

ENTREPRENEURIAL MOTIVATION ON VENTURE CREATION IN YOBE STATE, NIGERIA

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Abstract

This study investigates the relationship between entrepreneurial Government policy, resources accessibility, social network and venture creation in Yobe State, Nigeria, using primary data. Yobe State, located in northeastern Nigeria, possesses untapped entrepreneurial potential, but faces challenges such as limited access to capital and inadequate infrastructure. The study adopts a quantitative cross-sectional surveys design. A sample of 411 entrepreneurs were drawn from various industries in Yobe State and data were collected using structured questionnaire. The findings reveal that both entrepreneurial government policy, resources accessibility and social network significantly and positively influences venture creations in Yobe State. Based on the study's results, it was recommended that Government should implement a comprehensive loan guarantee program to provide access to finance for promising ventures, directly addressing the significant impact of government policy on venture creation. And investigate and identify alternative sources of resources beyond traditional channels, such as crowdfunding, bartering networks, and community-based resource sharing initiatives, to address the lack of a significant effect of resource accessibility on venture creation. And establish an online entrepreneurship platform connecting entrepreneurs in Yobe State, facilitating information sharing, peer-to-peer learning, and collaboration, to address the finding that social networks do not significantly affect venture creation.

Key word: Entrepreneurial government policy, resources accessibility, social network, and venture creation.

INTRODUCTION

The creation of new ventures is essential for economic growth, job creation, and poverty reduction. As a result, scholars and policymakers have long been interested in understanding the factors that drive entrepreneurial intentions and actions. One such factor is entrepreneurial motivation, which encompasses a range of individual-level characteristics and external environmental factors that influence an individual's propensity to pursue entrepreneurial opportunities. Shane (2000) viewed entrepreneurial motivation as a multi-dimensional construct that encompasses several different factors. Some of these factors include entrepreneurial passion, resource accessibility, and social networks. Each of these factors has been shown to play a significant role in determining an individual's likelihood of starting a new venture. For example, individuals who are passionate about entrepreneurship are more likely to take action to pursue entrepreneurial opportunities, while those who lack self-efficacy may be less confident in their ability to start a new venture. Douglas and Shepherd (2002) researched on entrepreneurial motivation has been conducted across a range of settings, including both developed and developing countries. However, there is still a need for more research that specifically examines the factors that drive entrepreneurial intentions and actions in developing country contexts. This is particularly important given the unique challenges that entrepreneurs in developing countries face, such as limited access to resources and weak institutional support.

Yobe state, located in northeastern Nigeria, is one such developing country context where there is a need for more research on the factors that drive venture creation. Yobe state has a largely agrarian economy, with a high level of poverty and a large youth population Stam and Van (2020) Despite the high level of youth unemployment in the state, there is limited formal support for entrepreneurship, and many young people lack the skills and resources needed to start their own businesses. The study aims to fill this gap in the literature by examining the effect of entrepreneurial motivation on venture creation in Yobe state. Specifically, the study will focus on the factors of entrepreneurial resource accessibility, social networks, and government policies. By examining the relationship between these factors and venture creation, the study aims to contribute to a better understanding of the factors that drive entrepreneurial intentions and actions in developing country contexts.

Research Objectives

The main objective is to examine the effect of entrepreneurial motivation on venture creation in Yobe state, Nigeria. The specific objectives for the study are:

- i. To examine the effect of Entrepreneurial Government policy on Venture Creation in Yobe state.
- ii. To assess the effect of Entrepreneurial social network on Venture Creation in Yobe state
- iii. To investigate the effect of Entrepreneurial resource accessibility on Venture Creation in Yobe state

LITERATURE REVIEW

Concept of Entrepreneurial Motivation

According to Davidsson (1995): Per Davidsson, a prominent researcher in the field of entrepreneurship, defines entrepreneurial motivation as "a complex interplay of forces at the individual level that gives rise to intentional, spontaneous, goal-directed, and value-laden behavior of a proactive kind. Mitchell and Chesteen (1995): Mitchell and Chesteen define entrepreneurial motivation as "a process by which individuals identify opportunities and engage in entrepreneurial activities driven by the desire for personal fulfillment and the satisfaction of doing something significant." Douglas and Shepherd (2002): Douglas and Shepherd propose that entrepreneurial motivation involves both "necessity motivation," where individuals are driven to entrepreneurship due to a lack of alternatives, and "opportunity motivation," where individuals are motivated by the allure of business opportunities and personal goals.

Concept of Entrepreneurial Resources accessibility

Alvarez and Barney (2007) define entrepreneurial resource accessibility as the ability of entrepreneurs to access and exploit resources that are valuable, rare, inimitable, and non-substitutable. According to them, entrepreneurial resource accessibility is influenced by the entrepreneur's ability to identify and acquire resources that are scarce, unique, and difficult to imitate, and to leverage these resources to create sustainable competitive advantage. Stam and Van de Ven (2020) define resource accessibility as the ability of entrepreneurs to access a diverse and complementary set of resources that are provided by other actors in the entrepreneurial ecosystem. According to these authors, entrepreneurial resource accessibility is critical for the successful emergence and growth of entrepreneurial ecosystems, as it enables entrepreneurs to access the knowledge, skills, networks, and infrastructure that are necessary for the creation and development of new ventures.

