



Role of a Sustainable Agro Entrepreneurship towards Economic Diversification and Economic Growth: A Study of Anambra East Local Government

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Abstract: *The study examined the role of a sustainable agro entrepreneurship towards economic diversification and economic growth: a study of Anambra East Local Government. The objectives of the study were: To evaluate the effect of agro financing towards economic diversification and economic growth: To determine the effect of agro output towards economic diversification and economic growth. The sources of data were through primary sources. The variables were agro financing and agro output as the independent variables while economic diversification and economic growth were dependent variables. Questionnaire and semi structured interview were used to collect data from manager, owners and other key officers in the selected firms. The population of this study was 2244, while the sample size was 432. The research adopted purposive sampling method. ANOVA Method of regression analysis was employed for the test of hypotheses. Specifically the study found out that. Agro financing has significant effect on economic diversification and economic growth. Agro output has significant effect on economic diversification and economic growth It was recommended that To support the agripreneur needs of the farmers, the authorities need to formulate some new skills and this is beneficial in the process of commercialization also. The farmers need to grow the farm plans with the help of other individual farmers and also, working with the distinctive levels of farmer organizations from groups to the corporations. This will help analyze the areas of market, sales and financing and building various farming business opportunities with the clients.*

Keywords: *Agro entrepreneurship, Economic diversification, Agro financing, Agro output and Economic growth*

1.1 Background to the Study

In today dynamic business environment, there has been a general realization that agro entrepreneurship is at the center of high and stable economic diversification and economic growth that constitutes and sustain prosperity (Ahimbisibwe, & Abaho, 2017). Any economy that is capable of increasing and propelling its agro entrepreneurial activities to perform well is more likely to experience high economic diversification and growth unlike those economies

whose similar activities are decreasing or are stagnant. Agro entrepreneurship has long been acknowledged as an important growth strategy for sustaining the country's economic growth (Israel & Johnmark, 2014), particularly in career perspectives and business opportunities which generate profits (Othaman, Ghazali & Cheng, 2015; Gurol & Atsan, 2006).

The growth and diversification of an economy propelled by increased and improved agro entrepreneurial activities spells better living standards for its citizen. Recently researchers have postulated that a focus on the role of agro entrepreneurial mindset has the potential to contribute significantly to the study of entrepreneurship (Ardichvili, Richard & Sourav, 2018). This results to creation of employment, increased wealth creation, expanded market, variety of goods and services and high quality goods and services. It is therefore the intent of all stakeholders like the government, investors and the society at large to promote agro entrepreneurial activities and encourage individual with entrepreneurial mindset to excel in their businesses and increase these activities (Njeru, 2012).

Generally, majority of investors in developing countries initiate small and medium enterprises. The "small enterprises" employ from 11 to 50 workers, and "medium enterprises" are able to engage from 51 to 100 workers. Although these categories of firms are not as many as the "micro enterprises" which employ up to 10 workers, their continued emergence will definitely be a prerequisite for any enduring industrialization (Njeru, 2012). In developing economies such as Nigeria, one of the biggest problem is to propel people unleash the entrepreneurial mindset in their business endeavour and avoid the common practice of duplicating products found among many traders. The mindset of the entrepreneur determines the business success in today's competitive market (Amabile, 2019)..

Agro entrepreneurship that has a strong track record of successful innovation also tend to enjoy significant competitive advantages and increased enterprise value. Agro entrepreneurship result in three exhibits (Ardichvili, Richard & Sourav, 2018). These are; knowledge, which refers to having relevant understanding an individual brings to bear on a creative effort, creative thinking which shows how people approach problems and depends on personality and thinking style and finally motivation acting on an intrinsic passion that drives one to perform better (Njeru, 2012). Business alertness is the capability to respond at the right time to the dynamics of the environment. This is critical in creating a competitive edge in a very fast changing market. The extent to which an entrepreneur exhibits these three attributes determines whether an individual has entrepreneurial mindset or not and that is what makes a difference in business performance (Lackeus, 2016). According to Dhliwayo and Vuuren, (2007) risk taking is an important element of the strategic entrepreneurial mindset. This is because risk-taking is essential for the success and growth of a business, which is based on how entrepreneurs perceive and manage the risks in their environment.

