



THE INDUSTRIAL GROWTH OF NNEWI, 1970-2015: THE PLACE OF ENTREPRENEURSHIP

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Abstract: *This study titled, “The industrial growth of Nnewi, 1970-2015: the place of Entrepreneurship”, has the objectives of analyzing entrepreneurship as a key factor in the industrial growth of Nnewi, highlighting on the factors that encouraged entrepreneurship among the Nnewi people as well as throwing light on the effect of industrial activities on Nnewi’s development. The Schumpeter’s theory of Innovation was used as a theoretical framework to analyze the role of entrepreneurship on industrial development. A qualitative and descriptive method of analysis was employed in this study to analyze the data presented. Hence, the findings of this study revealed that entrepreneurship is a key factor in the industrial growth of Nnewi since 1970 after Nigerian-Biafran civil war, and that personality trait, environment and culture were factors that encourage entrepreneurial tendencies among Nnewi people. Furthermore it revealed that the industrial activities in Nnewi have to a great extent led to the development of the city.*

Keywords: *Entrepreneurship, Nnewi, Industry, Development, Economy*

1. INTRODUCTION

1.1 Background

In as much as there were some cultural changes that took place in Igboland as a result of colonialism, the aspect of Igbo culture that encourages entrepreneurship was not a foreign implant or a product of western civilization but a product of the worldview and value system of the Igbo people. Hence right from the pre-colonial era through the colonial period when agriculture was the main-stay of the Nnewi economy, the Nnewi people had always demonstrated their inclination for entrepreneurship. This was why they were quite successful in palm production during the colonial era. According to a publication by the Nnewi chamber of commerce, industry, mines and agriculture (2015), both the late Onyemelukwe and late Sir L.P. Ojukwu were involved in palm produce trade and it was from the gains made from trade in palm produce that Sir L.P Ojukwu ventured into the transport business

which became the forerunner to the trade in auto mobile spare parts by which the foundation of industrialization was laid in the city of Nnewi. Today the Nnewi businessmen do not only import and distribute automobile spare parts, they have ventured into the manufacture of various kinds of automobile.

As the colonial era was gradually coming to an end and into the post-colonial era the base of Nnewi’s economy had moved from agriculture to commerce and industry. But at this point the Nnewi people began to move their business ventures to different parts of Nigeria such as Lagos, Kano and Kaduna where they established and made tremendous progress. But things changed for the worse for them few years after independence, as civil war broke out in Nigeria during which they lost all their investments in the different parts of the country. Orizu (2000), pointed out that after independence and before the civil war, many Nnewi people prospered and widened

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their horizons, to the point that they gave little or no thoughts to their home from where they moved. They felt so comfortable that they came to regard their business bases as their homes. He thus noted that it was the Nigerian civil war that jolted them out of complacency and forced them back home. This thus was the relevance of the Nigerian-Biafran war to the advancement of the human resource of Nnewi. Hence after the war in 1970 the orientation and outlook of the Nnewi man significantly changed as he began to think home. What attended the period was severe trying period for the people of defunct Biafra. Interestingly, it was on this background that all kinds of ingenuity emerged in Nnewi. Thus, this economic revival fervently re-kindled the spirit of entrepreneurship in newer dimension as well as birthed commerce in a larger scale at the post war era. Other scholars on the Nigerian Civil War have so far dealt mostly with other aspects of the War such as; the consequences of the War on Nigerian politics, humanitarian crisis associated with the War, military operation during the War, foreign intervention, poor execution of the War and its excesses among other issues. In another vein, scholars on economic history have not equally sufficiently interrogated the positive impact of the War or how it triggered commerce in the post war Nnewi and its challenges. This study, therefore, contributes to this effort by examining the role of entrepreneurship in the industrial growth of Nnewi city since 1970.