According to Mosey et al. (2018), entrepreneurial resource accessibility is the process by which entrepreneurs identify and access the resources they need to start, grow, and sustain their ventures, and the strategies they use to overcome resource constraints and limitations. These authors suggest that entrepreneurial resource accessibility is influenced by a range of individual, organizational, and contextual factors, including the entrepreneur's skills and experience, the availability of resources in the local environment, and the entrepreneur's ability to leverage social networks and partnerships to access resources.

Concept of Entrepreneurial Government Policies

Entrepreneurial government policies are a critical component of the entrepreneurship ecosystem, as they provide support, resources, and incentives for entrepreneurs to start and grow their ventures. These policies may include financial support, regulatory reforms, education and training programs, and infrastructure development.

Acs and Szerb (2007), who define them as policies that promote the formation, growth, and internationalization of new and small firms, and that create an environment conducive to entrepreneurship. They said entrepreneurial government policies are critical for promoting entrepreneurial activity and economic development, as they provide the resources and support that entrepreneurs need to start and grow their ventures.

Shane (2009) refers entrepreneurial government policies as policies that create favorable conditions for entrepreneurs to succeed by reducing the costs and risks of entrepreneurship, and by providing access to resources, information, and support. According to Shane (2009), entrepreneurial government policies are critical for promoting entrepreneurship and innovation, as they create the conditions that enable entrepreneurs to take risks and pursue new opportunities.

Audretsch and Keilbach (2007) argue that the effectiveness of entrepreneurial government policies is influenced by the institutional context, such as the regulatory and legal framework, the quality of infrastructure and education, and the level of competition and openness of markets.

Concept of Entrepreneurial Social Network

Entrepreneurial social network is a critical construct in entrepreneurship, as it refers to the social connections and relationships that entrepreneurs develop and leverage to access resources, information, and support for their ventures. These social networks may include personal and professional contacts, business partners, mentors, and advisors.

Stam and Ven (2020) define entrepreneurial social network as the set of relationships that entrepreneurs have with other actors in the entrepreneurial ecosystem, including investors, customers, suppliers, and other entrepreneurs. According to these authors, entrepreneurial social network is critical for the emergence and growth of entrepreneurial ecosystems, as it enables entrepreneurs to access the knowledge, skills, networks, and infrastructure that are necessary for the creation and development of new ventures.

Social networks also provide entrepreneurs with a great deal of social support. As Burt (2001) states that social networks provide entrepreneurs with a sense of community, belonging, and support. This support can be emotional, informational, and instrumental. Emotional support can help entrepreneurs to cope with the challenges and setbacks that are often encountered in the entrepreneurial journey. Informational support can provide entrepreneurs with access to valuable advice and expertise from more experienced entrepreneurs and business leaders. Instrumental support can provide entrepreneurs with access to tangible resources, such as financial assistance or access to new markets (Burt, 2001).

Concept of Venture Creation

Venture creation refers to the process of starting a new business venture. Different scholars have provided various definitions and concepts of venture creation. Kuratko (2016) define Venture creation as the process of identifying an opportunity, gathering resources and capabilities, creating a marketable product or service, and launching the new venture. Similarly, Shane (2003) defines venture creation as the process of creating a new business venture that involves the identification and exploitation of a new opportunity in the market. Venture creation is the process of transforming an idea into a viable business opportunity through the identification of a market opportunity, the development of a business model, and the acquisition of the necessary resources to launch and grow the venture (Bygrave & Zacharakis, 2010).

Shane (2000) say that venture creation refers to the process of identifying a market opportunity, assembling the necessary resources, and creating a new organization to exploit that opportunity. He emphasizes the importance of identifying an attractive and feasible market opportunity and then assembling the necessary resources such as capital, talent, and technology to start and grow the venture. Gartner (1985) defines venture creation as the process of creating a new business venture that involves the creation of a new organization, the identification of a market opportunity, and the development of a business plan. He emphasizes the importance of developing a business plan that outlines the key elements of the venture, such as the product or service offering, the target market, the marketing strategy, and the financial projections.

Empirical Review

Parker, et al. (2021) examine the relationship between entrepreneurial resources and new venture creation. The search was conducted using several electronic databases, including Web of Science, Scopus, and Google Scholar. The search terms used included "entrepreneurial resources," "venture creation," "start-up resources," "business resources," and "entrepreneurial support." The inclusion criteria were peer-reviewed articles published between 2010 and 2021 that examined the relationship between entrepreneurial resources and new venture creation. The review found that entrepreneurial resources play a crucial role in new venture creation. The resources required by entrepreneurs can be broadly categorized into financial resources, human resources, social resources, and institutional resources. Financial resources include funding, capital, and credit. Human resources include skills, knowledge, and expertise. Social resources include networks, mentors, and support groups. Institutional resources include policies, regulations, and legal frameworks. The review found that access to financial resources is critical to new venture creation. Entrepreneurs require funding to start and grow their ventures. The review also found that access to human resources, such as skills and knowledge, is essential for new venture creation. Social resources, such as networks and support groups, can provide entrepreneurs with valuable information and advice. Institutional resources, such as policies and regulations, can create an enabling environment for entrepreneurship. The review also identified several gaps in the literature on entrepreneurial resources and new venture creation. For example, there is a need for more research on the role of cultural and social factors in influencing the accessibility of entrepreneurial resources. Additionally, there is a need for more research on the impact of entrepreneurial resources on different types of ventures, such as social enterprises and high-tech ventures. The review provides several recommendations to guide future research on entrepreneurial resources and new venture creation. Researchers should focus on examining the role of cultural and social factors in influencing the accessibility of entrepreneurial resources. Additionally, researchers should examine the impact of entrepreneurial resources on different types of ventures, such as social enterprises and high-tech ventures. Finally, researchers should explore the mechanisms through which entrepreneurial resources affect new venture creation. While the systematic review provides a comprehensive overview of the literature on the relationship between entrepreneurial resources and new venture creation, there are a few critiques that could be addressed. The review's inclusion criteria were limited to peer-reviewed articles published between 2010 and 2021, which may have excluded some relevant studies. Additionally, the review did not examine the impact of entrepreneurial resources on venture growth and sustainability, which could have provided further insights into the topic.