In view of the many challenges that agro entrepreneurship are exposed to, it is imperative for them, both profit and nonprofit business, to anticipate challenges, identify their strengths to meet anticipated challenges and take control of available opportunities to obtain maximum productivity. Unfortunately, in most organizations, entrepreneurship plans are not carried out and implemented properly. Some organizations do not attach any importance to planning and therefore do not have plans for their organizations. This could be borne out of lack of appreciation and knowledge of the relevance of agro entrepreneurship to organizational growth. climate change : extreme heat, drastic reduction of rainfall that is concentrated over a smaller number of days, which leads to erosion and soil leaching, etc. Rampant desertification. poor quality of the seeds, excessive use of chemical fertilizers and poor control of production techniques, which have led to the leaching of arable soil and to low agricultural yields, difficulties in financing both agricultural beginners and investments, problems of transporting agricultural products to market, lack of conservation infrastructure or processing facilities, In an attempt to address this problem there is the need to critically accessing the role of a sustainable agro entrepreneurship towards economic diversification and economic growth: A study of Anambra East Local Government.

1.2 Objectives of the study

The main objective of this study is to accessing the role of a sustainable agro entrepreneurship towards economic diversification and economic growth: a study of Anambra East Local Government. The specific objectives are to:

1. To evaluate the effect of agro financing towards economic diversification and economic growth.
2. To determine the effect of agro output towards economic diversification and economic growth.

1.3 Hypotheses

The hypotheses formulated in null form will guide this study

H₀₁: Agro financing has no significant effect on economic diversification and economic growth

H₀₂: Agro output has no significant effect on economic diversification and economic growth

REVIEW OF RELATED LITERATURE

2.1 Conceptual Framework

2.1.1. Agro-entrepreneurship

Agro-entrepreneurship is the process of backward or forward value addition whereby farmers use creative ways of improving the quality and quantity of agricultural produce or get involved in agro-industry activities (Barney, 2019).

The concept of Agricultural Entrepreneurship is introduced to support the farmers, group of farmers as well as agricultural industries by improving the methods of production and increase the market engagements (Baron, 2020). An agripreneur is a person who supports and manages a business venture by focusing on the agricultural sector only.

Agro-entrepreneurship can be defined as the sum total of all the operations (economic activities) involved in the manufacture and distribution of farm supplies, farm operation in the farms and the processing distribution-storage of farms commodities and the items made from them (Brown, & Ulijn, 2014).. It can simply be put as the sum totality of all operations involved in the production and distribution of the food and fibre needs of the economy. Based on the foregoing definition, some level of coordination is required which will involve the marriage of technology and economics. It, therefore, depends on the technology of the various agricultural production disciplines (plant science, animal science, forestry, fishery, agricultural engineering, avian science, entomology, agricultural biochemistry, food science, agricultural biology, etc) and the tools as well as the theory of economics (such as agricultural economics, industrial business economics, etc) and the other behavioral sciences (such as political science, sociology, psychology, etc) (Bruyat, & Julien, 2019).

Agribusiness refers to businesses actively involved in the commercial agricultural processes, from production to processing and marketing to distribution. The companies in this sector integrate small-scale farmers to meet growing consumer demands in emerging economies (Coulthard, 2017).

Agricultural production comprises various stages, such as seeding, breeding, and agrichemical application done through farm machinery. The economic viability of farming is causing companies to develop new technologies and capitalize on the existing opportunities. Eventually, it allows them to scale production that results in large-scale operations (Covin, & Slevin, 2019).

Agro-entrepreneurship is the entrepreneurship sector encompassing farming and farming-related commercial activities. It involves all the steps required to send an agricultural goods to market, namely production, processing, and distribution (Daft, 2019). This industry is an important component of the economy in countries with arable land since agricultural products can be exported.

