

Faculty of Economics and Business

Entrepreneurial Orientation and Self-Efficacy Attribute Among Ex-Juveniles Entrepreneurs: A Case Study in Katsina State, Nigeria

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Entrepreneurial Orientation and Self-Efficacy Attribute Among Ex-Juveniles Entrepreneurs: A Case Study in Katsina State, Nigeria

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DECLARATION

I declare that the work in this thesis was carried out in accordance with the regulations of Universiti Malaysia Sarawak. Except where due acknowledgements have been made, the work is that of the author alone. The thesis has not been accepted for any degree and is not concurrently submitted in candidature of any other degree.

……

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ABSTRACT

Present-day entrepreneurship discussions reveal the importance and influence of entrepreneurship Orientation (EO) on organizational performance and profitability, yet its findings in the literature vary. Apart from that, the entrepreneurial self-efficacy (ESE) discussion also shows its influence on organizational performance. However, knowledge of entrepreneurial orientation influencing at the individual level such as ex-juvenile entrepreneurs is still lacking. Therefore, this study aims to examine the entrepreneurial orientation and the influence of self-efficacy on the positive behavioural change among ex-juvenile entrepreneurs in Katsina state, Nigeria. This study employed qualitative design and data collection through semi-structured interviews; and thematic analysis as well as NVivo 12 Pro used to organize data obtained from 10 cases of ex-juvenile currently conducting entrepreneurial activities Katsina state, Nigeria. The results of the study show how entrepreneurs who were ex-juvenile successfully make behavioural changes through the approach and application of entrepreneurial-oriented behavioural development. Apart from that, ESE is also able to influence the positive behavioural changes of ex-juvenile. In general, the superiority of SE influence in self-well-being, demonstration and self-realization of emotions makes ex-juvenile entrepreneurs' more positive and increases their confidence in entrepreneurial self-efficacy and guarantees behavioural change as expected. Basically, this study fills the knowledge gap through testable prepositions and its concludes that entrepreneurial orientation and entrepreneurial self-efficacy influence ex-juvenile entrepreneur's positive behavioural change. Likewise, this study shows the importance of its contribution towards developing the field of entrepreneurship in general and to be precise to ex-juvenile entrepreneurs.

Keywords: Entrepreneurial orientation, ex-juvenile entrepreneurs, delinquent behavioural changes, entrepreneurial self-efficacy, Nigeria.

Orientasi Keusahawanan Dan Sifat Keberkesanan Kendiri Di Kalangan Usahawan Bekas-Bekas Pesalah Remaja: Satu Kajian Kes Di Katsina State, Nigeria

ABSTRAK

Perbincangan Keusahawanan pada masa kini mendedahkan kepentingan dan pengaruh orientasi keusahawanan (EO) terhadap prestasi dan keuntungan organisasi, namun penemuannya di dalam literatur adalah berbeza-beza. Selain daripada itu, perbincangan efikasi kendiri keusahawanan (ESE) juga menunjukkan pengaruhnya terhadap prestasi organisasi. Walau bagaimanapun, pengetahuan mengenai orientasi keusahawanan mempengaruhi pada tahap individu seperti usahawan bekas pesalah remaja adalah masih kurang. Oleh itu, kajian ini bertujuan untuk mengkaji orientasi keusahawanan dan pengaruh efikasi kendiri terhadap perubahan positif tingkah laku menjadi usahawan bekas pesalah remaja di negara katsina, Nigeria. Kajian ini menggunakan reka bentuk kualitatif dan pengumpulan data melalui temu bual separa berstruktur; dan analisis tematik serta NVivo 12 Pro digunakan untuk mengatur data yang diperoleh daripada 10 kes bekas pesalah remaja yang kini menjalankan aktiviti keusahawanan di negeri Katsina, Nigeria. Hasil kajian menunjukkan bagaimana usahawan bekas pesalah remaja berjaya melakukan perubahan tingkah laku melalui pendekatan dan penerapan pembangunan tingkah laku berorientasikan keusahawanan. Selain daripada itu, ESE juga mampu mempengaruhi perubahan tingkah laku positif usahawan bekas pesalah remaja. Secara amnya, kelebihan pengaruh SE dalam kesejahteraan diri, demonstrasi dan realisasi emosi diri menjadikan usahawan bekas pesalah remaja menjadi lebih positif dan meningkatkan keyakinan mereka terhadap efikasi kendiri keusahawanan (ESE) dan memberi jaminan kepada perubahan tingkah laku seperti yang diharapkan. Pada dasarnya, kajian ini mengisi jurang pengetahuan melalui preposisi yang boleh diuji dan kajian ini menyimpulkan bahawa

orientasi keusahawanan dan ESE mempengaruhi perubahan tingkah laku positif usahawan bekas pesalah remaja. Kajian ini juga menunjukkan kepentingan sumbangannya ke arah memajukan bidang keusahawanan secara umum dan secara khususnya kepada usahawan bekas pesalah remaja.

Kata kunci: *Orientasi keusahawanan; usahawan bekas pesalah remaja; tingkah laku jenayah berubah; keberkesanan diri keusahawanan (ESE); Nigeria.*

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LIST OF ABBREVIATIONS

AU	African Union
ESE	Entrepreneurial Self-Efficacy
EO	Entrepreneurial Orientation
IDIs	Semi Structured Interview
IEO	Individual Entrepreneurial Orientation
UN	United Nation
UNICEF	United Nations Children's Education Fund
UNIMAS	Universiti Malaysia Sarawak
WYR	World Youth Report

CHAPTER 1

INTRODUCTION

1.1 Background of the Study

Entrepreneurial orientation (EO) plays an important role in the organisational development that aids for understanding managerial strategic behaviours and empowers firms to overcome competitors by adjusting to innovations while becoming very proactive to market opportunities and bearing risks (Wiklund & Sheperd, 2003; Jiang et al., 2016). The entrepreneurial orientation (EO) influences are encouraged for entrepreneurs through their entrepreneurial activities to create value and gather important influence.

Based on the literatures, the field of EO varies including "innovativeness, competitiveness aggressiveness, autonomous, proactiveness, and risk-taking behaviours" (Lumpkin & Dess, 1996). Nevertheless, substantial number of EO studies focus on firms' performance and profitability (Hughes & Morgan, 2007; Debicki et al., 2016). Therefore, few studies have been conducted on EO at the individual level (Kollmann et al., 2014), particularly on a delinquent populace.

Thus, ex-juvenile entrepreneurs understanding and personal characteristics have become the basis for making entrepreneurial activities decision to attain the desired business performance. The social mindset and EO behaviours literature indicate that the domain of subjective decisions extends beyond personal characteristics to emotional influences. However, there is a lack of knowledge of IEO behaviours, entrepreneurial self-efficacy (ESE), influence on ex-juvenile entrepreneurial activities management and performance

decisions because past studies have overlooked the implications (Dowing, 2012; Sonfield, 2012, 2013).

Self-efficacy is the ability to master the necessary cognitive, memory processing, and behavioural facilities to deal effectively with the environment (Chenetal, 1998; Segaletal, 2002). Throughout the prevailing body of work, there is a strong view that self-efficacy is a good thing for entrepreneurs to have. For example, scholars such as Shane et al. (2003, pg. 267) have argued that an entrepreneur who is high in self-efficacy is likely to *"exert more effort for a greater length of time, persist through setbacks, and achieve better developments".*

Therefore, the self-efficacy concept is suitable for the study of entrepreneurship because of its nature; self-efficacy is a task-specific concept that comprises an assessment of beliefs an individual has about personality and environment limitations and potentials, and it is close to action and action intentionality (Boyd & Vozikis, 1994). For example, Krueger et al. (2000) found self-efficacy to be a good interpreter of business start-up intentions.

In addition, Markman et al. (2002) described self-efficacy as an important determining factor of new venture growth and personal success. Unfortunately, most ex-juvenile entrepreneurs lack the knowledge of standard entrepreneurship practices and application of EO and ESE theories and consequently adopt independent approaches to entrepreneurial orientation decision Clark and Covin, (2021).

This breach in the body of knowledge is what would be addressed in this study. Therefore, the purpose of this research is to examine how ex-juvenile entrepreneurial orientation behaviours (autonomous, risk-taking, innovativeness, proactiveness and

competitiveness behaviours) influence business performance decisions and also influence delinquent behavioural change among ex-juvenile entrepreneurs.

In addition, it contributes to the theory and empirical practice and examined how ESE businesses influence ex-juvenile entrepreneurs' delinquent behavioural change. This study employs a qualitative approach of semi structured interviews to explore individual entrepreneurial orientation individual entrepreneurial orientation (IEO) and ESE behaviours influence towards delinquent behavioural change among ex-juvenile entrepreneurs.

Entrepreneurial activities make an important contribution to the growth of developing countries. These activities become a source of employment and impact economic growth (Lukes & Laguna, 2010; Zulkifli & Rosli, 2012). Their substantial contributions to economic development, job creation, revenue generation, and poverty reduction by firms or micro enterprises have been widely recognised (Singa, 2007).

In addition, research findings disclosed that EO commonly has a positive influence on business performance (Fatoki, 2014; Matchaba-Hove & Vambe, 2014). The study background is organised as follows: entrepreneurial orientation (1.2.1), entrepreneurial self-efficacy (ESE) in business start-up (1.2.2) and ex-juvenile entrepreneurs delinquent behavioural change (1.2.3).

1.1.1 Ex-juvenile entrepreneurial activities and Delinquent Behavioural Change

Ex-juvenile entrepreneurs are juveniles released from reformatory centres and currently engaging in entrepreneurial activities to create choices and opportunities for innovation within the framework of entrepreneurship Chakamba, (2019). There are prevailing frequent empirical studies on entrepreneurship in areas dealing with prisoners and

its impacts upon release resulted from prison entrepreneurship programmes (Downing, 2012; Sonfield, 2013).

Basically, Prison Entrepreneurship Programmes (PEP) influence prisoners to have entrepreneurial aptitude and potentiality for entrepreneurial success (Sonfield, 2001). Considering most of the studies concentrate on adult prisoners, therefore, the present study is mainly interested in ex-juvenile entrepreneurs who are currently operating entrepreneurial activities in the Katsina state, Nigeria.

Still, in developing countries like Nigeria, many people are forced into creating their own easy entrepreneurial ventures due to a lack of other opportunities (Reynolds et al., 2002). This is necessity-based entrepreneurship and is due to what Reynolds et al. call "push motivations" such as unemployment (Acs et al., 2005) and job replacement (Peterson & Valliere, 2010) that leave no alternative to opening an individual's own business.

Majority of necessity-based entrepreneurs do not aim to create jobs or expand their business, but rather grasp entrepreneurship as a source of income for basic needs (Smallbone & Welter, 2003; Acs et al., 2005).

This is in contrast with opportunity-based entrepreneurship, which is supplementary common in developed nations, in which individuals respond to "pull motivations" such as a booming economy and other factors that produce opportunities for entrepreneurial success, job creation, and business growth (Reynolds et al., 2002). Subsequently, necessity-based entrepreneurship is more common in African countries, where Amoros et al. (2019) revealed that social welfare and other infrastructural facility are rarer for those without employment (Ayoade & Agwu, 2016).