Wang, et al. (2021) examine the relationship between entrepreneurial resources and new venture creation. The review aims to provide a comprehensive overview of the literature on entrepreneurial resources and to identify gaps in the research that can guide future studies. The review used a systematic approach to identify relevant literature. The search was conducted using several electronic databases, including Web of Science, Scopus, and Google Scholar. The search terms used included "entrepreneurial resources," "venture creation," "start-up resources," "business resources," and "entrepreneurial support." The inclusion criteria were peer-reviewed articles published between 2010 and 2021 that examined the relationship between entrepreneurial resources and new venture creation. The review found that entrepreneurial resources play a crucial role in new venture creation. The resources required by entrepreneurs can be broadly categorized into financial resources, human resources, social resources, and institutional resources. Financial resources include funding, capital, and credit. Human resources include skills, knowledge, and expertise. Social resources include networks, mentors, and support groups. Institutional resources include policies, regulations, and legal frameworks. The review found that access to financial resources is critical to new venture creation. Entrepreneurs require funding to start and grow their ventures. The review also found that access to human resources, such as skills and knowledge, is essential for new venture creation. Social resources, such as networks and support groups, can provide entrepreneurs with valuable information and advice. Institutional resources, such as policies and regulations, can create an enabling environment for entrepreneurship. The review also identified several gaps in the literature on entrepreneurial resources and new venture creation. For example, there is a need for more research on the role of cultural and social

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Entrepreneurial Government Policies and Venture Creation

Audretsch, et al. (2019) conducted a comprehensive review of the literature on entrepreneurship and government policy, drawing on a range of academic articles, books, and reports from various disciplines. The review covers studies published between 1990 and 2018. The review finds that government policies can have a positive impact on entrepreneurial activity, particularly in the early stages of venture creation. Policies targeting early-stage financing, such as angel investment tax credits and seed capital programs, can be particularly effective. Other policies that can stimulate entrepreneurship include regulatory reforms, such as reducing barriers to entry or streamlining administrative processes, and education and training programs that provide entrepreneurs with the skills and knowledge needed to start and grow a business. However, the review also notes that government policies can have unintended consequences, such as crowding out private investment or favoring certain types of businesses over others. As such, policymakers should carefully consider the potential risks and benefits of different policy options when designing initiatives to support entrepreneurship. The authors suggest that policymakers should focus on policies that target the early stages of venture creation, such as providing access to seed capital and angel investment tax credits. They also recommend that policymakers consider the potential risks and unintended consequences of different policy options when designing initiatives to support entrepreneurship. One potential critique of the review is that it focuses mainly on the impact of government policies on the creation and growth of new ventures, rather than on broader measures of entrepreneurship, such as innovation or job creation. Additionally, the review does not address the potential trade-offs between different policy objectives, such as promoting entrepreneurship versus protecting consumers or the environment.

Kolympiris, et al. (2015) analyze the impact of government policies on the location choice of academic entrepreneurs in the US biotechnology industry. The authors used a sample of 2,347 academic entrepreneurs who founded biotechnology companies in the US between 1986 and 2008. They analyzed the impact of various government policies, such as research funding, tax incentives, and technology transfer offices, on the location choice of these entrepreneurs. The authors used multinomial logistic regression models to estimate the impact of these policies on the likelihood of founding a company in a particular State. The study finds that government policies can have a significant impact on the location choice of academic entrepreneurs in the biotechnology industry. Specifically, policies that provide research funding and tax incentives to biotechnology companies are positively associated with the likelihood of founding a company in a particular state. In contrast, policies that restrict the transfer of technology from universities to private firms are negatively associated with the likelihood of founding a company in a particular state. The authors also find that the impact of government policies on location choice varies depending on the stage of venture development. Policies that provide research funding are more important for early-stage ventures, while tax incentives are more important for later-stage ventures. The authors suggest that policymakers should consider the impact of government policies on the location choice of academic entrepreneurs when designing initiatives to support entrepreneurship. They recommend that policymakers focus on policies that

provide research funding and tax incentives to biotechnology companies, as these policies are most effective in attracting academic entrepreneurs to a particular state. One potential critique of the study is that it focuses on a specific industry (biotechnology) and may not be generalizable to other industries. Additionally, the study does not address the potential trade-offs between different policy objectives, such as promoting entrepreneurship versus protecting consumers or the environment.