Agro-entrepreneurship treats the different aspects of raising agricultural products as an integrated system. Farmers raise animals and harvest fruits and vegetables with the help of sophisticated harvesting techniques, including the use of GPS to direct operations (Dhliwayo, & Vuuren, 2017).. Manufacturers develop increasingly efficient machines that can drive themselves. Processing plants determine the best way to clean and package livestock for shipping. While each subset of the industry is unlikely to interact directly with the consumer, each is focused on operating efficiently in order to keep prices reasonable

2.1.2 Agro Financing

Agricultural financing involves a complex and overlapping blend of financial intermediaries and rural households, smallholder farmers, agribusinesses, and off-farm business entities. These can best be grouped into: Off farm microbusinesses and rural household dwellers not directly involved in agriculture and agriculture related business activities; Farm and agro-based businesses directly involved in the supply of input, farmers, producers, traders and processors. (Dweck, 2019).

Agro-based industries relying on raw materials from farmers and their production processes; and finally distributors and exporters. The financial intermediaries are entities that engage in financial services such as banks and non-bank financial institutions work directly with rural farmers such as credit unions and agricultural cooperative societies (Dweck, 2020).

One of the basic concept of this study is that farmers need for financial products and services are varied ranging from working capital requirement such as short term credit to purchase inputs and provision for cash flow management, income smoothing to term credit for the purchase of fixed assets such as land, machineries and other farm assets, making arrangement for leasing and inventory build-up and deposit and transfer services which may include local payment services and remittances such as risk mitigation, asset-building and insurance policies (Dweck, 2016). This study therefore sees working capital financing as very important in agricultural financing and should be readily available to rural farmers to meet their seasonal needs for inputs, labor, and operational production activities. When properly timed and supplied, working capital allows the use of inputs such as seed, fertilizer, labor and other implements that may assist the farmers to increase their output and earn more revenue (Eno-Obong, 2016).. The short-term nature of working capital financing makes it difficult for financial institutions to provide them for immediate needs of farmers. This is due to the short repayment period which does not match the production cycle of agricultural products.

2.2 Theoretical Framework

The Ecological Approach Theory

The ecological approach theory was propounded by Aldrich Howard (1990). It incorporates the influence of the environment, and the notion that entrepreneurial behavior is planned

intention. This approach is process-focused in that the interactions of several factors are examined in order to predict behavior. According to this theory, beliefs, perceptions and assumptions are learned within the context of a given environment. These attitudes and perceptions predict intentions, which in turn influence behavior. Thus, the ecological approach suggests that entrepreneurial characteristics can not only be learned, but can also vary across individuals and situations. An entrepreneurial intention is thus mediated in the following manner; environment or event causes an individual to form perceptions, attitudes and assumptions. These perceptions then translate themselves into intentions or potentials. Intentions or potentials then are expressed through behavior.

The Ecological theory is related to the study in that the theory sees environment and events as a major determinant of entrepreneurial intentions and the study in turn, sees environment through entrepreneurship education as a determinant of entrepreneurial intention. In other words, the teaching of entrepreneurship education in the universities, create these enabling environments for imparting entrepreneurial skills in individuals. Both theories also, accept that individuals can activate their entrepreneurial potentials if there are environmental possibilities of which entrepreneurship education is one of the environmental possibilities that activate individual entrepreneurial potentials.

2.3 Empirical Review

Olokundun, Falola, & Ibidunni (2014). Examined agro business as a remedy for youth unemployment towards the achievement of sustainable development in Nigeria: comparative perspectives from the kwara state agro business economy An efficient agricultural sector would in no doubt enable a country to generate employment opportunities. The dynamism of the agricultural sector is undoubtedly a springboard for youth empowerment towards a sustainable socio – economic development of any nation. This study asserts that the agricultural sector is the key driver of sustainability in most developed nations of the world. Thus the underlying motive of this work is to alert policy makers in Nigeria on the need to focus on exploiting the enormous opportunities provided by agro business, in an attempt to eradicate youth unemployment towards the achievement of sustainable development.

Ntale, Anampiu, & Gathaiya, (2020). investigated the factors that affect agro-entrepreneurship on small farms in Kenya and attempted to develop an agro-entrepreneurship readiness model informed by theoretical and empirical evidence. The study used a cross-sectional survey research design and a multi-stage sampling technique to identify the 15 locations from the study area of Kiambu and Murang'a counties where the samples were drawn from. Line transect sampling technique was employed to pick the 388 farms. Qualitative and quantitative descriptions were used to measure the extent of agro- entrepreneurship among the small farms, while correlation analysis was used to estimate the association of readiness factors with agro-entrepreneurship on the small farms. The study reveals that Kenya's agrarian economy is suffering from limited agro-entrepreneurship as the statistics show that only 6% of small

farmers were adding value to their agricultural produce. It was discovered that farm sizes are negatively correlated with agro- entrepreneurship.