1.2 Research Problem

The problem of underdevelopment in African societies is partly as a result of external interferences in their economic process. The pre-colonial Igbo economy was making progress at its own pace until it was truncated by the European intrusion thus pushing it to the periphery of world economic system. Thus the problem of underdevelopment has become a serious challenge facing African societies today. Though being in a region regarded as less developed and having been battered economically by Nigerian-Biafran war, Nnewi through

entrepreneurship has demonstrated to have the capacity for technological advancement and industrialization, which could bring Nigeria and other African societies out of the quagmire of underdevelopment.

1.3 Objectives of the Study

Thus the objective of this study is to-

- a. Analyze entrepreneurship as a key factor in the industrial growth of Nnewi
- b. Highlight on the factors that encouraged entrepreneurship among the Nnewi people
- c. Highlight on the effect of industrial activities on Nnewi's development

1.4 Research Methodology

This study involved a descriptive analysis of data collected from journals, theses and published works. In the course of this study, we conducted library research and internet investigation/desktop research for vital information. Hence qualitative and descriptive methods of analysis were employed in this study. The study used discrete analysis of materials to achieve the desired goal of the research.

1.5 Scope of the Study

The scope of this study is focused along thematic, spatial and temporal lines. The thematic scope of this study is focused on entrepreneurship and industrial growth in Nnewi. Spatially this study is focused particularly on Nnewi and the Igbo geographical space in general. The temporal scope of this work is from 1970 being the terminal year Nigeria-Biafra war to 2015.

1.6 Significance of the Study

Theoretically, this study will help national and international development partners and scholars in the area of development studies to pay more attention on entrepreneurial studies especially in Igboland and Nnewi in particular, as there are more to explore in that area that could lead to more economic advancement and progress in the region.

In **empirical terms**, this study will serve as a useful guide for further researches that are intended to examine



Economic Developments in regions such as Igboland in Nigeria. Therefore, it will serve as a reliable reference material.

In terms of **practical** significance, the study would bring to the fore the importance of entrepreneurship by establishing the link and the impact of entrepreneurship on Economic Development.

1.7 Organization of the Study

The organization of this study is done such that the executive summary which is abstract came first, then it is followed by the introduction which comprises of the background to the study, the research problem and objectives, methodology, scope and significance of the study. Next is the Literature review where some views, opinions and theory relating to the study will be reviewed. Data are presented and analyzed. Then finally is the summary of findings and conclusion.

2.1 LITERATURE REVIEW

Here we are going to do a review on the views and opinions of some scholars on the subject of industrialization and entrepreneurship. Also a relevant theory would be used here to analyze the subject of this study.

Chandra (1992), notes that Industrialization refers to an increase in the share of the gross domestic product (GDP) contributed by the manufacturing sector. It is a process that involves a change in the structure, or make-up, of the economy. According to Hewitt, et al, (1992), industrialization can be defined in three ways: first, as the production of all material goods not grown directly on the land, or second, as the economic sector comprising mining, manufacturing and energy and the third definition, which sees industry as a particular way of organizing production and assumes there is a constant process of technical and social change which continually increases society's capacity to produce a wide range of goods. In this third definition, industrialization is regarded as a total process, impacting on society through an unprecedented increase in goods and services. This

total process that impacts the society is what brings about development. Hence it is the quest of this work to highlight on how the increase in the production of goods and services in Nnewi has impacted the Nnewi society.

On the other hand the term entrepreneurship is derived from the term entrepreneur. According to Rumball (1989), in 1730, the French economist Richard Cantillon described the entrepreneur as an individual who identifies opportunities and takes risks. Schumpeter (1934) suggested that an entrepreneur is an individual who tends to break the balance of the market by introducing innovation within the system. Some use a broader definition such as the creation of new companies. Harper (1996) identified that entrepreneurship is the main force of the economy and defined entrepreneurship as an activity search of profits aimed at identifying and solving specific problems in structurally complex and uncertain situations. According to Sheffield (1988), over time the definition of entrepreneurship has expanded to include economic classification, management style and/or personal attitude. Low (2001) defines entrepreneurship as the process of identifying, evaluating and capturing an opportunity. Moreover, George and Zahra (2002) define entrepreneurship as the acts and processes by which societies, regions, organizations or individuals identify and continue business opportunities to generate wealth. Katz and Green (2009), define the entrepreneur as a person who owns and initiates an organization focusing on "earnings and growth" and shows a tendency to "innovative behavior". According to Mbaegbu and Ekienabor (2018), it came into use during middle ages and was used to describe a person playing varied roles. An entrepreneur was the organizer of production, the risk taker in investment, commercialization of inventions. Kent, Sexton, and Vesper (1983), also ascribed the management functions of organizing, co ordination and supervising of production as part of the work of the entrepreneur. Schumpeter (1934) later added innovation as one of the many sided functions of the entrepreneur