Bruton, et al. (2010) conducted a comprehensive review of the literature on institutional theory and entrepreneurship, drawing on a range of academic articles, books, and reports from various disciplines. The review covers studies published between 1990 and 2009. The review finds that institutional theory can provide insights into the relationship between government policies and entrepreneurship. Institutional theory suggests that government policies can shape the institutional environment in which entrepreneurs operate, influencing the norms, rules, and practices that govern entrepreneurial activity. The review identifies several key areas where institutional theory can inform our understanding of the impact of government policies on entrepreneurship. These include the role of formal institutions, such as laws and regulations, in shaping entrepreneurial activity, as well as the role of informal institutions, such as cultural norms and social networks. The review also highlights the importance of understanding the interactions between formal and informal institutions in shaping entrepreneurial activity. The authors suggest that policymakers should consider the institutional context in which entrepreneurs operate when designing initiatives to support entrepreneurship. They recommend that policymakers focus on policies that address the institutional barriers to entrepreneurship, such as cumbersome regulations and bureaucratic red tape. They also suggest that policymakers work to build supportive institutional environments that encourage entrepreneurial activity, such as fostering a culture of entrepreneurship and promoting social networks that facilitate entrepreneurial collaboration. One potential critique of the review is that it focuses mainly on the role of institutional theory in understanding the impact of government policies on entrepreneurship, rather than on the empirical evidence for the effectiveness of specific policies. Additionally, the review does not address the potential trade-offs between different policy objectives, such as promoting entrepreneurship versus protecting consumers or the environment.

Entrepreneurial Social Network and New Venture Creation

Lee and Chung (2009) investigate the role of entrepreneurial social networks in facilitating opportunity recognition and initial venture creation. The study utilized survey analysis of 178 entrepreneurs in Korea. The entrepreneurs were asked about their social networks, including the number and types of connections they had with other entrepreneurs, mentors, advisors, and industry professionals. The survey also collected data on opportunity recognition and the process of venture creation. The study found a positive association between entrepreneurial social networks and opportunity recognition as well as initial venture creation. Entrepreneurs with more extensive and diverse social networks were more likely to identify opportunities and successfully initiate new ventures. Based on the findings, the study suggests that entrepreneurs should actively engage in entrepreneurial social networks to enhance their chances of success. Building and nurturing relationships with other entrepreneurs, mentors, and industry professionals can provide valuable resources, information, and support for identifying opportunities and starting new ventures.

Elfring and Hulsink (2003) examine the influence of social ties and network competence on venture capital investment decisions. The study employed a case study analysis of 10 venture capital firms. Through interviews and data collection, the researchers examined the social ties and network competence of venture capitalists. The network competence refers to the knowledge, skills, and resources related to managing and leveraging social networks. The study found that social ties and network competence played a significant role in venture capital investment decisions. Venture capitalists were more likely to invest in ventures connected to their existing network or recommended by trusted contacts. Furthermore, venture capitalists with higher network competence were better able to assess the value and potential of the ventures. The study suggests that entrepreneurs seeking venture capital should cultivate strong ties with potential investors and develop their own network competence. Building relationships with venture capitalists and actively

expanding their networks can increase the likelihood of securing investment. Additionally, entrepreneurs should focus on enhancing their network competence to effectively leverage their social connections.

Acedo and Casanueva (2018) investigate the mediating role of network ties in the relationship between entrepreneurial orientation and venture growth. The study utilized survey analysis of 177 Spanish SMEs (Small and Medium Enterprises). The survey collected data on entrepreneurial orientation (i.e., the firm's strategic orientation toward innovation, risk-taking, and proactiveness), network ties (i.e., the strength and quality of the firm's connections with other organizations and individuals), and venture growth. The study found that network ties mediate the positive relationship between entrepreneurial orientation and venture growth. In other words, the strength and quality of a firm's network connections play a significant role in translating entrepreneurial orientation into actual growth outcomes. The study suggests that entrepreneurs with a strong entrepreneurial orientation can leverage their network ties to access resources, knowledge, and opportunities that facilitate venture growth. Based on the findings, the study recommends that entrepreneurs should focus on building and maintaining strong network ties to enhance their ventures' growth prospects. Actively cultivating relationships with partners, customers, suppliers, and other stakeholders can provide access to resources, information, and market opportunities that contribute to venture growth. Additionally, entrepreneurs should align their entrepreneurial orientation with network-building strategies to effectively leverage their network ties for growth purposes.

Self-Determination Theory (SDT)

The theory that is used to explain this study is Self-determination theory and picking other theories. Self-Determination Theory (SDT) was proposed by Edward Deci and Richard Ryan in the 1980s. The theory is a macro-theory of human motivation that seeks to explain the underlying factors that drive individuals to engage in certain activities. According to SDT, individuals are motivated by three basic psychological needs: autonomy, competence, and relatedness. Autonomy refers to the need to control one's own life and make decisions that are consistent with one's values and interests. Competence refers to the need to feel effective and capable in one's activities. Relatedness refers to the need to feel connected to others and to have positive social relationships.