Jennypher, Ochoa-moreno, Ordonez , & Izuquierdo-montoya (2021). analyze the relationship between economic growth (measured by economic, social, and financial variables) and the agricultural productive structure, as well as its possibilities for diversification, in Ecuador's 23 provinces in the year 2014. First, we constructed the Shannon-Weaver index. We then used the graphic cartograms method to select relationships between variables. Next, we calculated the Pearson coefficient and the covariance, which revealed the linear association among the study's variables. This methodology led us to conclude that several variables (the gross added value of only agriculture, the average total household income, and the economically active population) have a positive influence on agricultural diversification; each province's overall gross added value, while the level of education, the unemployment rate, and the volume of credit had a negative influence.

Abasilim, Ayoola, and Odeyemi, (2017) examined entrepreneurship: the tool for economic diversification in Nigeria The Nigerian economy is characterized by over dependency on oil, inadequate infrastructure, high rate of unemployment, and the consequences of these conditions. There is, therefore, a great need for diversification of the economy, especially in the face of the dwindling oil prices, falling value of Naira against other world currencies, and the call by the government for greater commitment and interest in other sectors of the economy to create an economy that will not solely depend on oil for its growth and development This study presents a review of related literature and concludes that poor entrepreneurship development is a major factor militating against economic diversification in Nigeria drive. The study therefore recommends that government should encourage entrepreneurship development through the provision of basic social amenities and economic infrastructure that will enable the necessary productive activities. Entrepreneurs and innovators should also be encouraged through the grant of soft loan and tax holidays.

Anabaraonye, Ewa, Anukwonke, Eni, & Anthony, (2021). examined the green skills and entrepreneurial opportunities in Nigeria's agricultural sector readily available for the unemployed and underemployed youths in Nigeria which in turn addresses the problems of poverty and hunger in the country. This paper also highlights the innovative ways to educate communities and institutions in Nigeria about opportunities in agripreneurship and the role of green entrepreneurship for sustainable economic growth. This paper concludes that there is great need for educational institutions in Nigeria to engage in a more intensive research and disruptive innovation approach to devise the means of ensuring a cleaner and healthier environment by adopting green entrepreneurship which will help to guarantee sustainable environment and sustainable economic growth in Nigeria

METHODOLOGY

3.1: Research Design

According to (Adams,2010), research design describes a number of decisions which need to be taken regarding the collection of data before ever the data is collected; A schematic guide which directs a researcher in solving research problem. The research design used in this study will be survey design.

3.2: Sources of Data

Information obtained for this work is through data. Data is simply defined as facts and figures (Onodugo et al, 2010). Data is what differentiates research from guess work, imagination, myths and other sources of knowledge. The data for this work is obtained through two major sources, they are; Primary and Secondary data.

3.3: Population of the Study.

The population of interest therefore comprised all Agro entrepreneurial firm in Anambra state. However the total Number of staff in that organization is 2244. This population figure was derived from human resources department of the agro firms.

3.4 Sample size determination

Given the nature of this study, it was difficult to cover the entire population of (2244), so a fair representative sample of the population therefore was imperative. Accordingly, the sample size for the study was determined by using the Borg & Gall (1973) formular for calculating sample size as follows

$$n = (1.960)^2 (0.05) [2244]$$

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$$n = (3.8461) (112.2)$$

$$= 431.532 \quad \Rightarrow \quad 431.53$$

$$n = 432$$

Sampling Technique

The research intends to adopt purposive sampling. Purposive sampling enables the researcher to choose at respondents that would be of interest to the study while the stratified random sampling permits each of the different respondents in the states to be selected without bias.

3.5: Method of Data Collection.

Copies of questionnaire were distributed personally by the researcher to the respondent which included the managerial cadre and non-managerial cadre that is the entire staff of the selected agro entrepreneurs. Interview was also held with some of the staff of these organizations while retrieving the completed questionnaires, through repeated appeals. The reason for the choice of these modes of distribution is to ensure a high return rate of the questionnaires by the respondents

3.6: Method of Data Analysis.