and described innovation as the discovery of new methods of combining factors of production or perfection of an old method, introduction of new goods and services, opening of new markets and developing a new source of supply of raw materials. There is a litany of conceptualizations of the Entrepreneur. Meredith, Nelson, & Neck (1996), summaries it all by defining the entrepreneur as any person who has the ability to see and evaluate business opportunity and takes advantage of it even if it means relocating his place of abode in order to actualize his mission and profit from the venture. Entrepreneurship encompasses all the functions: creating an enterprise by innovation or penetrating into new market in order to live by profit. In Inegbenebor and Osaze (1999), the various grades of entrepreneurship were differentiated on a continuum from craftsman entrepreneurship to opportunistic entrepreneurship which establishes large scale enterprises. The craftsman entrepreneur is often referred to as a *micropreneur*. The bottom line for defining an entrepreneur according to Nwachukwu (1990) is the ability to create a business, nurse it to growth and profitability or take over an existing nonperforming business to turn it around or discovers a new market for existing goods and services in order to live by profit.

It is on this last note that many Igbos are recognized as entrepreneurs. They find new markets all over Nigeria. In West Africa from Cameroon to Ivory Coast there is good population of Igbos taking advantage of profitable businesses opportunities. They are in Equatorial Guinea, Sao Tome and Principe, Gabon and South Africa. They are in Malaysia, Singapore, China, Japan and Dubai. They are located in all the states of USA and Canada as well as UK and Western Europe. Where ever they migrate to they receive help including finances from the local branch of the Igbo Union and the *Eze-Igbo* of the locality. They form a ring of brothers in distant lands offering help. Igbo entrepreneurs are often suppliers-middlemen, wholesalers and retailers (micropreneurs) breaking bulks, innovating and meeting needs in the

interior markets of their hosts and living on their profits. According to Mbaegbu and Ekienabor (2018), it was the Igbo who introduced packaged water (*pure water*) into Ghana.

2.2 Theoretical Framework

Schumpeter's Theory of Innovation

Joseph Schumpeter propounded the well-known innovative theory of entrepreneurship. He believed that entrepreneurs disturb the stationary circular flow of the economy by introducing an innovation and takes the economy to a new level of development. The activities of the entrepreneurs represent a situation of disequilibrium as their activities break the routine circular flow. This indeed played out in Nnewi as modern entrepreneurs emerged in the city brought innovation into way business was done, they did that by initiating the local manufacture of the spare parts that were initially imported into the country, thereby advancing their businesses and kick starting industrial activity in the city.

Innovations of entrepreneurs are responsible for the rapid economic development of any country. Talking about innovation, Schumpeter referred to new combinations of the factors of production, Schumpeter had assigned the role of innovator to the entrepreneur, who is not a man of ordinary managerial ability, but one who introduces something entirely new.

According to him innovation could involve any of the following:

- i. Innovation of new products.
- ii. Innovation in novel methods or processes of production.
- iii. The opening up of a new market.
- iv. Entrepreneurs might find new source of supply of raw materials
- v. Innovation in management. This means reorganization of an industry.

The introduction of new product means the product which the consumers have not seen and is of a new and better quality and utility. A new method of production refers to



a novel process not yet been used in manufacturing and commercial production. This may increase the productivity and lower cost of production. The discovery of a new market means a new market which may have existed before but was not entered by the enterprise for commercial purposes. A new source of raw material similarly refers to a source or a place which has not been commercially exploited by the enterprises before. Innovation in management refers to reorganization and reconciliation of the position of the enterprise in the industry by building a monopoly like control or dismantling existing monopoly of others in the industry. Schumpeter was very explicit about the economic function of the entrepreneur, whom he considered as the prime mover in economic development and the entrepreneur's task is to innovate or carry out new combinations.