Critics of SDT have suggested that the theory is overly simplistic and does not account for the complex interplay of individual, social, and environmental factors that influence human motivation. Others have criticized SDT for its lack of empirical support, particularly in the context of entrepreneurship.

However, despite these criticisms, SDT has been widely used in the study of entrepreneurial motivation and venture creation. Researchers have applied SDT to understand the factors that drive individuals to become entrepreneurs, such as the desire for autonomy and the need for competence. SDT has also been used to explore the role of social support in entrepreneurship and the impact of a supportive social network on entrepreneurial motivation and success.

SDT has been used in a variety of studies to explore the factors that influence entrepreneurial motivation and venture creation. For example, researchers have used SDT to explore the relationship between entrepreneurial motivation and personality traits such as self-efficacy, locus of control, and need for achievement (Liu et al., 2012). They have found that individuals with higher levels of self-efficacy and internal locus of control are more likely to be motivated to become entrepreneurs.

SDT has also been used to explore the impact of social support on entrepreneurial motivation and success. Researchers have found that social support from family, friends, and other entrepreneurs can play a critical role in motivating individuals to become entrepreneurs and supporting their success (Chen et al., 2018). Social support can provide entrepreneurs with the autonomy, competence, and relatedness they need to succeed in the challenging and uncertain world of entrepreneurship.

Moreover, SDT has also been used to explore the role of entrepreneurial education and training in motivating individuals to become entrepreneurs and supporting their success. Researchers have found that entrepreneurial education and training programs that are designed to promote autonomy, competence, and relatedness can be particularly effective in motivating individuals to become entrepreneurs and supporting their success (Kuratko & Audretsch, 2013).

Thus, SDT provides a useful framework for understanding the underlying factors that drive entrepreneurial motivation and venture creation. While the theory has its limitations, it has been widely applied in the study of entrepreneurship and has provided important insights into the nature and dynamics of entrepreneurial motivation. Researchers have used SDT to explore the factors that influence entrepreneurial motivation and venture creation, such as personality traits, social support, and entrepreneurial education and training. By understanding these factors, policymakers and educators can better support and promote entrepreneurship as a viable career option for individuals around the world.

Self-Determination Theory (SDT) is a widely used framework in the field of psychology and behavioral sciences for understanding human motivation. It focuses on the factors that drive individuals to engage in certain activities and the quality of their motivation. In the context of entrepreneurship and venture creation in Yobe State, Nigeria, SDT can be a valuable theoretical framework for several reasons:

1. **Cultural Relevance:** Understanding the motivation for entrepreneurship in Yobe State requires a nuanced understanding of the local culture and context. SDT is adaptable and can be applied across different cultural settings. It helps researchers account for cultural differences and values in motivation.
2. **Intrinsic vs. Extrinsic Motivation:** SDT distinguishes between intrinsic motivation (motivation driven by personal interest and satisfaction) and extrinsic motivation (motivation driven by external rewards or pressures). In the context of entrepreneurship, it's essential to know whether individuals are driven by a genuine passion for their venture or by external factors like financial gain or societal expectations.
3. **Autonomy Support:** SDT emphasizes the importance of autonomy in motivation. Entrepreneurs who feel they have control over their business decisions and are not overly controlled by external factors are more likely to experience intrinsic motivation. Researchers can investigate the role of autonomy in venture creation in Yobe State and its impact on motivation.
4. **Relatedness:** SDT also addresses the need for relatedness or social connectedness. In the context of entrepreneurship, social support and relationships within the local community can significantly impact an entrepreneur's motivation. Researchers can explore how the social environment in Yobe State influences motivation for venture creation.
5. **Well-being and Satisfaction:** SDT includes well-being and satisfaction as key outcomes of intrinsic motivation. Understanding how venture creation affects the well-being and life satisfaction of individuals in Yobe State can be an important research question.
6. **Practical Application:** SDT provides practical insights into how to support and foster motivation. For policymakers, educators, and business development organizations in Yobe State, understanding the motivational factors driving entrepreneurship can help design more effective support programs and policies.

METHODOLOGY

The study took the form of quantitative design, with a cross-sectional survey of entrepreneurs. The survey measures government policy, social network, resource accessibility and venture creation success. The population of the study It is estimated that there are 2,419 registered Entrepreneurs operating within Yobe State (Yobe State Bureau on Public Procurement, 2020). The sample consist of 343 entrepreneurs who are currently running their own businesses in Three geo- political Zone of Yobe State. The selected sample was arrived at using Taro Yamane formula.

A well-structured questionnaire was administered to the respondents for primary data collection. The entrepreneurs for the study were recruited through online surveys using social media, and entrepreneurial organizations. The measure scales for the questionnaire items are Government policy Scale (EGOPS) which is a 15-item scale that measures the intensity, direction, and persistence of entrepreneurial government policy; the social network Scale (SNK), a 10-item scale that measures the individual's willingness to take marketing strategy in a variety of situations; and the Venture Creation Success Scale (VCSS) used to measure venture creation success. The VCSS is a 10-item scale that measures the financial performance, growth, and impact of the entrepreneur's venture.

The structural model for these tests of hypotheses is shown in fig 1.