Statistics such as frequency count and percentages were put to use in the analysis of research questions while research hypotheses were tested using ANOVA analysis. The research hypotheses were tested at 0.05 level of significance. Analysis was carried out with the aid of Statistical Package for Social Sciences (SPSS) version 23.

DATA PRESENTAION AND ANALYSIS

This chapter presents the data obtained from the respondents through the administered questionnaire. Four hundred and nine (409) were administered, to the selected staff. However, three hundred and seventy-seven (377) copies were retrieved.

4.1 Demographic characteristics of Respondent

4.1.1 SEX

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	MALE	273	71.3	72.4	72.4
	FEMALE	104	27.2	27.6	100.0
	Total	377	98.4	100.0	

Source: SPSS Version 21, 2022

The above table reveals that the two hundred and seventy-three (273) of the respondents which represents 72.4% were male respondents, while one hundred and four (104) respondents which represent 27.2% were female respondents. By implication, male respondents were more than female respondents by 44.8% in our selected population sample for this study. The implication of this is to enable us to know the number of female and male that successfully returned their questionnaire

4.1.2 CATEGORY OF RESPONDENTS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	SENIOR STAFF	248	64.8	65.8	65.8
	JUNIOR STAFF	129	33.7	34.2	100.0
	Total	377	98.4	100.0	

Source: SPSS Version 21, 2022

The above table reveals that the two hundred and forty-eight (248) of the respondents which represents 65.8% were senior staff, while one hundred and twenty-nine (129) respondents which represent 34.2% were junior staff. By implication, senior staff were more than junior staff in our selected population sample for this study. The implication of this is to enable us to know the category of the respondents that successfully returned their questionnaire.

4.1.3 EDUCATION QUALIFICATION OF THE RESPONDENTS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	OND/NCE	174	45.4	46.2	46.2
	B.SC/HND	167	43.6	44.3	90.5
	MSC/MBA	13	3.4	3.4	93.9
	PHD	17	4.4	4.5	98.4
	OTHERS	6	1.6	1.6	100.0
	Total	377	98.4	100.0	

Source: SPSS Version 21, 2022

In the table above, out of the three hundred and seventy-seven (377) respondents, one hundred and seventy-four (174) of the respondents are OND/NCE holders. While one hundred and sixty-seven (167) respondents which represent 44.3 percent are BSC/HND holders. Thirteen respondents (13) which represent 3.4 are MSC/MBA holders, while seventeen (17) which represents 4.5 are PHD holders. Lastly, six (6) which represents 1.6 answered others.

4.1.4 AGE BRACKET OF THE RESPONDENTS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	18-25 YEARS	68	17.8	18.0	18.0
	26-35 YEARS	127	33.2	33.7	51.7
	36-45 YEARS	152	39.7	40.3	92.0
	46-ABOVE	30	7.8	8.0	100.0
	Total	377	98.4	100.0	

Source: SPSS Version 21, 2022

The table above shows that respondents whose age bracket falls between 18-25 yrs were sixty-eight (68) which represent 18 percent. This is followed by those with age bracket of 26-35 years with one hundred and twenty-seven (127) which represents 33.7%. Also those within age bracket of 36-45yrs were one hundred and fifty-two (152) which represents 40.3%. Lastly, those with age bracket of 46-above with thirty respondents which represent 8%. The implication of this age distribution is to enable us to check if the questionnaire was directed to the right age group.

4.1.5 WORK EXPERIENCE OF THE RESPONDENTS

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
BELOW 5 YEARS	153	39.9	40.6	40.6
6-10	191	49.9	50.7	91.2
11-20 YEARS	17	4.4	4.5	95.8
21 YERAS AND ABOVE	16	4.2	4.2	100.0
Total	377	98.4	100.0	

Source: SPSS Version 21, 2022

The table above shows that one hundred and fifty-three respondents which represent 40.6 percent have work experience below five years; one hundred and ninety-one (191) which represents 50.7% have work experience of 6-10yrs. Again, seventeen respondents (17) which represents 4.5% have work experience of 11-20yrs. Lastly, sixteen respondents (16) which represent 4.2% have work experience of 21yrs-above.