The Nigerian government does not provide any sort of social welfare or credit facilities for ex-delinquents (ex-juvenile entrepreneurs), thereby imposing an income to them (Dauda, 2016; Otukho, 2017). A need for practical and supportable income, lack of alternative employment opportunities, and failure by the state to provide for ex-delinquent (ex-juvenile entrepreneurs) basic needs, make entrepreneurship their only survival approach.

Therefore, ex-juvenile entrepreneurs are regularly engaged into entrepreneurial activities as a source of income to augment and meet their daily demands. Ex-juvenile entrepreneurs have shown their ability as incredible entrepreneurs whose entrepreneurial perspective would change the course of their behaviours.

Entrepreneurial activities are habitually present to enhance their means of living. This contrasts with opportunity-based entrepreneurship, more common in developed nations, in which individuals respond to "pull motivations" such as a thriving economy and other factors that produce opportunities for entrepreneurial success, job creation, and business growth (Reynolds et al., 2002).

Necessity-based entrepreneurship is more common in low-income countries (Reynolds et al., 2002) where social welfare and other "safety nets" are less available for those without employment (Bhola et al., 2006). Katsina state reformatory centre skills acquisition which does provide sort of self-reliance for juvenile, thereby necessitating an income upon their release from reformatory centre.

A need for viable and sustainable income, a lack of alternative employment options, and a failure by the state to provide for ex-juvenile' basic needs, makes entrepreneurship their only survival strategy. However, despite being forced into entrepreneurial ventures,

there may be positive outcomes for the ex-juvenile entrepreneurs. In the essay "Towards developing entrepreneurship and building entrepreneurial establishments. Dayal (2007) illustrates that "acceptance of an individual as a person by the community and reward for high standards of performance" pg. 232 are necessary in entrepreneurial behaviour.

Dayal also mentions that the presence of the family can provide the support necessary for the entrepreneur to sustain his or her business. Similarly, in necessity-based entrepreneurship, family members are often called on for unequivocal support in operations, without fulfilling the role of an official employee. Rewards for good performance and presence of the family are both part of ex-juvenile entrepreneurs' life, and as part of the entrepreneurial work of the ex-juvenile entrepreneurs, could impact their behavioural rehabilitation.

Similarly, Amir Licht and Jordan Siegel (2006) cite Frey and Benz's case studies in Europe as proving that the independence and individuality involved in entrepreneurship leads people to feel more satisfied and personally fulfilled. Licht and Siegel's proposition are that entrepreneurs are more open to self-enhancement than those who work for a large company. They also propositioned that when rule of law and property rights are present in the entrepreneurial environment, and when the prospective entrepreneur is required to build a "reputation-enhancing relationship with outside resource providers", the environment has greater possibilities of fostering entrepreneurship.

These characteristics is linked to "enforceable trust", the idea that "a defined group would punish any individual who treats another member of the group inappropriately". A level of trust that promotes commerce and good business relations can therefore be maintained (Licht and Siegel, 2006). In order to examine these ideas in context, it is

necessary to now turn to a description of ex-juvenile entrepreneurs in Katsina state, Nigeria. Therefore, some ex-juveniles practice the vocational skills learned during rehabilitation process in Katsina reformatory centre prior their released, offering their services to the populace and community in general. These include furniture making, metal works, tailoring and leather work, as all as other small businesses.

Therefore, ex-juvenile entrepreneurial engagement might influence their behaviours with the impression that, despite their circumstances, they choose to engage in entrepreneurial self-efficacy in business start-up, that would enable them to make an involvement into the community. The entrepreneurial orientation influence is to inspire the strategies applied in running and market entry by ex-juvenile entrepreneurs and engage them into the fundamental concepts of an entrepreneurial mindset and the unlimited opportunities as well as delinquent behavioural change. Scholars have described an entrepreneur mindset as an ability to sense, act, and mobilise under uncertain conditions (Haynie et al., 2010).

The entrepreneurial involvement was constructed with a practical consistency and relevance such that ex-juvenile entrepreneurs develop a sense of empowerment by identifying with the people in the market, the influence of EO dimensions that introduced successful ex-juvenile entrepreneurs who are overwhelmed in misfortune (delinquent behaviours) by embracing an entrepreneurial approach.

1.1.2 Individual Entrepreneurship Orientation (IEO)

Entrepreneurship Orientation (EO) is significant due to its influence on economic development, social change, and job creation (Goktan & Gupta, 2015; Chowdhury et al., 2018; Klofsten et al., 2019). The influences are promoted from the determination of

entrepreneurs through their entrepreneurial activities that create value and make an important influence. According to the literature, the spectrum of EO ranges from autonomous, competitiveness, proactiveness, innovativeness, and risk-taking behaviours (Lumpkin & Dess, 1996). The research revealed that in IEO concept covering multidimensions can be measured together (Lumpkin et al., 2009) can also be studied separately (Lumpkin & Dess, 2001; Wang, 2008), depending on the context.

The three EO dimensions (innovativeness, risks taking, proactiveness) have been used in most of the individual entrepreneurship orientation research: innovativeness, risk-taking and proactiveness, while autonomy and competitive have been studied less frequently (Lyon et al., 2000; Rauch et al., 2009; Kollmann, (2017; Kraus, et al, 2019); Covin, et al, 2020). The EO multidimensionality has been researched by a few researchers (Abubakar, 2011; Kosa et al., 2018). Therefore, this study seeks to adopt the multidimensional constructs of EO as advanced in the study by (Lumpkin & Dess, 1996).

There are prevailing studies demonstrating that EO has significantly improved firms' performance (Covin & Slevin, 1991; Lumpkin & Dess, 2001; Wiklund & Shepherd, 2005). Likewise, an enormous number of researches on EO and business performance has been linked to having a positive association (Abubakar, 2011; Abu-Saifan, 2012; Igwe et al., 2019). In contrast, some researches revealed that EO does not have positive links to firms' performance (Mahmood & Hanafi, 2013; Arshad et al., 2014; Ojewumi & Fagbenro, 2019).

In the same way, some researches proved that EO has an inconclusive impact on a firm's performance. However, considering the number of EO research focusing on firms' performance and profitability (Hughes & Morgan, 2007; Berrone et al., 2012; Debicki et al., 2016), limited studies have been conducted on EO at the individual level (Kollmann et al., 2014).

Set apart from the common approach which involves evaluating entrepreneurship orientation at the firm level, this study investigated how entrepreneurial orientation might be implemented at different levels of combination (Gupta & Gupta, 2015; Wales, 2016) and how the properly personalised indicators should be defined (Miller, 2011). The study advances this important emerging field of research by taking account of entrepreneurs at the individual-level EO.

Therefore, EO relevancy is not only to firm behaviours but also to the process of entrepreneurial improvement at the individual behaviour level, where EO has been measured for University students (Levenburg & Schwarz, 2008; Raposo et al., 2008).

The research study on individual entrepreneurial orientation, particularly ex-juvenile entrepreneurs and Entrepreneurial Orientation influence towards ex-juvenile delinquent behavioural change, and the study of ex-juvenile entrepreneurial orientation should be examined in order to provide support for the development of the individual entrepreneurial orientation construct that is a direct result of the procedures characteristic in the original entrepreneurial orientation scale. These brief reviews of five EO dimension include innovativeness, risks taking, proactiveness, competitiveness and autonomy (Lumpkin & Dess, 1996). The study problem will be discussed in the following section.

1.1.3 Entrepreneurial Self-efficacy in Business Start-up (ESE)

It is generally acknowledged that entrepreneurial self-efficacy (ESE), which refers to an individual's belief capability to perform tasks and roles aimed at entrepreneurial outcomes (Chen et al., 1998), plays a crucial role in determining whether individuals pursue entrepreneurial careers and engage in entrepreneurial behaviours. Also, self-efficacy is a

belief in one's ability to manage and perform the choice of action necessary to create a successful self and the perception of one's ability to perform a task successfully. Self-efficacy in the Bandura theory established the context of a descriptive model of human behaviours, in which it influences expected outcomes of behaviours, but not vice-versa (Bandura, 1986, 2004, 2006b).

Bandura's social cognitive theory of self-efficacy shows beliefs about one's ability or capacity to execute behaviours successfully. Moreover, it clarifies that people tend to engage in activities based on their sense of competence. Entrepreneurial self-efficacy encompasses individuals' beliefs regarding their capabilities for attaining success and controlling cognitions for successfully tackling challenging goals during the business start-up process.

The research reveals that self-efficacy of entrepreneurs has emerged as an important construct for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes (Chen et al., 1998; Baum et al., 2001; Markman et al., 2002; Krueger, 2003; Segal et al., 2005).

Equally, the conception of entrepreneurial self-efficacy is grounded in the socio-cognitive approach that at the same time examines the self-motivated interaction between the individual and the environment by explaining what cognitive, motivational and affective processes are concerned with in an individual's decision to engage in entrepreneurial activities (Baron, 1998; Shane & Venkataraman, 2000; Baron, 2004) and how these processes are shaped by the environment and market factors (Mitchell et al., 2002).

Likewise, empirical research revealing entrepreneurial self-efficacy evidence supports its influences on start-up and business growth processes (Markman et al., 2002; Segal et al., 2005). How individuals perceived and perform entrepreneurially has become a vital enquiry for researchers and policymakers to support entrepreneurial activities either commenced autonomously by individuals or within organisations (Shane et al., 2003, pg. 267; Hisrich et al., 2007). A positive relationship has also been found between 'pull' entrepreneurship, defined as the extent to which individuals enter an entrepreneurial career due to its inherent attractiveness, and ESE (Dalborg & Wincent, 2015).

Contrarily, in their finding McCann and Vroom (2015) found a negative link between financial constraints confronted by the entrepreneurs and their ESE. Likewise, Biraglia and Kadile (2017), revealed that creativity has an influence on ESE. Once more, Hallak et al. (2012); Snell et al. (2015); Cooper et al. (2016), in contradiction, found that when ESE was higher, the negative relationship between the availability of entrepreneurs' financial support and entrepreneurial intentions was weaker (Sieger & Minola, 2017).

1.2 Problem Statement

A problem statement is an essential part of the research as it presents the matters and context of the research by summarising existing concerns and how the research may address them. Furthermore, problem statement specifies the novelty and uniqueness of the research outcome addressed from conceptual and empirical parts on the exact issue (Ahmad et al., 2014; Dine et al., 2015).

Juvenile delinquency is an increasing phenomenon globally and is increasing in a drastic manner as much as 30% since the 1990s according to WYR (2008). The United

Nations Children's Fund, UNICEF (2016), estimated that more than 1 million children are in detention worldwide. Likewise, some 200,000 homicide cases occur among the youth age bracket of 10 – 29 years of age each year, which is 43% of the total number of homicides cases worldwide each year.