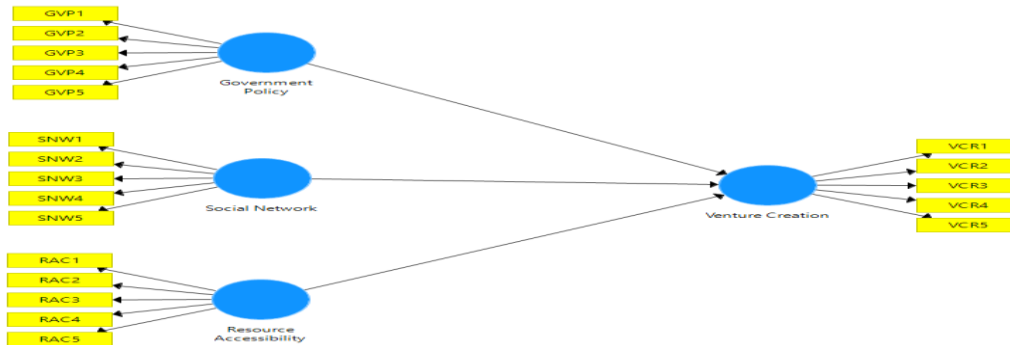


Fig 1. Structural equation model for entrepreneurial government policy, social network, Resources accessibility and venture creation.

RESULTS AND DISCUSSIONS

The first part of the analysis is the demographic characteristics of the entrepreneurs who served as the respondents to the questionnaire. The data from this part is on their gender, education, age, enterprises, and locations.

Gender

For gender, table 1 shows that most of the respondents were male (67.3%). This is likely because entrepreneurship is often seen as a male-dominated field, especially in the North-east. However, it is encouraging to see that there is a significant number of female entrepreneurs in Yobe State (32.7%).

Table 1. Frequencies of GENDER

GENDER	Counts	% of Total	Cumulative %
Female	112	32.7 %	32.7 %
Male	230	67.3 %	100.0 %

This suggests that there is a growing trend of women starting their own businesses in the state. In summary, the data suggests that there is a good mix of genders among entrepreneurs in Yobe State. This is important for fostering a diverse and inclusive entrepreneurial ecosystem.

Education

Table 2 show that many of the respondents had a secondary education (35.1%). This is followed by those with no formal education (28.4%), vocational training (11.4%), university education (10.2%), and polytechnic education (14.9%).

Table 2. Frequencies of EDUCATION

EDUCATION	Counts	% of Total	Cumulative %
None	97	28.4 %	28.4 %
Polytechnic	51	14.9 %	43.3 %
Secondary	120	35.1 %	78.4 %
University	35	10.2 %	88.6 %
Vocational	39	11.4 %	100.0 %

This distribution of education levels suggests that a significant portion of entrepreneurs in Yobe State have not completed formal education beyond secondary school. While this may pose some challenges for these entrepreneurs, it also highlights the potential for entrepreneurship to provide opportunities for individuals with diverse educational backgrounds. It is also worth noting that a considerable number of respondents have received vocational training (11.4%). This suggests that there is a growing emphasis on practical skills and training in the entrepreneurial ecosystem of Yobe State. This diversity of education levels can contribute to a more vibrant and innovative entrepreneurial ecosystem.

Age

Table 3 shows that most entrepreneurs are between the ages of 30 and 40 (58.4%). This is the age group where people typically have more work experience, financial resources, and confidence to start their own businesses. A significant number of entrepreneurs are between the ages of 20 and 29 (34.0%). This suggests that there is a growing trend of young people starting their own businesses in Yobe State. A small number of entrepreneurs are over the age of 50 (5.0%). This suggests that entrepreneurship is not limited to young people, and that there are opportunities for people of all ages to start their own businesses.

Table 3. Frequencies of AGE

AGE	Counts	% of Total	Cumulative %
20 - 29 years	116	34.0 %	34.0 %
30 - 40 years	199	58.4 %	92.4 %
40 - 50 years	9	2.6 %	95.0 %
50 above	17	5.0 %	100.0 %

There are few entrepreneurs between the ages of 40 and 50 (2.6%). This could be due to factors, such as the challenges of starting a business later in life, or the fact that people in this age group may be more focused on their careers or families. The data suggests that there is a wide range of ages among entrepreneurs in Yobe State. This diversity of ages can contribute to a more dynamic and innovative entrepreneurial ecosystem.

Enterprises

The data from table 4 shows that most enterprises in Yobe State are involved in trading (37.7%), followed by agriculture (31.9%), manufacturing (17.3%), services (11.4%), and others (1.8%).

Table 4. Frequencies of ENTERPRISES

ENTERPRISES	Counts	% of Total	Cumulative %
Agriculture	109	31.9 %	31.9 %
Manufacturing	59	17.3 %	49.1 %

Table 4. Frequencies of ENTERPRISES

ENTERPRISES	Counts	% of Total	Cumulative %
Others	6	1.8 %	50.9 %
Services	39	11.4 %	62.3 %
Trading	129	37.7 %	100.0 %

This suggests that the Yobe State economy is heavily reliant on trading and agriculture. Manufacturing and services are also important sectors, but they are not as significant as trading and agriculture. The "others" category likely includes a variety of small businesses that are not easily classified into the other categories.