4.2 NORMALITY TEST

Tests of Normality						
	Kolmogorov-Smirnov ^a			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
ECOGROWT	.244	377	.900	.785	377	.160
AGROPT	.212	377	.110	.879	377	.990
AGOFIN	.254	377	.200	.820	377	.870

a. Lilliefors Significance Correction

If the significance value is greater than the alpha value (we'll use .05 as our alpha value), then there is no reason to think that our data differs significantly from a normal distribution – i.e., we can reject the null hypothesis that it is non-normal.

As you can see above, both tests give a significance value that's greater than .05, therefore, we can be confident that our data is normally distributed.

4.3 Hypotheses Testing

Hypothesis One

H₀₁: Agro financing has no significant effect on economic diversification and economic growth

Table 4.3.1 ANOVA

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	6.911	2	1.382	7.613	.000 ^b
	Residual	80.589	375	3.358		
	Total	87.500	377			

Source: SPSS, Version, 20 2022

However, from the Anova table above, it was observed that the probability value of hypothesis one is less than 0.05% level of significance (0.000), as a result null hypothesis was rejected and alternative is accepted, Agro financing has significant effect on economic diversification and economic growth.

Hypothesis Two

H₀₂: Agro output has no significant effect on economic diversification and economic growth

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	22.507	2	4.501	6.952	.002 ^b
	Residual	64.993	375	2.708		
	Total	87.500	377			

Source: SPSS, Version, 20 2022

However, from the Anova table above, it was observed that the probability value of hypothesis two is less than 0.05% level of significance (0.002), as a result null hypothesis was rejected and alternative accepted, meanwhile. Agro output has significant effect on economic diversification and economic growth

CONCLUSION AND POLICY RECOMMENDATION

Conclusion

The purpose of this study was to explore the accessing the role of a sustainable agro entrepreneurship towards economic diversification and economic growth: a study of Anambra East Local. Agro Entrepreneurs/individuals with an entrepreneurial mindset see needs, problems and challenges as opportunities and develop innovative ways to deal with the

challenges, and exploit and merge opportunities. Acquiring an entrepreneurial mindset requires re-learning how to motivate themselves, identify business opportunities, take risk, and become creative and innovative. From the forgoing discussion, it can be concluded that agro entrepreneurship contributed most towards SMEs performance in Anambra State. Using the two independent variables (Agro financing and Agro output) as a measure of Agro Entrepreneurship, the research found out that the entrepreneurs with high levels of each also performed better than those that had low level of these variables. This means that the Agro output or lacks of it have a major effect on a firm's performance. The study concludes that in order to find a means to increase the Agro output, it is necessary to understand factors that link directly with Agro output such as; continuous education, growth mindset, creativity, motivation and risk taking propensity. The entrepreneur must be able to always scan the environment and seek new business opportunities to stay ahead of competitors, he or she must also become very innovative to improve on processes and products to remain attractive and create customer loyalty, the agro entrepreneur must bring new processes and products into the market and SMEs must take modest levels of risk in order to succeed. The finding of this study is in line with the study of Ntale, Anampiu, & Gathaiya, (2020) who investigated the factors that affect agro-entrepreneurship on small farms in Kenya and attempted to develop an agro-entrepreneurship readiness model informed by theoretical and empirical evidence. Found that farm sizes are negatively correlated with agro- entrepreneurship. The finding of this study is in line with the study of Abasilim, Ayoola, and Odeyemi, (2017) who examined entrepreneurship: the tool for economic diversification in Nigeria, the study found that poor entrepreneurship development is a major factor militating against economic diversification in Nigeria drive. The finding of this study is in line with the study of Anabaraonye, Ewa, Anukwonke, Eni, & Anthony, (2021) who examined the green skills and entrepreneurial opportunities in Nigeria's agricultural sector. The study found entrepreneurial opportunities as a drivers of green skills.

Recommendations

In the light of the above findings, the following recommendations were made by the researcher.

- i. To support the agripreneur needs of the farmers, the authorities need to formulate some new skills and this is beneficial in the process of commercialization also.
- ii. The farmers need to grow the farm plans with the help of other individual farmers and also, working with the distinctive levels of farmer organizations from groups to the corporations. This will help analyze the areas of market, sales and financing and building various farming business opportunities with the clients.

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