Homicide cases is the fourth leading cause of death among people aged 10 – 29 years, and 83% of these homicides' cases involve male victims. Nevertheless, at least 160 individuals were on death row in Iran for crimes they were found to have committed when they were younger than 18 years old, as the UN secretary-general reported in February 2015. Since 2010, juvenile offenders have been sentenced to death in Egypt, Iran, Maldives, Pakistan, Saudi Arabia, Sri Lanka, Sudan, and Yemen (Bochenek, 2016).

In Nigeria, some juveniles who were convicted before 2010 continue to be held under sentence of death (Ekot, 2013). A report by the African Union (AU) on the rights and welfare of the Nigerian children, found an estimate of 6000 children living in various correctional and detention centres in Nigeria.

Therefore, it is in line with Nigeria's recent ranking as the global poverty capital which has resulted in the related increased prevalence rate of crimes and delinquency, not limited to mass murders, Banditry, insurgency, militancy, armed robbery, kidnappings but also drug abuse, gang activities, stealing and pick-pocketing, and cattle rustling among others (World Poverty Clock, 2018).

The aggravation in these consequences is better imagined if the trend is not urgently reversed (Ojima, 2019; Okolie-Osemene, 2019; Ozoigbo, 2019). As a result, the African

Economic Outlook had estimated that 20 million new jobs are required to be created in the continent annually up till 2030 in order to absorb new entrants into the workforce.

Correspondingly, the occurrence of return to correctional centres in Nigeria as at 2005 was 37.3% but jumped to 52.4% in 2010 (Abrifor et al., 2012). Rehabilitation is a designed involvement whose purpose is to rehabilitate the attitude of delinquent behaviours that are the basis for children committing delinquency such as attitude or behaviours. Rehabilitation means to enable an individual to reshape or readapt into society and behave practices which are consistent with the societal norms (Debbie, 2012). The Nigerian government from 2006 and 2007 allocated 87.36 billion (USD 228,907,763.51) to these correctional services (Chukwumerije, 2012).

Despite the huge amount of money spent by the government annually, the condition and situation in the Nigerian correctional reformatory centres are still not good. The correctional centres which are responsible for delinquent rehabilitation seem as if they are not doing enough. Most of the programmes in the correctional centres such as vocational training aims were not achieved of reducing re-offense and crime rates in Katsina state, Nigeria (Omboto et al., 2013; Dauda, 2016; Otukho, 2017; Mohammad, 2017).

Nevertheless, research into this area produces a mainly general overview on diversity with theoretical perspectives, and what is missing is actual research of diversity in vocational training. Instead, research needs to document different methods within entrepreneurship skills right from the reformatory centre upon juvenile release for instances of developing a business plan, record keeping, and marketing strategies before going into business. Therefore, the study provides an academic opportunity to demonstrate the public worth of the study of ex-juvenile entrepreneurs and proposes a reduction in recidivism and permanent

delinquent behavioural change. Yet, it becomes a challenge in linking ex-delinquents to securing employment and a smooth integration into society (Soloman, 2012).

Policymakers and researchers remain in question for satisfactory supportive and effective orientation for delinquents. Vocational skills training programmes become routine activities taking place in reformatory and detention centres sponsored by the governments and NGOs (Petersilia, 2001; Ugwuoke & Duruji, 2015). Juveniles are trained in various vocational skills such as carpentry, metalwork, tailoring and leatherwork which aim for delinquent behavioural change upon their release but still delinquent issues persist for two reasons, namely (a) offenders acquired skills upon release from detention and no firms employ such juveniles with delinquent records and (b) there are challenges of adequate capital and technical know-how emerges as for those intending to start a business (Travis et al., 2014).

Even though the establishment of rehabilitation programmes in reformatory centres was put in place to encourage personal responsibility and deliver offenders with skills and knowledge that will sustain the juveniles in future. Farashah (2010) identified that individuals who had completed entrepreneurship course would likely to have higher entrepreneurial behaviour. However, the ability of these correctional centres to deliver the programmes that promote behaviour reformation become a foremost problem. Studies revealed that success of rehabilitation programmes and its influence on juvenile delinquency both during and after rehabilitation has less important.

For instance, Omboto et al. (2013), revealed that the available rehabilitation programmes were not effective in managing of juvenile delinquency. Otukho (2017) found that rehabilitation programmes on condition in correctional centers was not enough to

transform juvenile's delinquency. Unfortunately, inconsequential success of the efficiency of rehabilitation programmes has been recorded. From this perspective it was important to assess these programmes which empower juvenile take part in more delinquencies after being steadfast to juvenile reformatory centre in Katsina state, Nigeria.

Similarly, Mohammad (2017), revealed that there are vast challenges fronting the correctional and reformatory centres in Nigeria. The predicaments of juvenile delinquency in Nigerian reformatory centres comprise: Inadequate feeding, lack of proper hygienic housing, non-conducive atmosphere for reintegration, unproductive rehabilitation facilities and programmes in the reformatory centres, congestion, ineffective educational and vocational skill acquisition and so on. Lack of sufficiency of reformatory centres institutions have reduced it to look like enclosures and fortifications of punishment rather than transformation and reformations (Dauda, 2016).

Meanwhile, existing literature on entrepreneurship for offenders discovers that majority of the studies largely centred on the prison entrepreneurship programmes (PEP) towards adult prisoners and reflected inconsistent findings (Sonfield, 2001; Sonfield, 2009; Sonfield, 2010; Downing, 2012; Soloman, 2012; Sonfield, 2013). They found that some prisoners have high levels of entrepreneurial talent and potential for entrepreneurial success. It is found that there has been an 8% reduction in crime rates and increased saving to society by 5 times the cost of the programme. Considering that the literature paid attention to adult prisoners and neglect delinquent populace, our study will concentrate mainly on the delinquent populace (ex-juvenile).

Furthermore, after careful understanding of the phenomenon, it has come to the researcher notice that delinquency and return to correctional centres become a global issue

that needs to be looked in different angles, not imprisonment and punishment because not all misbehaviours require punishment where some will need encouragement. Accordingly, there is a need for a fresh academic investigation to look into the matter differently. For this study, the issues will be investigated theoretically and empirically. In this study, entrepreneurial orientation influence could be considered for entrepreneurial orientation behaviours among ex-juvenile entrepreneurial activities.

However, researchers have theorised that entrepreneurial orientation (EO) is an important construct that has been used extensively in the entrepreneurship literature. Several studies investigating EO have been carried out on influencing firm's performance, profitability, growth and product innovation in entrepreneurial firms (Kraus et al., 2005; Avlontis & Salavou, 2007; Moreno & Casillas, 2008; Tang et al., 2008; Kreiser & Davis, 2010). EO has been studied predominantly in its relation to firm's performance and has been shown consistently to be highly significant, explaining on the average 24% of performance variation (Rauch et al., 2009).

This concept is further described by a set of three to five behaviours that were developed out of business strategy and entrepreneurship literature (Miller, 1983; Covin & Slevin, 1989). These behaviours include innovativeness, willingness to take risks, proactiveness, competitive aggressiveness and autonomy (Lumpkin & Dess, 1996).

Despite its influence and effectiveness, EO suffers from several major drawbacks majority of the studies have agreed that EO contributes to better firm's performance, the link between EO and firm's performance has remained inconsistent (Lumpkin & Dess, 1996). Theoretically, Previous studies of EO have not dealt with, EO influence towards delinquent

behavioural change, therefore, it is missing weather the EO theory can influence ex-juvenile delinquent behavioural change.

Empirically, an enormous number of researches on EO and business performance has been linked to having a positive association (Abubakar, 2011; Abu-Saifan, 2012). Contrarily, some researches revealed that EO does not have positive links to firms' performance (Mahmood & Hanafi, 2013; Arshad et al., 2014; Ojewumi & Fagbenro, 2019). Considering the literature above of EO influence, they are much concentrated on the firm's performance and few studies carried out on individual performance, what is not yet clear is the influence of EO towards delinquent behavioural change which is missing entirely.

Therefore, empirical studies on EO have never explored whether entrepreneurial activities (EO) can influence ex-juvenile entrepreneurial activities and subsequent delinquent behaviour change.

Since one can also define a firm, mainly a small or entrepreneurially founded organisation, as a result of an individual's behaviours, the EO dimensions could be measured for an individual. Entrepreneurs' who are willing to take on risks and be proactive in leading their firms can certainly be important behaviours that a person may take on in other pursuits of life. Individuals, such as ex-juvenile entrepreneurs, can easily be observed as risk-takers or non-risk takers, as innovative or not. Some ex-juveniles choose to work alone (autonomously) while others prefer the comfort of the group. Some ex-juvenile entrepreneurs are very competitive and aggressively pursue being the best in the market, while others are content to just have the means of basic necessity.

Therefore, applying these definitions to an individual (ex-juveniles) not only seems plausible but valuable in designing effective instruction methods depending on behaviours that the ex-juvenile entrepreneurs' exhibit. The question here is that how does the individual entrepreneurial orientation influence ex-juvenile entrepreneurs delinquent behavioural change?

On the other hand, researches revealed that self-efficacy of entrepreneurs has emerged as an important construct for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes (Boyd & Vozikis, 1994; Chen et al., 1998; Baum et al., 2001; Markman et al., 2002; Krueger, 2003; Segal et al., 2005). Self-efficacy in the Bandura theory established the context of a descriptive model of human behaviours, in which self-efficacy influences expected outcomes of behaviours, but not vice- versa (Bandura, 1986, 1995, 1998, 2004, 2006).

Self-efficacy beliefs use their different effects through cognitive, motivational, emotional, and decisional processes. Efficacy beliefs affect whether individuals think positively or negatively, in self-attractive or self-weakening conduct (Mark & Campbell, 2011). Moreover, it clarifies that people tend to engage in activities based on their sense of competence.

In addition, the social cognitive theory is well known in evidence-based research Robinson et al. (1991); Luthans et al. (2000); Luthans & Ibrayeva (2006). Using the social cognitive framework, exploring the nature of the entrepreneur's personal characteristics, environment and ESE in Central Asian transition economies, their investigation revealed

that ESE had direct and mediating effects on performance. Other entrepreneurial research findings also provide sources of support (Boyd & Vozikis, 1994; Krueger & Brazeal, 1994).

However, the theory is completely silent on ex-juvenile entrepreneurial self-efficacy in business start-up and their subsequent behavioural change. Therefore, upon all the influence of these theoretical insights into consideration, the line of reasoning for this study is that ex-juvenile entrepreneurial self-efficacy can potentially offer some significant insight into the self-motivated process in which ex-juvenile entrepreneurial self-efficacy impacts ex-juvenile delinquent behavioural change in Nigeria.

Several researchers have found a positive relationship between 'pull' entrepreneurship, defined as the extent to which individuals enter an entrepreneurial career due to its inherent attractiveness, and ESE (Hallak et al., 2012; Dalborg & Wincent, 2015; Snell et al., 2015; Cooper et al., 2016; Biraglia & Kadile, 2017). Equally, researchers have found a significant positive link between ESE and the entrepreneurial intentions of students, for instances (Zellweger et al., 2017; Kubberød & Pettersen, 2017), also, (Gielnik et al., 2017; Nowiński et al., 2017), high school students (Wilson et al., 2009; Sanchez, 2013), and the general population (Kerrick et al., 2016; Lee et al., 2016). Contrarily (McCann & Vroom, 2015; Sieger & Minola, 2017) found a negative link between financial constraints faced by the entrepreneurs and their entrepreneurial self-efficacy (ESE).