Schumpeter had differentiated between invention and innovation. We should understand that invention refers to creation of new materials and innovation refers to application of new materials into practical use in industry. Similarly, there is a distinction between an innovator and an inventor. The inventor is the one who invents new materials and new methods. On the other hand, the innovator is the one who utilizes these inventions and discoveries in order to make new combinations.

Bringing about innovations is the main task of the entrepreneur and not the maintenance of the enterprise. Entrepreneurs dream and have a willingness to establish a private kingdom. They enjoy creating and getting things done. These “innovating entrepreneur” has played an important role in the rise of modern capitalism.

Schumpeter's theory has been subjected to some criticisms. Critics feel that the theory over emphasized on innovative functions of the entrepreneur. It ignored the organizing aspects of entrepreneurship which is also a crucial aspect of the function of the entrepreneur. Again, Schumpeter had completely ignored the risk-taking function of the entrepreneur, which cannot be ignored.

Whenever an entrepreneur develops a new combination of factors of production, there is enough risk involved. In terms of risk taking Nnewi entrepreneurs actually took a huge risk in 1970 when they decided to move their businesses from other parts of the country where it was before the civil war back home to Nnewi which at that point was a fallow ground.

In all Schumpeter's Theory of Innovation is quite relevant in studying the role of entrepreneurship in the industrial growth of Nnewi as it was through innovation that ordinary traders moved from buying and selling into manufacturing.

3. DATA PRESENTATION AND ANALYSIS

3.1 Entrepreneurship and Nnewi's Industrial Growth

Kaufmann and Dant (1998), in analyzing the entrepreneurship stated that it has to do with the following perspectives:

- Traits
- Processes
- Behavioural /Activities

Personality traits Perspective of Entrepreneur

In the trait approach, the entrepreneur is seen to have a personality type. Researchers in the area of entrepreneurship had outlined certain features so as to explain the entity referred to as the entrepreneur. Such concepts discovered among entrepreneurs include-fundamental change, innovation, flexibility, dynamic risk taking, creativity, alertness, need for achievement, and ambition (Kaufmann & Dant 1998).

Kaufmann and Dant further noted other traits like leadership, self-motivation, and the aptitude to resolve crisis. They stated that entrepreneurs are leaders and major contributors to the process of creative destruction. An entrepreneur is an individual who undertakes uncertain investments and has an extremely low level of uncertainty aversion, (Kaufmann & Dant 1998).

Regarding industrial development in Nnewi which is championed by the entrepreneurial minded people of Nnewi, these entrepreneurial traits are quite obvious.



Such traits as flexibility was demonstrated by the Nnewi people after the Nigeria-Biafran war when all their investments in different areas in Nigeria were completely destroyed, they were flexible enough to adjust and adapt to the change of circumstances (which is another personality trait of an entrepreneur) in the country as at that time by staying back in Nnewi re-establishing their businesses there. Innovation, creativity and ambition were other entrepreneurial traits exhibited by Innocent Chukwuma, the owner and manufacturer of Innoson Motors. These traits enabled him to be dynamic in risk taking by venturing into an area where no African had venture before, which is the manufacturing of vehicles from start to finish on African soil. Innocent Chukwuma as well displayed entrepreneurial leadership and engaged in the process of creative destruction when he decided to cease from the importation of full motorcycles but rather to dismantle them and only import the metallic components while he then produces the plastic components of the motorcycles here in Nigeria.