Location

The data in table 5 shows that many enterprises in Yobe State are in Bade (38.9%), followed by Nguru (17.8%), Yusufari (11.7%), Karasuwa (13.2%), Jakusko (11.4%), and Machina (7.0%). This suggests that bade is the most entrepreneurial location in Yobe State. It is likely that this is due to the size and population of Bade, the availability of resources, and the level of economic development.

Table 5. Frequencies of LOCATION

LOCATION	Counts	% of Total	Cumulative %
Bade	133	38.9 %	38.9 %
Jakusko	39	11.4 %	50.3 %
Karasuwa	45	13.2 %	63.5 %
Machina	24	7.0 %	70.5 %
Nguru	61	17.8 %	88.3 %
Yusufari	40	11.7 %	100.0 %

Assessment of the Measurement Model

Indicator's loadings

The outer loadings are a measure of how well a measurement item correlates with its respective construct. In other words, it indicates how strongly an item is related to the underlying concept it is intended to measure. Outer loadings are typically interpreted in the context of other items that measure the same construct. A general rule of thumb is that outer loadings should be greater than 0.70 to be considered good indicators of the construct.

Table 6. Outer loadings

Items	Loadings
GVP1	0.886
GVP2	0.921
GVP3	0.910
GVP4	0.890
GVP5	0.915
RAC1	0.814
RAC2	0.840
RAC3	0.817
RAC4	0.854

RAC5	0.810
SNW1	0.823
SNW2	0.930
SNW3	0.910
SNW4	0.909
SNW5	0.832
VCR1	0.944
VCR2	0.908
VCR3	0.871
VCR4	0.934
VCR5	0.878

From table 6, all the five items for government policy (GVP) have high outer loadings, ranging from 0.886 to 0.915. This suggests that these items are all good measures of government policy. Similarly, For social network (SNW), all the five items also have high outer loadings, ranging from 0.823 to 0.910. This suggests that these items are all good measures of social network. For resource accessibility (RAC), all the five items also have high outer loadings, ranging from 0.814 to 0.854, suggesting that these items are all good measures of resource accessibility. Likewise, for Venture Creation (VCR), all the five items have high outer loadings, ranging from 0.871 to 0.944. This suggests that these items are all good measures of venture creation.

Construct Reliability and Validity

Construct reliability refers to the consistency of the measurements of a construct across different data collection methods or different occasions. It indicates whether the measurements are consistent and stable over time. While construct validity refers to the extent to which a measure accurately measures the construct it is intended to measure. It indicates whether the measure is capturing the true meaning of the construct.

Table 7. Construct Reliability and Validity

	Cronbach's Alpha	rho_A	Composite Reliability	Average Variance Extracted (AVE)
Government Policy	0.944	0.946	0.958	0.818
Resource Accessibility	0.885	0.889	0.915	0.684
Social Network	0.928	0.930	0.946	0.777
Venture Creation	0.946	0.947	0.959	0.824

From table 7, all four constructs – government policy, resource accessibility, social network, and venture creation - exhibit high levels of internal consistency, indicating that the items measuring each construct are highly related to each other. Additionally, the high values of rho_A and composite reliability further confirm the reliability and consistency of the measures.

Furthermore, the average variance extracted (AVE) values for all four constructs are above the recommended threshold of 0.5, suggesting that the items measuring each construct have a strong shared variance. In conclusion, the construct validity and reliability of the measures for government policy, resource accessibility, social network, and venture creation are all high, indicating that the measures are reliable and valid, and can be used to accurately measure these constructs.

Discriminant validity

The Fornell-Larcker Criterion is a method for assessing discriminant validity, which is the degree to which two or more constructs are distinct from each other. According to this criterion, discriminant validity is

established if the square root of the average variance extracted (AVE) for each construct is greater than the correlation between the construct and any other construct in the model.

Table 8. Discriminant validity (Fornell-Larcker Criterion)

	Government Policy	Resource Accessibility	Social Network	Venture Creation
Government Policy	0.905			
Resource Accessibility	0.851	0.827		
Social Network	0.870	0.873	0.882	
Venture Creation	0.872	0.801	0.835	0.908

In this case as shown in table 8, the square root of the AVE for government policy is 0.818, the square root of the AVE for resource accessibility is 0.684, the square root of the AVE for social network is 0.777, and the square root of the AVE for venture creation is 0.824. The correlations between the constructs are lower than the square of the AVE. Therefore, the discriminant validity of the three constructs is established. This means that the constructs are distinct from each other and can be measured as separate constructs.

R-squared (R^2)

R-squared (R^2) is a statistical measure that indicates the proportion of the variance in a dependent variable that can be explained by an independent variable in a regression model. R^2 is often used as a measure of goodness of fit for a regression model. A higher R^2 value generally indicates a better fit of the model to the data.

Table 9. R square

	R Square	R Square Adjusted
Venture Creation	0.786	0.784

The R square value in table 9 is 0.786, it indicates that 78.6% of the variance in the dependent variable (venture creation) is explained by the independent variables in the model. This is a relatively high R square value, which suggests that the model has a good fit to the data.