All of the above existing literature revealed that there is a strong view that self-efficacy is good behaviour for entrepreneurs to partake. But empirically, there has been lack of adequate investigation on ex-juvenile entrepreneurial self-efficacy in business start-up and its influence towards ex-juvenile entrepreneur's delinquent behavioural change. Therefore, this led to formulating a research question of how does the ex-juvenile

entrepreneurial self-efficacy in business start-up influence their delinquent behavioural change?

Table 1.1: The Study Major Gaps Identified

Types of Gaps	Statement	Evidences
Theoretical	▪ Entrepreneurial orientation theory has positively influenced the Firms performance and profitability. So far, the theory is partial in terms of EO influence delinquent populace specifically ex-juvenile entrepreneurial performance and their subsequent delinquent behavioural change.	▪ (Miller,1983; Covin & Slevin, 1989; Lampkin and Dess 1996; Kraus et al., 2005; Rauch et al., 2009; Kreiser & Davis, 2010).
	▪ Self-efficacy in the Bandura theory established the context of a descriptive model of human behaviours, in which self-efficacy influences expected outcomes of behaviours, but then again not on ESE business start influence on ex-juvenile entrepreneurs delinquent behavioural change.	▪ (Bandura, 1986; 1995; 1998; 2004; 2006).
Empirical	▪ Existing literature centered around recognizing the influence of the earlier established three and five EO dimension on at organizational level and brought to light inconsistent findings whilst ignoring and omitting the influence of EO on delinquent populace specifically towards ex-juvenile entrepreneurs (Lumpkin & Dess Model).	▪ (Abubakar, 2011; Abu-Saifan, 2012; Mahmood & Hanafi, 2013; Arshad et al., 2014; Ojewumi & Fagbenro, 2019).
	▪ For the meantime, existing literature on entrepreneurship for offenders discovers that majority of the studies largely centred on the prison entrepreneurship programmes (PEP) towards adult prisoners and reflected inconsistent findingswhile complete absent of study arising from the entrepreneurial orientation behaviours.	▪ Sonfield (2001) Sonfield (2009) Sonfield (2010) Downing (2012) Soloman (2012) Sonfield (2013)
	▪ Researches revealed that self-efficacy of entrepreneurs has emerged as an important construct for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes.	▪ (McCann & Vroom, 2015; Cooper et al., 2016; Biraglia & Kadile,2017; Zellweger et al., 2017; Kubberød & Pettersen, 2017); Sieger & Minola, 2017).

Table 1.1 **continued**

Methodological	▪ Absence of precise adopted, adapted and validated research instrument to measure the IEO and ESE influence towards delinquent behavioural change (Ex-juvenile entrepreneurs)	▪ Cresswell (2008)
Practical	▪ Investments made on juvenile rehabilitation should be justified in terms of improved delinquent behavioural change. For example, Federal government of Nigeria from 2006 and 2007 allocated N87.36 billion ($228, 907,763.51) to those correctional services aims to curtail delinquency and crime rate. Despite the huge amount of money spent by the Nigerian government annually, the condition and situation in the Nigerian correctional reformatory centres are still not good. For instance, the occurrence of return to correctional centres in Nigeria as at 2005 was 37.3% but jumped to 52.4% in 2010.	▪ Chukwumerije, (2012); (Abrifor et al., 2012).
	In Nigeria, some delinquents who were convicted before 2010 continue to be held under sentence of death, Ekot said. A report by the African Union (AU) on the rights and welfare of the Nigerian children, found an estimate of 6,000 children living in various correctional and detention centres in Nigeria. ▪ Entrepreneurship practitioners have less or very little information and awareness of the ex-juvenile entrepreneurs (entrepreneurial activities performance) and their delinquent behavioural change. ▪ Policymakers in Katsina state, Nigeria have shown nonchalant attitude to enact policies and programs to improve ex-juvenile entrepreneur's financial management and practices. For instances, financial institutions, Banks, Microfinance institutions and other lending institutions to include ex-juvenile entrepreneurs' EO behaviors into credit assessment for loans by classifying and assessing the ex-juvenile entrepreneurs to modify credit needs.	▪ Ekot (2013)

Source: Researcher's Construction

Present study aims at contributing to the theory by combining the reviewed theoretical and empirical studies on Entrepreneurial orientation theory Lumpkin and Dess 1996 and Social Cognitive Theory, (1986) Entrepreneurial self-efficacy (hereinafter referred to as EO and ESE) and empirically analyse how different ESE and EO dimensions can

influence ex-juvenile entrepreneurs' entrepreneurial performance particularly, this study attempts to explore the EO and ESE influence on ex-juvenile entrepreneur's delinquent behavioural change whose are currently engaged into entrepreneurial activities in Katsina state, Nigeria. Consequently, research propositions for EO and ESE business influence was developed.

1.3 Purpose of the Study

This study therefore set out to assess the influence of entrepreneurial orientation towards ex-juvenile entrepreneur's delinquent behavioural change, and the influence of entrepreneurial self-efficacy towards ex-juvenile entrepreneurs' delinquent behavioural change.

1.4 Research Questions of the Study

The research question is a responsible query into a particular concern or subject (Berger, 2015). In particular, this research will answer main research questions.

i. What are the effects of entrepreneurial orientation (EO) and entrepreneurial self-efficacy (ESE) among ex juveniles' entrepreneurs?

1.5 General Objectives

On the whole, the research objectives of this study to examine the entrepreneurial orientation (EO) and entrepreneurial self-efficacy (ESE) attributes among the ex-juvenile entrepreneurs. These research issues and propositions will be further discussed in Chapter Two where a review of relevant literature will be presented. Therefore, the main objective of this study is to examine the influence of individual entrepreneurial orientation dimensions

(Autonomous orientation, innovativeness orientation, pro-activeness orientation, risk-taking orientation and competitiveness aggressiveness orientation) among ex-juvenile entrepreneurs. Thus, the specific objectives are:

1.5.1 Research Specific Objective

The research seeks to achieve the following specific research objectives:

i. To examine entrepreneurial orientation autonomous behaviours, influence towards ex-juvenile entrepreneurs' delinquent behavioural change.
ii. To examine entrepreneurial orientation risk-taking behaviours, influence towards ex-juvenile entrepreneurs' delinquent behavioural change.
iii. To examine entrepreneurial orientation innovativeness behaviours, influence towards ex-juvenile entrepreneurs' delinquent behavioural change.
iv. To examine entrepreneurial orientation proactiveness behaviours, influence towards ex-juvenile entrepreneurs' delinquent behavioural change.
v. To examine entrepreneurial orientation competitiveness aggressive behaviours, influence towards ex-juvenile entrepreneurs' delinquent behavioural change.
vi. To examine the entrepreneurial self-efficacy (ESE) business start-up and growth influence towards ex-juvenile entrepreneurs' delinquent behavioural change.

1.5.2 Operational Definitions of the Key Terms

In this qualitative case study, the focus is to explore the influence of entrepreneurial orientation towards ex-juvenile entrepreneurs' delinquent behavioural changes. The section below defines key terms to make a clear understanding of their use in the study.

Entrepreneurial Orientation: entrepreneurial orientation is defined as a set of behaviours that have the quality of risk-taking, innovativeness, pro-activeness (Covin & Wales, 2012) autonomy, and competitive aggressiveness (Lumpkin et al., 2009). Similarly, it is decision-making styles, practices, processes and behaviours that lead to entry into new or established markets with new or existing goods and services (Kraus et al., 2012).

Self-Efficacy: Self-efficacy is a belief in individual's ability to manage and perform the choice of action necessary to create a given success self which is the perception of one's ability to perform a task successfully (Bandura, 1977).

Entrepreneurial Self-Efficacy: Entrepreneurial Self-Efficacy is a belief in individual's ability to manage an entrepreneurial activity for the purposes of profit-making (Slotwinski, 2010).

Juvenile: Juvenile is defined as a child whose behaviour is in conflict with societal law and norms, who is bellow eighteen (18) years old and is controlled in a reformatory centre or rehabilitation centre (Ogunniran, 2010).

Ex-Juveniles: Ex-Juveniles is defined as a reformed juvenile whose were controlled in the reformatory centre or rehabilitation centre but presently released.

Delinquency: Delinquency refers to teenage misconduct or wrong behaviours which clash with the societal rules and regulation (Muhammad, 2009; Shoemaker, 2018)

Juvenile Delinquency: This refers to a juvenile who has committed a criminal act such as stealing/burglary/pick-pocketing, drug use, drug trading, gang activities or violence.

Juveniles Court: This refers to a magistrate's court where juvenile trial proceeding or judgement takes place.

Probation Services: This refers to a system of controlling and treating convicted delinquent offenders outside of the correctional centre; also, can be seen as a pass judgement court as an alternative to imprisonment.

Ex-juvenile Entrepreneurs: Ex-juvenile entrepreneurs are juveniles released from reformatory centres and currently engaging in entrepreneurial activities who create choices and opportunities for innovation within the framework of entrepreneurship (Bartlett et al., 2016).

Behaviour: Behaviour is every action by a person that can be seen or heard, that means both observable and assessable (Alberto & Troutman, 2003).

Behavioural change: Behavioural change can be defined as any transformation or modification of human behaviour.

Reformation: Reformation means progress in attitude change of the delinquent child through rehabilitation programmes such as orientation, vocational skills acquisition training and education (Gundreau, 2000; Culen, 2007).

Reformation Centre: It is a building or institution where juveniles are imprisoned as a rehabilitation centre for delinquencies they were involved in or have committed (Culen, 2007).

Rehabilitation: This can be seen as involvement of reinstating meaningful life, as in the course of education or to return to acceptance, good situation, action and competency (Marvin, 1991).

Rehabilitation programmes: Efforts designed in the course of the programme to prevent a delinquent child from committing a crime. Rehabilitation is a strategy to prevent delinquency with aims for behavioural change that can make an individual to delinquent-free lives in the society (Webster, 2004).

Recidivism: Recidivism can be seen as recommitting a crime, rearrested, re-imprisoned and reconvicted for the same or different offence (Hall et al., 2016).

Entrepreneur: Refers to an individual who creates, establishes and manages business activities for the purposes of profit-making (Slotwinski, 2010).

Entrepreneurship: It is an activity that involves the creation of wealth, creation of enterprise, creation of innovation, creation of change, employment creation, and value creation (Morris et al., 2008).

1.6 Scope and Significance of the Study

There is deficiency in knowledge of individual entrepreneurial orientation influence on delinquent populace delinquent behavioural change. This study provides fresh insight into how IEO dimension and ESE business start-up influences ex-juvenile entrepreneurial activities performance and their subsequent delinquent populace (ex-juvenile entrepreneurs) behavioural change by contributing to the body of knowledge thorough testable propositions.