Kaufmann and Dant states that an entrepreneur is an individual who undertakes uncertain investments and has an extremely low level of uncertainty aversion. This attribute is mostly demonstrated by Nnewi entrepreneurs who in spite of the difficult business environment they find themselves in are still thriving. Quite a number of business enterprises have been established and are still being established in Nnewi, they still find a way to remain afloat in business in spite of little or no incentives from the government. Persons like Chika Okafor and Cletus Ibeto owners of Chicason Group of Companies and Ibeto Group of Companies respectively are still thriving in their businesses as they run different companies that are into the manufacture of different goods ranging from oil and gas, motorcycle and motor spare parts, batteries to agro and allied products.

Process Perspective of Entrepreneurship

Entrepreneurship is the process of making gains from novel, distinctive as well as quality arrangement of

resources in an indefinite as well as vague environment. This has to do with the process in which the entrepreneur combines and manages other factors of production in order to thrive and maximize profit. Kickul and Gundry (2002), highlights that the integration of the key dimensions of the entrepreneurship process makes available a means for assessing the ways in which an entrepreneur's personality traits interact with other variables to determine the organization's output and performance.

Thus, the process perspective of entrepreneurship is demonstrated in the industrial development of Nnewi in the way most of the industries started. Most of them commenced as cottage industries, some at the backyard of the owner's residence, but they went through a building process with minimal capital and very little number of workers most times unschooled. Hence, over the years there have been a process of growth whereby the entrepreneurs have been able manage other factors of production enhance their organization's output and performance.

Behavioural /Activities Perspective of Entrepreneurship

Shapiro (1983), views entrepreneurial activity as an activity which brings about a system change, by increasing the productivity of the system, decreasing the cost of part of the system, producing accrual of personal wealth and/or producing an increase of social values. In other words entrepreneurs by their entrepreneurial prowess bring about behavioural changes in the society in terms of peoples taste and values.

This systemic change in social taste and values was demonstrated by the innovation of Innocent Chukwuma the owner of Innoson Motors who also deals on motorcycles. Initially due to the high cost of purchasing brand new motorcycles most people prefer buying fairly used motorcycles. But through the innovation of Innoson who started importing the dismembered metallic component of the motorcycles only while he started



producing the plastic components here in Nigeria, the cost of purchasing brand new motorcycles was heavily reduced thereby making people to go for brand new motorcycles. Today, fairly used motorcycles are no longer selling as people now prefer the brand new ones. Therefore, it could be said that through the entrepreneurial activity of Innocent Chukwuma he has brought about a behavioural change in people as regarding their taste for fair used motorcycles.

Thus, these three perspectives to entrepreneurship have been evident in the development of the industrial sector in Nnewi.

3.2 Factors that encourage Entrepreneurship among the Nnewi people

Three basic variables appear to drive entrepreneurship among Nnewi people which is as well obtainable among the Igbo generally. They are their personality traits, their culture and their environment. These three factors are somehow related. The culture of a people relates to their pattern of thinking, feeling and potential acting that were learnt by the people through life experiences. It is a form of mental programming common to a people (Mbaegbu & Ekienabor, 2018). Personality is thus specific to an individual, culture is specific to a group while human nature is universal. Environment as used here is the place God in his infinite mercy and wisdom decided to give to a people as their portion on earth on creation day. Both culture and personality are functions of the environment.

Personality Traits

According to Hofstede and Minkov (2010), personality of an individual is his or her unique personal set of mental programs that need not be shared with any other human being. They refer to it as *the Software of the mind* and assert that it is based on traits that are partly inherited from the genes and partly learnt from the culture as well as unique personal experiences. The Nnewi people and the Igbo in general seem to possess a unique personality trait that makes them to be adventurous, daring and

willing to explore. These tendencies has therefore them to be risk takers which has made them good entrepreneurs.

Environment

The Nnewi environment is economically unfriendly. They have to put up with a lateritic soil, badly leached by weather and prone to gully erosion in many places. The land mass is small in relation to population and so it is continuously fragmented by inheritance. So, commercial farming is difficult. Federal Government presence and the presence of multinationals in terms of job creation is nil. From childhood the Igbo learns to survive within this environment through self-employment or migrate for greener pastures. They have had no job prospect and have had to earn their living the hard way, surviving by hard labour which is basically entrepreneurship. This involves personality traits that include resilience, tenacity, opportunity seeking, achievement oriented, risk taking and ambition. These personality traits abound among the Igbo and make them individualistic.

