made in the entrepreneurial events theory as submitted by Shapero & Sokol, (1982). It is said that events in someone's life influences entrepreneurial intentions. One of such events as highlighted by this theory includes but is not limited to job loss or unemployment which is the present reality of most Nigerian graduates. Other influencing factors as listed by Inegbenebor, (2005) include being divorced/widowed, job/pay dissatisfaction, anger, insults, war and refugee status or positive factors such as desire for autonomy, possession of additional skills, inheritance, favourable franchise opportunities, spouse who provides financial and psychological support etc. From the foregoing therefore, the possible justification for the non-observed differences in male and female entrepreneurial intentions may have come from the high rate of unemployment, the quest for independence and possible job/pay satisfaction from available paid jobs in Nigeria.

CONCLUSION

The aim of this research was to ascertain if individual and family factors influence entrepreneurial intentions of polytechnic students and to establish if there is a significant difference in the mean ratings in the entrepreneurial interests and intentions of the males to female graduating students. The findings of the study revealed that there is a significant relationship between family business background and entrepreneurial intentions of polytechnic students as the family background predicted 1.4% of the variance in entrepreneurial intentions.

Also that no significant difference exists between the mean ratings in the entrepreneurial intentions of male to female graduating students. This study remarks that where there are more males than females in entrepreneurial activities it may be attributed to other factors or constraints that females encounter in society like family responsibilities as wife and mother, cultural restraints, religious beliefs etc.

This study concludes that the family business background provides an informal training and experience for persons who have parents that are entrepreneurs, therefore the formal training gotten from entrepreneurship education in the institutions will enable them add more value to the family business and also get support when they establish their own business.

RECOMMENDATIONS

This study recommends that families should continue to promote entrepreneurship and engage their wards in entrepreneurial activities.

This study recommends that the government should encourage family owned businesses by arranging a unique package/ program to provide a support system for them.

This study advocates that more efforts should be channelled towards increased awareness and support aimed at eliminating gender biases both in policy and in practice as there is no statistically significant difference between males to females with respect to entrepreneurial intentions.

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