In addition, the study outcomes provide fresh literature on influence of IEO and ESE in reducing of delinquency and crime rate and add to literature in rehabilitation and correctional centres indicating that IEO and ESE business start-up affected ex-juvenile entrepreneurial performance and might improve the security situation in Nigeria.

Furthermore, the study methodology provides new ways for investigating delinquent populace, which in its absence the deeper insights into ex-juvenile entrepreneurs' behavioural change and their entrepreneurial performance may be impossible.

Additionally, ex-juvenile entrepreneurs acquire deeper understanding of the positive and negative of their behavioural change and their proper applications in entrepreneurial activities to maximize their performance. Overall, the study provides justification that it is sufficient to study delinquent populace and their delinquent behavioural change.

Present study will make significance towards ex-juvenile entrepreneurs' delinquent behavioural change perspective, participation and narratives under the dominion of EO theory by Lumpkin and Dess. Social cognitive theory (SCT) is driven by serious epistemology. The present research is set to contribute to SCT by studying the convergent and deviating knowledge points of ex-juvenile entrepreneurial self-efficacy. Moreover, this study will provide the mid-ground or trade-off for an effective way of ex-juvenile entrepreneurial self-efficacy exercise. The present research observes five entrepreneurship orientation dimensions as a multidimension.

This study makes the following significances: First, the research is done to explore individual entrepreneurial orientation behaviours among ex-juvenile entrepreneurs and therefore, this research provides fresh empirical evidence on individual entrepreneurial

orientation and opens new research opportunity. In addition, the research expands the literature on IEO orientation which mainly focuses on the delinquent populace. Moreover, the study makes a contribution to the body of knowledge based on the IEO influence on delinquent behavioural change.

The study also has empirically provided a fresh knowledge about the IEO, disclosing that IEO has a positive influence on the delinquents' behavioural change. Accordingly, the study has essentially proved unclear of knowledge by providing empirical evidence about the fresh knowledge on ex-juvenile entrepreneurial orientation. Significant also is our understanding of EO dimensions that relate to ex-juvenile entrepreneurs of retail enterprises in the context of entrepreneurship segment in the Katsina state, Nigeria.

The study extends the EO and SCT theory application as the first to explore the ex-juvenile entrepreneurial orientation and ex-juvenile entrepreneurial self-efficacy influence towards delinquent behavioural change.

1.7 Justification of the Study

The largest percentage of crime in Nigeria is committed by adolescents, making it overbearing to address youth crime as a special focus of crime prevention efforts and transformation of this group, both as victims and delinquents (Ekot, 2013). As is the case all over the world, persons who are most likely to offend are also at greatest risk of being victims themselves. The effective intervention, therefore, plays an important role in any approach and is considered to reduce the rates of juvenile delinquency (UNICEF, 2016).

Persons who are working in the juvenile reformatory centre apply various forms of involvement as an important factor of dispositional consents imposed on juvenile cases. This

is particularly true for serious, violent, and unending juvenile delinquents who have the possibility for long and damaging criminal careers and who in the absence of effective interventions, are likely to re-offend while at the highest age for committing crimes.

Therefore, it calls for an extensive and intensive examination of the current rehabilitative programmes in order to gauge their suitability and relevancy in reforming this group of children as a form of restoring back the juveniles to the society and transforming them into responsible and productive citizens in their future adult lives.

1.8 Theoretical framework of the Study

The theoretical framework of the study describes specific constructs applicable to entrepreneurship orientation towards delinquent's behaviour. Entrepreneurial orientation by Lumpkin and Dess and Social Cognitive Theory by Bandura (1986) emphasise on the self-efficacy variable. Details about the theory will be discussed in the following Chapter 2.

1.9 Thesis Organization

Chapter 1 presents the introduction which comprises the background of the study, the gaps in existing studies, and the statement of the problem. Also, the research questions, study objectives, the significance of the study and operational definitions are presented in Chapter 1. Chapter 2 presents the literature review and theoretical framework in EO and SCT. In this chapter, secondary sources have been used to collect information and construct theoretical foundations. In this chapter, EO dimensions influence and entrepreneurial self-efficacy in business start-up influence are thoroughly and comprehensively discussed.

In other words, the literature review section of the study records what has been identified in the concerned subject by previous researchers or experts. The chapter reviews the related literature available on entrepreneurial orientation (EO) theory and SCT theory; entrepreneurial self-efficacy (ESE).

This chapter also exhibits the relationship and application of theory with entrepreneurial orientation field and with the present study as well. The section of this chapter deals with the theoretical framework developed by the researcher based on the literature gaps identified in earlier sections. Theoretical framework engages the reader to recognise the researcher's area of interest and the position ex-juvenile entrepreneurs and their delinquent behavioural change holds in the study. Thus, the chapter ends by presenting the focus of the study along with the diagram.

Chapter 3 presents the methodology approach of the study and fundamental approaches to the investigation would be selected in accordance with the nature of the subject matter. Therefore, key methods of collecting data and analysing will be presented in this section. At the same time, secondary information and justification for selecting the methods will be shared. These include research approaches, philosophies, methods of data collection and data analysis.

The chapter addresses the research epistemology and the approach applied to answer the research questions emerged earlier in Chapter 1. The rationale for undertaking a qualitative study to the ex-juvenile entrepreneurs' perspective on the influence of entrepreneurial orientation dimension as well as the impact of entrepreneurial self-efficacy towards ex-juvenile entrepreneurs as it is believed to shed light on anticipations and

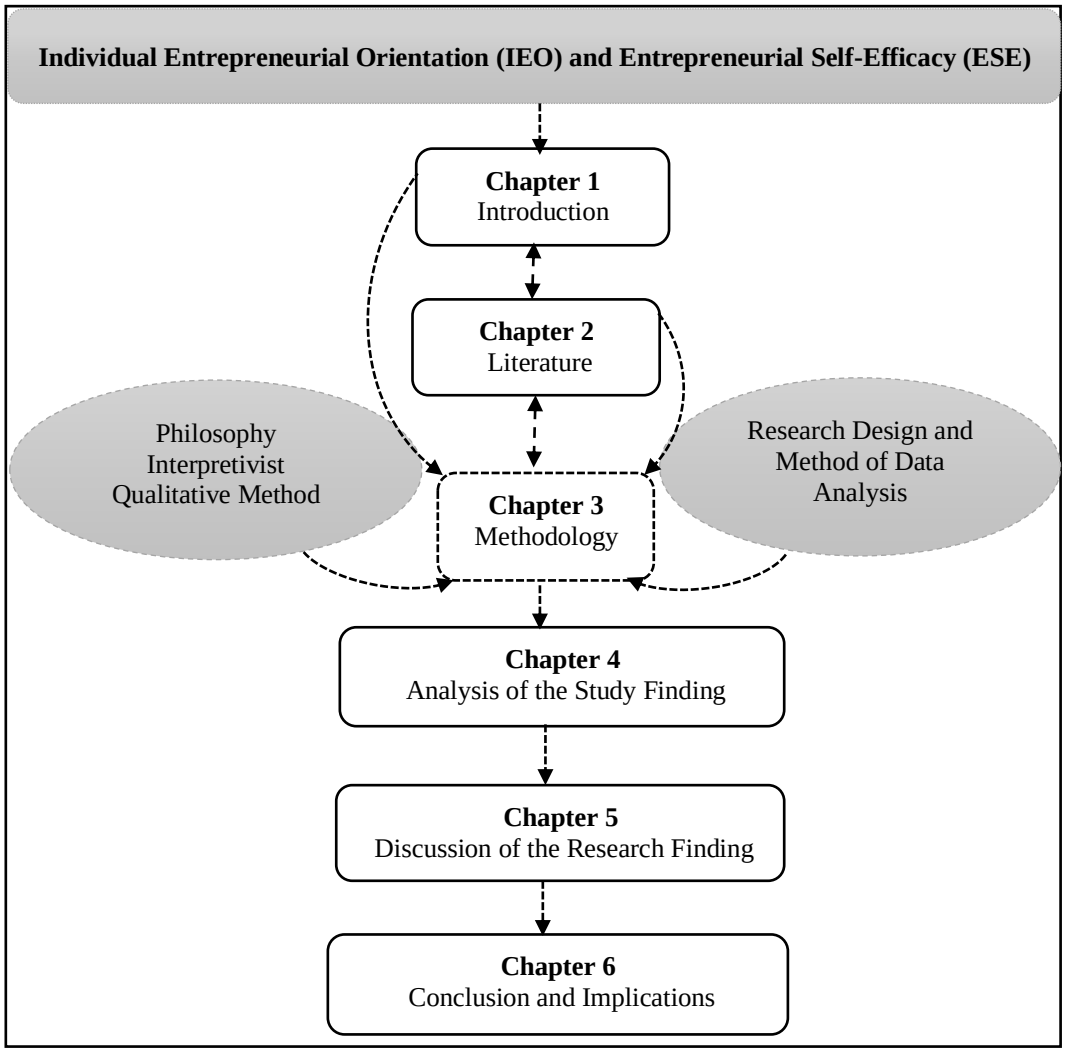
impossibility of the ex-juvenile entrepreneurs in the present study are presented and articulated.

The adoption of the critical paradigm enhanced by ex-juvenile delinquent behavioural change perceptions also allows the reader to understand its usage of entrepreneurial orientation at the individual level. The present study also relies on SCT; a critical scholar is Bandura, so naturally, this study joints into the critical territory. The chapter then leads the readers to know the research techniques applied in this study which is semi structured interviews. The researcher further led the study to discuss the process of conducting interviews followed by population, sampling and research site. In the end, the chapter outlines the insider and the outsider concept with ethical considerations.

The Chapter 4 highlights the result of data analysis from the semi structured interviews that have been conducted with ex-juvenile entrepreneurs in Katsina state, Nigeria. This chapter presents the findings along with the analysis. This chapter describes the experiences of research participants regarding entrepreneurial orientation influence and delinquent behavioural change. Moreover, this chapter situated ex-juvenile entrepreneurs from the socio-economic and behavioural change perspective, thus providing vital information about how ex-juveniles end up engaging into entrepreneurial activities and its influences. While, Chapter 5 presents discussion of the study finding.

Lastly, Chapter 6 then concludes the thesis write-up, presents the conclusion, implication, and summary of key findings of the study, contributions to the knowledge, limitations of the study were also elaborated in this concluding chapter and implications of the findings, and as well as recommendations for policy consideration and future research.

The diagram in Figure 1.1 depicts the overall process plan and flow of information for the thesis write-up.



CHAPTER 2

LITERATURE REVIEW

2.1 Introduction

This chapter presents the theoretical orientations underpinning this study, review of past studies and the proposed conceptual framework. The purpose of this chapter establishes and highlights the gap of this study, thus reflecting the central phenomena of this work: "How does entrepreneurial orientation behaviours influence ex-juvenile entrepreneurs delinquent behavioural change?" and also how the entrepreneurial self-efficacy influences ex-juvenile entrepreneur's delinquent behavioural change. The chapter presents the overview of entrepreneurship orientation and the theoretical framework of which this study is grounded.