Culture

The culture of individualism among the Nnewi and Igbo people in general is understandable. With a background of hard environment the Nnewi person has to secure himself first before becoming his brothers' keeper. It is this culture of personal interest first that helps him nurture his business from a micro and humble beginning to a Small or Medium Enterprise (SME) and lastly to a large enterprise. Secondly, seeing that there may be no help coming from elsewhere the Nnewi man develops *internal locus of control* that makes him daring and achievement oriented.

3.3 The Effect of Industrial activities on Nnewi's development

According to C. Ilechukwu (personal communication, August 11, 2018), Nnewi used to be a dignified village but today due to the impact of the industrial development in the city it has now become one of the major cities in Nigeria. One cannot discuss the economic history and development of Nigeria without mentioning Nnewi. It has



brought development to Nnewi and helped provide employment opportunities for job seekers both within and outside Nnewi. It has also helped to reduce the poverty level in Nnewi, an average Nnewi man is not a poor person, he may not be a multi billionaire but he is not poor because there are various revenue generating activities in Nnewi today due to the industrial activities going on in the city.

Industrial activities in Nnewi has also increased its contribution to Gross Domestic Product (GDP) of the country, as Chandra (1992), notes that Industrialization refers to an increase in the share of the gross domestic product (GDP) contributed by the manufacturing sector. It is a process that involves a change in the structure, or make-up, of the economy. Thus the manufacturing sector in Nnewi has boosted not just the economic life in Nnewi but the economy of Nigeria as a whole.

According to I. Chukwuma (personal communication, August 18, 2018), the impact of his industrial efforts is not just felt in Nnewi alone but is also felt all over Nigeria and the African continent. He has the largest plastic company in the whole of West Africa and currently has about 7,300 workers under his pay roll, thus the impact of his efforts has provided massive employment for a huge number of people.

F. Okeke (personal communication, August 15, 2018), on his part noted that industrial activities in Nnewi has helped a lot, not just in creating opportunity for young people in Nnewi to be employed but also the industrial activities in city has brought some developmental works into the city as the various industries and factories situated in Nnewi from time to time embark on a few

cooperate social responsibilities like grading of roads, fixing and replacing electric poles and transformers, renovating a few public schools and so on. He noted that the industrial activities in Nnewi have made the city very popular in Nigeria.

C. Okafor (personal communication, August 20, 2018), who is also one of the key manufacturers in Nigeria, as well noted that what he is doing has had great impact on Nnewi and beyond. He pointed out that what he runs include the biggest manufacturing companies in the whole of south east Nigeria and he has over 5000 persons under his employment. Thus his industrial activities and manufacturing strides have helped reduce the level of unemployment in the society.

On his part, K. Chizoba (personal communication, August 22, 2018), pointed out that the industrial activities in Nnewi have indeed brought massive development into the city. He noted that this is mostly because the breakthrough in the motorcycle spare parts business has to a great extent attracted a huge population to Nnewi making the city a hub for many other business activities since there is a large population to patronize the businesses. Thus there are now many schools, banks, shopping malls, restaurants and eateries, residential apartments for rent and so many more investments being situated in Nnewi today. According to the last population projection in 2016 Nnewi has a population of about 205,700, this indeed is a huge population for a city like Nnewi making it a preferred destination for investments of various sorts.



Below is a statistical analysis of the trend of employment in industries in Nnewi as well as their trend of profitability, turnover, capacity utilization and export

Trend in employment by skill types (number)

Staff Category	2000	2001	2002	2003	2004
Management	2.20	2.20	2.50	2.50	2.83
Technical Staff (Local)	2.87	2.80	1.89	1.86	1.86
Technical Staff (Foreign)	0	3.00	5.00	4.00	4.00
Other Unskilled	2.91	2.72	3.00	2.73	2.56
Total average	7.98	10.72	12.39	11.09	11.25

SOURCE: Nnewi Chamber of Commerce, Industry, Mines and Agriculture (2015)