The adjusted R square value of 0.784 is slightly lower than the R square value. This is because the adjusted R square considers the number of independent variables in the model. The fact that the adjusted R square value is close to the R square value suggests that the model is not overfitted. This means that the model can be used to make reliable predictions about venture creation.

f-squared (f^2)

The f-square value is a measure of effect size. It represents the proportion of the variance in the dependent variable (venture creation) that is explained by a particular independent variable.

Table 10. f-square

	Venture Creation
Government Policy	0.315
Resource Accessibility	0.007
Social Network	0.061
Venture Creation	

In this case, the f-square value for government policy in table 10 is 0.315, which is higher than others. This suggests that government policy has the highest effect on venture creation. The f-square value for resource accessibility is 0.007 is relatively low. This suggests that resource accessibility has a low effect on venture creation. For the social network, it is 0.061 which is small, suggesting that it has low effect on venture creation.

Multicollinearity test

Multicollinearity is a statistical phenomenon that occurs when two or more independent variables in a regression model are highly correlated with each other. This can cause problems with the interpretation of the regression results and can lead to unstable estimates of the regression coefficients. The Variance Inflation Factor (VIF) is a measure of how much the variance of an estimated regression coefficient is inflated due to multicollinearity. An inner VIF value greater than 10 is generally considered to indicate multicollinearity, which can bias the results of the regression analysis.

Table 11. Inner VIF

	Venture Creation
Government Policy	4.798
Resource Accessibility	4.902
Social Network	5.567
Venture Creation	

From table 11, the inner VIF values for government policy and resource accessibility are less than 5. This suggests that there is no multicollinearity issue with these variables and that they can be used together in a regression model. But that of social network is above 5, showing some sign of multicollinearity.

Hypotheses test

The first hypothesis of the study is restated as:

Hypothesis 1: Government policy has significant relationship with venture creation in Yobe State.

Table 12. Path coefficient

	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T Statistics (O/STDEV)	P Values
Government Policy -> Venture Creation	0.568	0.558	0.105	5.402	0.000
Resource Accessibility -> Venture Creation	0.083	0.085	0.081	1.024	0.306
Social Network -> Venture Creation	0.269	0.281	0.128	2.099	0.036

The path coefficient for the relationship between government policy and venture creation is 0.568. This indicates that there is a positive relationship between the two variables, meaning that as government policy increases, so does venture creation. The T-statistic for this relationship is 5.402, and the p-value is 0.000. This means that the relationship between government policy and venture creation is statistically significant at the 5% level. Therefore, Hypothesis 1 is not supported and thus, government policy has significant effect on venture creation in Yobe State. This finding is consistent with that of Kiani et al. (2019) and Newman (2021).

The second hypothesis of the study is restated as:

Hypothesis 2: resource accessibility has no significant relationship with venture creation in Yobe State.

The path coefficient for the relationship between resource accessibility and venture creation is 0.083. This indicates that there is a positive relationship between the two variables, meaning that as resource accessibility increases, so does venture creation. The T-statistic for this relationship is 1.024, and the p-value is 0.306. This means that the relationship between resource accessibility and venture creation is not statistically significant at the 5% level. Therefore, Hypothesis 2 is supported, thus resource accessibility has no significant effect on venture creation in Yobe State. This finding is consistent with that of Shane and Venkataraman (2000) and Zahra et al. (2000).

The third hypothesis of the study is restated as:

Hypothesis 3: social network has no significant relationship with venture creation in Yobe State.

The path coefficient for the relationship between social network and venture creation is 0.269. This indicates that there is a positive relationship between the two variables, meaning that as social network increases, so does venture creation. The T-statistic for this relationship is 2.099, and the p-value is 0.036. This means that the relationship between social network and venture creation is statistically significant at the 5% level. Therefore, Hypothesis 3 is not supported, thus social network has significant effect on venture creation in Yobe State. This finding is consistent with that of Acedo and Casanueva (2018).

CONCLUSION AND RECOMMENDATIONS

Based on the findings, several important conclusions can be made. First, government intervention is crucial in promoting the establishment of new ventures. Policymakers should prioritize the development of policies that specifically cater to the needs of entrepreneurs in Yobe State. This includes initiatives that provide access to financial resources, infrastructure, and training opportunities.

Second, further research is necessary to understand why resource accessibility and social networks do not have a significant impact on venture creation. It is important to explore alternative sources of resources, examine the unique characteristics of successful ventures, and investigate the role of alternative support networks. This will help identify additional factors that contribute to entrepreneurial success.

Lastly, the study reveals that entrepreneur in Yobe State display remarkable resilience and resourcefulness in overcoming challenges. Despite facing limitations in terms of resources and social networks, they are still able to establish and sustain successful ventures. This highlights the significance of individual entrepreneurial spirit and the potential for achievement even in difficult environments.

The recommendations based on the findings are:

1. Government should implement a comprehensive loan guarantee program to provide access to finance for promising ventures, directly addressing the significant impact of government policy on venture creation.
2. Investigate and identify alternative sources of resources beyond traditional channels, such as crowdfunding, bartering networks, and community-based resource sharing initiatives, to address the lack of a significant effect of resource accessibility on venture creation.
3. For Social networks, they should establish an online entrepreneurship platform connecting entrepreneurs in Yobe State, facilitating information sharing, peer-to-peer learning, and collaboration, to address the finding that social networks do not significantly affect venture creation.

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