Related previous studies that have been done by prior research are discussed. Indeed, the chapter covers the key concepts and variables that are presented in the preceding chapter. Some of the discussed concepts are entrepreneurship orientation theory by Lumpkin and Dess (1996) and past entrepreneurial orientation dimensions influence. Moreover, Bandura's social cognitive theory of self-efficacy and previous empirical studies on entrepreneurial self-efficacy in business start-up are discussed.

2.2 Research Context (Ex-Juvenile Entrepreneurs)

Ex-juvenile entrepreneurs are juveniles released from reformatory centres and currently engaging in entrepreneurial activities to create choices and opportunities for innovation within the framework of entrepreneurship. The individual entrepreneurial

orientation experienced by ex-juvenile entrepreneurs has been clearly described earlier. It is well-known that the government does not provide the means for the ex-juveniles upon release. The ex-juvenile basic needs make it unconditionally necessary for their engagement into an entrepreneurial activity, as it is the last resort or substitute.

These results of ex-juvenile entrepreneurs who are categorised into the groups of necessity-based entrepreneurship not opportunity-based entrepreneurship. Not only do they lack other opportunities for employment, but also lack the welfare system to support these ex-juveniles upon release. Accordingly, they should have to find themselves some means of earnings and livelihood. These push motivation factors are the contributing factors among the ex-juvenile's decision to become entrepreneurs and self-reliant, and their entrepreneurial activities become the survival approach for avoiding dangerous delinquent behaviours, and social segregation or even violent reprisal by other delinquents' friends and concentrate on their ventures and its expansion.

Nevertheless, the business is doubtful to expand and is stopped by the extreme capacity of the ex-juvenile entrepreneur's business initiating. Business expansion is the guiding objective behind any entrepreneurial activities' expectation. The expectation is for enough capital as common for necessity-based business. This lack of expansion is one of the characteristics of necessity-based entrepreneurship which exists in this exceptional context.

The impacts of entrepreneurship, however, may likely have a positive influence towards ex-juvenile entrepreneurial activities and their subsequent behavioural change as individuals. The researcher also perceived that in the ex-juvenile entrepreneurial activities in the market system, the ex-juvenile themselves maintain the rule of law and property ownership rights. In many cases, the ex-juvenile experience of a lawful society is in the

market settings. As persons, they are legalised to buy and sell property in the society, and their right of ownership is protected by the system of rules similar to every citizen of the country.

Therefore, many of the physical appearance considered to be entrepreneurial necessity are present among ex-juvenile entrepreneurs. This implies that many delinquents are capable of enacting entrepreneurial activities and positive delinquents behavioural change as a result of their entrepreneurial orientation behaviours. This supports both their success in small business ventures and their efforts for self-independency as well as delinquent behavioural change.

Finally, concepts of the entrepreneurial orientation context discussed by Lumpkin and Dess (1996) is applied to this context. Selected individuals and contextual EO behaviours of entrepreneurship are present among ex-juvenile entrepreneurs in Katsina state, Nigerian context as a result of the nature of necessity-based entrepreneurship and to meet their basic need.

Prevailing frequent empirical studies on entrepreneurial autonomous in areas dealing with delinquent entrepreneurs and its impacts upon release resulted from prisons entrepreneurship programmes (Sonfield, 2008; Downing, 2012; Soloman, 2012; Sonfield, 2013). Basically, Prison Entrepreneurship Programmes influence prisoners to have entrepreneurial aptitude and potentiality for entrepreneurial success (Sonfield, 2001). Furthermore, Sonfield (2013) revealed an 8% drop of delinquency rates and also save the social order by 5 times the programmes' expenses.

In view of the entrepreneurship' literature, ex-juvenile entrepreneurs research is entirely missing or not surfacing. One of the absent literatures is the discussion on how IEO influences ex-juvenile entrepreneurs' delinquent behavioural change. There is a lack of significant studies conducted on ex-juvenile entrepreneurs in Katsina state, Nigeria.

Therefore, this study empirically explores the influence of single IEO dimension, IEO orientation towards ex-juvenile entrepreneurs and delinquent behavioural change. Most of the studies concentrated on adult prisoners none on ex-juvenile entrepreneurs so far, in addition to autonomous ex-juvenile entrepreneur's business performance.

2.3 The Review of Entrepreneurship Orientation (EO)

The development of entrepreneurship orientation research began in 1972 by the study of Khandwalla (1972) and Mintzberg (1973), and later by Miller (1983) at McGill University, which stated that "the concept means behavioural tendencies, strategic decision-making and managerial philosophies that are entrepreneurial in nature" (Anderson & Eshima, 2013). For decades, this definition has served as a foundation for the development of the knowledge as demonstrated by the various articles from different fields ranging from management (Wiklund & Shepherd, 2005) to marketing (Matsuno et al., 2002) to tourism (Roxas & Chadee, 2013).

Therefore, the general acceptability of entrepreneurship orientation concept and its broad applicability has made entrepreneurship orientation most likely "one of the few examples of stabilised concepts in management science" (Basso et al., 2009). Centre of attention on entrepreneurship orientation, it seems, is very important for an individual that feels like engaging in entrepreneurial activities (Dess & Lumpkin, 2005).

There are two dominant perspectives in existence within the entrepreneurship orientation literatures which include "unidimensional and multi-dimensional" views. The unidimensional view of entrepreneurship orientation consists of risk taking, innovative, and proactive elements (Miller, 1983; Covin & Slevin, 1989). The multidimensional view which consists of risk taking, innovativeness, pro-activeness, competitive aggressiveness, and autonomy are independent aspects of entrepreneurship orientation (Lumpkin & Dess, 1996).

The unidimensional approach is considered entrepreneurship orientation as the concurrent show of risk-taking, innovativeness, and proactive tendencies, such that entrepreneurship orientation is a holistic construct. On the other hand, the multidimensional approach is regarded as "entrepreneurial" when any of the five entrepreneurship orientation elements are reflected (Hughes & Morgan, 2007).

Consequently, regardless of their common origins, the Covin and Slevin's (1989) holistic perspective and Lumpkin & Dess's (1996) disaggregated view characterise diverse and opposite approaches to what it identified to be "an entrepreneurial" (Covin & Wales, 2012). Particularly, the EO concept has basically been regarded as a stabiliser in the extant literature (Slevin & Terjesen, 2011). In consequence, this means that entrepreneurship orientation is believed to be a sum of its different sub-dimensions; so that the extent to which an individual is entrepreneurial is signified by adding up the diverse sub-dimensions.

Thus, for the purpose of this study, it stands with the multidimensional view which consists of five dimensions, viz, autonomous, innovation, risk taking, competitiveness and pro-activeness. Furthermore, individuals have to be simultaneously exhibited innovativeness, pro-activeness and risk-taking which are regarded as entrepreneurial (Kuratko, 2007).

2.4 Individual Entrepreneurial Orientation Discussion Prior Empirical Studies

Empirically, an enormous number of researches on EO and business performance have been linked to having a positive influence association or negative link to firm's performance and profitability but nothing is known about the individual entrepreneurial orientation on ex-juvenile entrepreneurial orientation and its influence towards their delinquent behavioural change. Therefore, the following section discusses the influence of each EO dimension.

Empirical research revealed mixed reaction about the influence of autonomous influence. Jancenelle et al. (2017) found positive influence on performance and Chen et al. (2015), found a positive autonomy influence towards business performance. Contrarily, negative significance influence between autonomous and business performance was found by Hughes and Morgan (2007).

Similarly, research found no significant relationship between autonomy and performance (Lechner & Gudmundsson, 2014). Rauch et al. (2009), proposed relationships to performance are possible composites and may be an issue to situations in the business background. Therefore, autonomous orientation is rather inconsistent and ambiguous in research findings (Zellweger & Sieger, 2012; Jancenelle et al., 2017).

In addition, in terms of EO and autonomous orientation, numerous researches have established that autonomy has positively influenced business performance (Awang et al., 2009). Nevertheless, additional researchers do not believe such impacts (Hughes & Morgan, 2007; Casillas & Moreno, 2010). However, none of these above discussed studies linked autonomous behaviours influence towards delinquent behavioural change; therefore,

autonomous behaviours influence towards ex-juvenile entrepreneurs is not yet explored. The varied nature of autonomous influence displays the need to expand the knowledge about this influence and relationship of autonomy towards the ex-delinquent populace. Despite the fact that theorising on business autonomy is scant from the literature, an important consideration has been specified to the autonomy of workforces.

Risk-taking orientation behaviours in the existing entrepreneurship approach literatures have recognised the significance of risk-taking by examining its impact on various business-level consequences (Bromiley, 1991). Studies revealed that taking risks positively relates to a firm's new product performance (Wang & Juan, 2016; Aloulou, 2019) however, others showed negative effects such as Lechner and Gudmundsson (2014) and Shan et al. (2016).

Regarding business financial performance, taking risk is found to have either positive effects (Tan & Floros, 2019), negative effects (Venkatraman, 1989) or curvilinear (inverted-U relationship) (Begley & Boyd, 1987) impact. Furthermore, Kreiser et al. (2013) found a U-shaped relationship between taking risk and sales development of firms, while a low level of risk-taking links to higher sales development. Meanwhile, Casillas and Moreno (2010) found a non-significant result of risk-taking on sales development.

Entrepreneurial characteristics demonstrate that reasonable levels of risk-taking would outsmart in the market with businesses showing either high or low levels of risk-taking (Alalawi, 2020). Influences such as methods of solving a risk problem (Stewart & Roth 2001) and the ability to perform under risky circumstances (Covin et al., 2020) affect the risk-taking ability of entrepreneurs. Anlesinya et al. (2015) found an important positive

effect of taking risk on profitability of small enterprises that function in the retail sector in Ghana.

Hence, varying theoretical findings related to risk taking for a new product, new market entry and business performance call for a more comprehensive study of the operationalisation and possible emergencies of risk-taking towards entrepreneurs (Zahra, 2005; Wales, 2016). Considering the above argument in literature, an empirical gap exists as none of the studies investigated ex-juvenile entrepreneurial risk-taking orientation and its subsequent influence towards delinquent behavioural change.

Likewise, for the innovation orientation, numerous researches have investigated the effect of EO and business performance, although the majority of these studies concentrated on developed nations. For instances, the empirical research among small and medium sized firms in Spain found that innovativeness and firms' growth are positively related (Casillas & Moreno, 2010). Taiwan's SMEs in China also found that innovativeness is positively related to firm performance (Wang, et al., 2012).

Furthermore, it has been broadly accepted in literature that innovativeness, as a dimension of EO, is critical to driving improved performance and that a number of different factors stimulate innovation in the organisation (Arshad et al., 2014). Other studies also have shown a positive relationship between innovation and organisational performance (Lechner & Gudmundsson, 2014; Buli, 2017).