Trend of profitability, Turnover, Capacity Utilization and Export

	Capacity utilization	Profitability	turnover	% of Output Exported
1999	-	26.92	9,655,348.53	34.00
2000	67.98	29.36	9,363,174.81	44.17
2001	67.24	27.17	9,305,215.56	40.83
2002	63.63	26.22	8,985,132.69	40.33
2003	56.39	22.88	8,297,772.05	31.33
2004	52.98	20.03	8,017,301.29	32.83

SOURCE: Nnewi Chamber of Commerce, Industry, Mines and Agriculture (2015)

Below is a list of some of the leading firms in Nnewi.

THE LEADING FIRMS IN NNEWI

NAME OF FIRM	LINE OF BUSINESS	SIZE	OWNER
Chicason Group Of Companies	Multinational conglomerate offering manufacturing services in cement, Asia-Afro automobile and plastics.	Has more than 5000 staff	Chief Dr. Alex Chika Okafor
Innoson Vehicle manufacturing Company Limited	A vehicle manufacturing factory	Has more than 1000 staff	Chief Innocent Chukwuma
Ibeto Group of Companies	Produces cement, lead-acid battery for vehicles and	Has more than 4000 staff	Chief Cletus Ibeto



	motorcycles and spare parts.		
Coschris Group	A product service center in Nnewi For manufacturing and general importation.	Has more than 2000 staff	Dr. Cosmas Maduka
Cutix PLc	A private limited company manufacturing electric cables, bare copper conductors on reel, insulated copper conductors on reel, and wires.	Has more than 500 staff	Chief Obiajulu Uzodike
Louis Carter Group	Manufactures and sales food condiments, PVC pipes, and plastic accessories etc.	Has more than 300 staff	Chief Louis Onwugbenu
Cento Group Of Companies	Manufacturing and selling of amp, vehicle accessories, spare parts, motor batteries and bags	Has more than a 100 staff	Chief Innocent Okafor
Gabros Int'l Limited	Manufacturing of spare parts and general importation	Has more than a 100 staff	Chief Gabriel Chukwuma
Ngobros and Company Nigeria limited	Produces Baby-mate Diapers and a major spare-parts dealer	Has more than 50 staff	Chief Humphery Ngonadi
The Kotec Group	Produces Baby-mate Diapers and a major spare-parts dealer	Has more than 50 staff	Chief Chika Emenike
Uru Industries Limited	An Agro chemical industry with services in the manufacturing of fertilizers and other chemical supplement for agricultural purposes and a spare-parts dealer	Has more than 50 staff	Sir D.C. Ofordeme



4. SUMMARY OF FINDINGS AND CONCLUSION

4.1 Summary

From onset entrepreneurship has been part of the way of life of the Nnewi and Igbo people in general and the means by which they survived. In as much as the coming of the Europeans had its effect on some aspects of the way of life of the people, entrepreneurship was not an outcome of western civilization in Igboland and Nnewi in particular but has been an indigenous way through which the people made their living.

The Nigeria-Biafra war rather than kill the entrepreneurial tendencies of the Nnewi people instead stimulated it further leading to industrial development of the city. There is therefore a strong link between entrepreneurship and industrial develop as have proved by the case of Nnewi.

The entrepreneurial success of the Nnewi people has no doubt impacted positively on the Nigerian economy, as their entrepreneurial activities have been yielding tremendous fruits for the Nigerian economy.

4.2 Conclusion

In conclusion this study has looked at how entrepreneurship has played a vital role in the industrial development of Nnewi. It reviewed the views and opinions of various scholars on the subject of industrialization and entrepreneurship. In line with the objectives of the study data were presented and analyzed. This study therefore would indeed be significant and valuable to national and international development partners and scholars in the area of development studies as it elucidated on the role of entrepreneurship on industrial development.

It is recommended therefore that the Nigerian economy be moved from petroleum, with more emphasis being laid on manufacturing and industry. Government should make policies that would encourage local manufacturing, so as to encourage self reliance and entrepreneurship among the citizens.

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