In African context, similar studies were also conducted. For example, In Ghana, Boohene et al. (2012) found that a significant positive relationship exists between innovation, proactiveness and profitability. However, no relationship was found between

risk-taking and micro firms' profitability. Similarly, Matchaba-Hove and Vambe (2014) conducted a study of small businesses in South Africa and found that proactiveness, and innovativeness have a significant positive influence on the success of businesses, whereas risk taking does not. In slight difference, Muthee-Mwangi and Ngugi (2014) in Kenya found that innovativeness, risk taking, and proactiveness have a significant positive influence on the growth of SMEs.

Contrarily, Fatoki (2014) found that micro enterprises are skilful in introducing new product lines and also making changes to the product line. The results also showed that micro enterprises are less proactive and preferred to be followers rather than leaders, and they are also risk averse. In spite of these studies, none have focused on a single EO dimension of innovation behaviours but rather all studies on either two dimensions or three dimensions which make it difficult to access individual findings of single EO dimension in the retail segment. The firm's ability of innovation among an organisation will obtain greater performance (Sorescu et al., 2003).

Therefore, an innovative strategic posture is considered to have a positive impact on firm performance by capitalising on emerging-market opportunities (Wiklund, 1999). As usual, despite the significant number of studies reviewed above, most focused on firm's innovation and ignored individual entrepreneurs particularly ex-juvenile entrepreneurial innovation behaviour and its subsequent influence towards ex-juvenile entrepreneurs' delinquent behavioural change.

Once more, the more proactive the firms in developing an aggressive move towards capturing of new business opportunities, the greater the growth rates of the firms as found among the small and medium firms in Spain (Casillas & Moreno, 2010). In addition,

proactiveness also showed positive effect on the sales of the firms among small firms (Becherer & Maurer, 1999; Wang & Yen, 2012). Karacaoglu et al. (2013) found proactiveness to be significant in influencing financial performance.

The level to which a firm is capable to take benefits of the knowledge in future demand, and make it available, may perhaps be vital in leading better performance, notwithstanding uncertainty in forecasting customer changes in demand and test at any moment. Likewise, Gunawan et al. (2016) found proactiveness to significantly influence firm's performance. The capacity of the firms to widely capture the customers' expectation and other market stakeholders revealed the extent of the firms' proactiveness capability. Also, George and Marino (2011) alleged that the existing forecast and probability of the firms lead the development of the firms.

Contrarily, Cruz and Nordqvist (2012) found that the benefits of proactiveness does not guarantee to increase competitive advantage as the idea and capacity to use them efficiently will determine competitive advantage. Considering the evidences on proactiveness orientation influence (George & Marino, 2011; Wang & Yen, 2012; Karacaoglu et al., 2013 Gunawan et al., 2016), the explanation and implication of proactiveness orientation influence on ex-juvenile entrepreneurs is not yet explored.

Competitive aggressiveness in previous studies such as Hughes and Morgan (2007); Casillas & Morino (2010) failed to establish positive correlations between competitive aggressiveness and firm performance. The same, Okangi and Letmathe (2015) found no significant relationship between competitive aggressiveness and firm growth and performance. Contrarily, researches by Koe (2013) and Campos et al. (2013) found positive correlation among competitive aggressiveness and firm performance in diverse contexts.

Correspondingly, Madhoushi et al. (2011); Arshad et al. (2013); and Setiawan et al. (2015) found a positive influence of competitive aggressiveness and firms' performance. Resulting to these inconsistent results from the empirical studies which found positive and negative influence of competitive aggressiveness and firms' performance, still the competitive aggressiveness influence towards ex-juvenile entrepreneurial activities and subsequent ex-juvenile delinquent behavioural change is entirely missing.

In summary, despite a large number of the above literature, studies have revealed negative or non-significant relationship (Andersen, 2010). Therefore, because of these mixed findings, additional studies in individual entrepreneurial orientation influence are needed in order to come up with a clear picture of individual entrepreneurial activities and its subsequent influence towards ex-juvenile entrepreneurs' delinquent behavioural change.

2.5 Review of Entrepreneurial Self-efficacy (ESE): Business Start-up and Growth

The conceptualization of entrepreneurial self-efficacy concept, the researcher not propose that one ESE construct had better be used in all entrepreneurship studies. For instance, it is possible that the kind of success anticipations are likely to vary depending on whether one's looked-for goal to start a new business or to grow an existing business. Previous researchers display that entrepreneurs who are successful during business start-up activities are not automatically those who are successful in growing a venture (Ucbasaran et al., 2000).

By combining business start-up and growth self-efficacy concepts the researcher expect a different nature and scope of the practical content of self-efficacy beliefs. For instance, business start-up self-efficacy may focus on entrepreneurs' beliefs about

successfully recognizing and converting a business innovation into a marketable product. By comparison, venture growth self-efficacy may focus on entrepreneurs' beliefs about successfully take advantage of the market value of the existing products and services. Research in management evidence that the concept of entrepreneurial self-efficacy is best understood at the level of specific and distinct domains (Phillips & Gully, 1997).

Therefore, the researcher assumes that ESE beliefs about individual's ability to successfully encounter business start-up developments will be separate from ESE beliefs about individual's ability to successfully tackle business growth processes. We next develop a model that focuses on the application of our definition of ESE to the domain of business start-up in order to illustrate how such definition can be practically applied.

Empirical research revealed entrepreneurial self-efficacy influenced the start-up and business growth processes. A positive relationship has also been found between 'pull' entrepreneurship, defined as the extent to which individuals enter an entrepreneurial career due to its inherent attractiveness and ESE (Dalborg & Wincent, 2015). Opposingly, McCann and Vroom (2015), found a negative link between financial constraints faced by the entrepreneur and their ESE.

Meanwhile, Biraglia and Kadile (2017) found that creativity positively influenced ESE. Again, Hallak et al. (2012) found that place identity influenced the ESE of entrepreneurs. Cooper et al. (2016) found that the firm's strategic orientation and entrepreneurial culture were positively related to entrepreneurs' innovation-focused ESE. Likewise, Snell et al. (2015) found a positive relationship between a firm's marketing capabilities and the entrepreneur's ESE.

Equally, researchers have found a significant positive link between ESE and the entrepreneurial intentions of students; for instance, postgraduate students (Kubberød & Pettersen, 2017; Zellweger et al., 2017), undergraduate students (Gielnik et al., 2017; Nowiński et al., 2017), high school students (Wilson et al., 2009; Sanchez, 2013), and the general population (Kerrick et al., 2016; Lee et al., 2016). In a similar finding on entrepreneurial performance, previous research has generally revealed a positive link between the ESE of the founding entrepreneur and classic measures of entrepreneurial venture performance, including subjective performance perceptions, growth and innovation (Hallak et al., 2012; Hallak et al., 2015; McGee & Peterson, 2017).

Finding venture creation is labelled as venture development. Applying cultural norms and person-culture fit perspectives, Hopp and Stephan (2012) found that community cultural norms affect firm emergence via ESE. Meanwhile, Gielnik et al. (2017) found that ESE sustains the positive influence of entrepreneurship training on entrepreneurial passion over time, which in turn fosters business creation. Fitzsimmons and Douglas (2011) found that ESE negatively interacted with individual's attitudes towards entrepreneurship to forecast individuals' entrepreneurial intentions.

In contradiction, Sieger and Minola (2017) found that when ESE was higher, the negative relationship between availability of family financial support and entrepreneurial intentions was weaker, whereas Trevelyan (2011) argued that ESE encourages higher goals and goal commitment, leading to task effort. Indeed, she found that ESE positively affected entrepreneurs' dedication to action and decision-type tasks, countering arguments that over-confidence can lead to shortcuts in effort. Another study examined the link between ESE

and persistence, arguing that ESE can make founders more passionate about inventing, founding, and developing firms (Cardon & Kirk, 2015).

Correspondingly, Engel et al. (2014) found that high ESE was more likely to frame uncertainty as an opportunity and to adopt effectual logic when faced with a high-uncertainty venture scenario. Again, Uygur and Kim (2016) found that although ESE did not lead to more selective entrepreneurial judgement, it led to stronger conviction in entrepreneurial judgement. Researchers have also found a strong correlation between levels of ESE and entrepreneurial passion (Cardon & Kirk, 2015; Dalborg & Wincent, 2015), especially passion for founding, and that ESE sustains the positive influence of entrepreneurship training on passion over time (Gielnik et al., 2017). All the above existing literature revealed that there is a strong view that self-efficacy is a good behaviour for entrepreneurs to partake.

However, there is lack of agreement over what self-efficacy incorporates and how to conceptualise and measure it poses challenges in terms of influence and correlation. For instance, from prior research, it is not clear and not explored whether entrepreneurial self-efficacy can influence ex-juvenile entrepreneurial self-efficacy and whether entrepreneurial self-efficacy in business start-up influences ex-juvenile delinquent behavioural change.

2.6 Theories and Applicability

The study will be guided by the EO theory by Lumpkin and Dess (1996) emphasising specific constructs applicable to entrepreneurship orientation influence on ex-juvenile entrepreneurs' delinquent behavioural change. Also, social cognitive theory of self-efficacy by Bandura (1986) is underpinned on how entrepreneurial self-efficacy influences ex-juvenile entrepreneurs' delinquent behavioural change. These theoretical frameworks set out

the structure of this study. According to Maxwell (2005, pg. 33) the theoretical framework is "*the system of concepts, assumptions, expectations, beliefs, and theories that supports and informs one's research*."

This framework is derived from the orientation or stance the researcher brings to the study. Merriam (2009) added that framework of qualitative study is built upon terms, definitions, concepts, models and theories of a specific literature of a discipline of study. This study draws upon the IEO dimensions and SCT; entrepreneurial self-efficacy influence on a delinquent populace (ex-juvenile entrepreneurs), and how ex-juvenile entrepreneurs are prone to such entrepreneurial orientation behaviours.

2.6.1 Entrepreneurial Orientation and Proposition Formulation

Entrepreneurial Orientation (EO) is a significant concept that has been used broadly in entrepreneurship literature. It has been revealed to affect firm performance, profitability, growth and product innovation in entrepreneurial firms (Johan & Dean, 2003; Avlontis & Salavou, 2007; Moreno & Casillas, 2008; Tang et al., 2008). Meanwhile, EO has been found to be an important causal factor in the success of organisations through numerous empirical studies to develop a validated measure for an individual rather than organisations.

A validated measure to assess an individual's EO would be quite appreciated to entrepreneurship as well as in shaping the ex-juvenile entrepreneurial activities approach. For example, the cohesiveness of ex-juvenile entrepreneurs can seriously impact their effectiveness (DeRue et al., 2010). Hence, understanding ex-juvenile entrepreneurs' entrepreneurial orientation (IEO) could lead to more consistent ex-juvenile entrepreneurial activities. Understanding EO at the individual level could also be valuable to future business

owners who are considering supporting business proposals. Therefore, this research attempts to measure the EO of individuals and will be referred to as IEO. Ex-juvenile entrepreneurs at Katsina state were used to develop this IEO dimensions based on the EO concept and dimensions by Lumpkin and Dess (1996). In this research, the five basic EO dimensions defined by Lumpkin and Dess (1996) are applied to an assessment of ex-juvenile entrepreneurs.

Even though EO and its dimensions have been assessed for university students in some academic studies (Levenburg & Schwarz, 2008; Raposo et al., 2008), there has never been a thorough evaluation and reality of the EO theory at the individual level, particularly on a delinquent populace (ex-juvenile entrepreneurs). Hence, the nonexistence of this extent is partly a reason of examining ex-juvenile entrepreneurial orientation. IEO is developed and validated by the researcher to address this need. The research is on individual entrepreneurship orientation and its influence towards towards delinquent behavioural change, in order to offer backing for the development of the IEO theory that is a direct result of the measures essential in the original EO scale.

Entrepreneurship Orientation at the organisation level is defined as "the strategy-making processes that provide organisations with a basis for entrepreneurial decisions and actions" (Rauch et al., 2009, pg. 762). It has been studied predominantly in its relation to firm performance and has been shown consistently to be highly significant, explaining on the average 24% of performance variation (Rauch et al., 2009). This construct is further described by a set of three to five behaviours that were developed out of business strategy and entrepreneurship literature (Miller, 1983; Covin & Slevin, 1989). These behaviours

include innovativeness, willingness to take risks, proactiveness, competitive aggressiveness and autonomy (Lumpkin & Dess, 1996).

Three of these have been used in the majority of the EO research, namely innovativeness, risk-taking and proactiveness, while autonomy and competitive aggressiveness have been studied less often (Lyon et al., 2000; Rauch et al., 2009). Researchers have found that in general, the EO construct including these five dimensions can be considered collectively (Runyan et al., 2008; Lumpkin et al., 2009) or separately (Lumpkin & Dess, 1996, 2001; Wang, 2008), depending on context. In the recent meta-analysis of EO presented by Rauch et al. (2009), out of 51 studies on EO, the construct was studied as unidimensional in 37 studies and multidimensional in the remaining. Early research examined it as a multidimensional construct more often, until it was determined that the variables tend to move together in most contexts. Hence, current study will be examined EO multidimensional constructs in the meantime less studies.

The EO multidimensional behaviours of the organisation provide an indication of the organisation's entrepreneurial nature: a higher EO score leads to higher performance of the firm (Chung-Wen, 2008). Since one can also define an organisation, particularly a small or entrepreneurially founded organisation, as the result of an individual's behaviours, the EO dimensions could be measured for an individual. Entrepreneurs' willingness to take on risks and be proactive in leading their organisation can certainly be important behaviours that a person may take on in other pursuits of life (Bolton & Lane, 2012).

Individuals can easily be observed as risk takers or non-risk takers, as innovative or not Lindberg et al. (2000). Nearly ex-juvenile entrepreneurs prefer to manage their business alone (autonomously) while others prefer the comfort of partnership. Some ex-juvenile

entrepreneurs are very competitive and aggressive in their pursuit in the market situation, while others are satisfied to just meet their basic demands.

Research on individual entrepreneurial behaviours when considering the EO at individuals' level the query to be addressed is what are the individual attribute or attitudes an individual holds the measurements tendency to engage in and be successful at entrepreneurial activities? The answer to this question is influenced by three brooks of research involving, firstly, an individual's environment; secondly, behaviours qualities; and thirdly, attitudes towards being entrepreneurial impacted by social influences (Levenburg & Schwarz, 2008).

The first stream, environmental factors, includes economic opportunities, tax advantages, available funding or other external stimuli for starting a business. While this has been studied extensively at the firm level, but it is not the focus of this research. However, the second and third streams: personality traits and attitudes, deal with the individual. Entrepreneurial attitudes and personality traits contribute to a person's likelihood of being in an entrepreneur, or in opposite, exposure to entrepreneurial business influences behaviours (Raposo et al., 2008; Harris & Gibson, 2008).

Researchers have suggested that EO can be viewed as an individual-level concept (Robinson & Stubberud, 2014). Such suggestion has given new rooms to researchers to examine EO from a new perception. Existing studies which examined individual entrepreneurial orientation (IEO) agreed that IEO is a multi-dimensional construct and it comprises of foundations comparable to EO firm-level. For cases, Taiwanese franchisees' IEO was found to be positively related to business performance (Chien, 2014). It is also proving the relationship between IEO and business performance Bolton (2012).

The above studies have indeed given some new insights on IEO as an individual-level of EO. However, most of them are focusing on IEO-performance relationship. Since IEO exists at the individual level, its relationship with individual's attitude or behavior is also worth to be research. Specifically, the influence of IEO on individual's entrepreneurial behaviours necessitates further examination.

According to Yurtkoru et al. (2014) revealed that entrepreneurship is an intentional process and they further confirmed that being a risk and willingness to take risk influence an individual's entrepreneurial intention. Bolton and Lane (2012) validated and tested a measurement of IEO autonomous risk-taking, innovativeness competitiveness and proactiveness. Bolton and Lane (2012) also found significant links between each of the EO components and entrepreneurial intention of university students.

Therefore, by putting together the theoretical practicalities of EO and further role behaviours, IEO is a flexible behaviour whereby an entrepreneur pursues creativity, autonomy, innovativeness, proactivity, competitiveness and risk open-mindedness to produce different ways of realizing individual business performance. IEO can be carried out in response to social relations, when an entrepreneur seeks to respond for qualities held in the relationship with a customer. IEO is an encouraged effort to well satisfy mission goals as well as the individual's own desire for more satisfactory performance (Ryan & Deci 2017).

Consequently, applying these dimensions to ex-juvenile not only seems believable, but valuable in designing effective instruction methods depending on behaviours that the ex-juvenile entrepreneurs display. Therefore, since IEO is considered relatively new, the researcher needs to pay attention to the operationalization of its elements in this study.

Indisputably, the above researches have revealed individuals' evaluations on EO; however, they did not reveal much about the results of the relationship between each IEO element (autonomous competitiveness, innovativeness, proactiveness and risk-taking) and ex-juvenile delinquent behavioural change. The theoretical discussion of the five EO dimensions, as described in Rauch et al. (2009), are as follows:

2.6.1.1 Autonomous Orientation Dimension

EO dimension autonomous orientation; despite its importance, the theoretical behaviours of entrepreneurial independence surface, with slight theorising relating to the concept. Autonomous is generally related to freedom and impact (Lange, 2012), taking affairs (Stephan et al., 2015), and flexibility (Edelman et al., 2010; Jayawarna et al., 2013). These parts state decision freedom when effort is done, correspondingly. These types of autonomy are applied to business owners and research revealed that autonomy is the reason individuals initiate, and manage their own business (Stephan et al., 2015).

According to Lumpkin and Dess (1996) autonomy comes from two perceptions, recognising its significance for entrepreneurship and its important in new entry by business owners. The later theme about entrepreneurs is specifically significant when bearing in mind autonomy in the background of ex-juvenile entrepreneurs. Autonomous is also used in the management literature in the context of freedom in decision making (Taggart, 1997). Taking decision freedom concerns how, when and what business decision will be done and strategy, situation and direction of the venture (Lumpkin et al., 2009). Autonomous is "Decision freedom, enacting entrepreneurial initiative and financial freedom" (Lumpkin & Dess, 1996; Callaghan & Venter, 2011). Based on the theoretical argument, this study formulates the following proposition.

Proposition: *Autonomous behaviours influenced ex-juvenile entrepreneurs' delinquent behavioural change.*

2.6.1.2 Risk taking Orientation Dimension

Entrepreneurs habitually are conversant of risk-taking problems. Risk-taking has been known as a feature of entrepreneurs. Enquiries continue for both researchers and experts on how to assume taking risk bears in business methods behaviours for fresh entry into the market. Risk-taking means willingness for investing huge resources to opportunities which involve a likelihood of high uncertainty (Zahra, 1991; Wiklund & Shepherd, 2003).

Risk-taking is defined as "the step to which are prepared to make risky resource commitments" (Miller & Friesen, 1978, pg. 921). According to Kollmann & Stockmann (2014) mentioned that they are three categories of risk-taking: (i) Investing into the unknown (ii) Investing some portion of resource (iii) Heavy borrowing. Nevertheless, this is tough to calculate as it incorporates emotional and social risk as well as financial risk (Lumpkin & Dess, 1996).

Firstly, the borrowing heavily characteristics of risk-taking is about venturing large portion of resources, commitments or acquiring substantial loan into ventures will likely lead to better revenues and high probability of loss, while characteristically replicating the situation of risk-return trade-offs measured in financial analyses (Lumpkin & Dess, 1996). Studies found that businesses facing significant risks partake higher usual rates of return than businesses facing less risks (Aaker & Jacobson, 1987; Graddy-Reed, 2019).

Then, this decision-making style specifies that managers demonstrate a strong commitment to success and to expect for positive results by assuming a high level of exaggerated failure.

Secondly, venturing a relative portion of resource is related to taking on enterprises when results are not certain (Hughes & Morgan, 2007). Uncertainty in venturing varies from risk investment as it was defined earlier by the first category of risk taking. Uncertainty means that the likelihood of several likely consequences is unknown although risk indicates that the possibility of negative result is identified (Alvarez, 2007).

Subsequently, risk-taking is a consequence of inadequate evidence, while risk deals with the possibility of failure. Risk-taking entrepreneurs are more ready to accept uncertain situations than risk averse entrepreneur, and they have a tendency to invest resources with limited knowledge of possible outcomes.

Thirdly, venturing into the unknown highlights a firm's readiness to start out from trial-and-error methods, to try the current order of business and invest into unfamiliar fields to track a higher return (Venkatraman, 1989). Businesses with this feature are prepared to take a diverse new way of performing businesses that diverge from traditional processes and systems accepted by current business practice and are confirmed to be advantageous. Implementation of the new methods implies that managers are aggressively joining in learning activities to understand markets formerly unexplored such as venturing into unknown skills or taking new products into emerging markets (Lumpkin & Dess, 1996). Based on the above theoretical argument, this study formulates the following proposition.

Proposition: *Risk-taking behaviours influence ex-juvenile entrepreneurs' delinquent behavioural change.*

2.6.1.3 Innovation Orientation Dimension

EO is a vital organisational development that helps interpreting managerial strategic behaviours and enables businesses to be overwhelmed with competitors by adapting to innovations, thus becoming highly proactive to market opportunities and bearing risk (Wiklund & Sheperd, 2003; Jiang et al., 2016). The dimension of innovativeness shows an organisational tendency to offer originality and creativity by carrying out research into new products, services, technology and fresh processes and system development (Dess & Lumpkin, 2005).

Innovativeness replicates a business's propensity to participate in and sustain new idea, novelty, and creative processes (Lumpkin & Dess, 1996) which may result in new products, technological processes which may take the business to a new model of success (Swiezczek & Ha, 2003). Schumpeter (1934) considered entrepreneurship to be fundamentally an inventive action and entrepreneur an innovator who brings together new combinations in the field of labour, resources and management.

Accordingly, Schumpeter (1934), consider entrepreneur as an economic chap who efforts to take full advantage of his profit by assembling innovations in one of the following grounds: (i) new products; (ii) new production method (iii) and new markets. The degree of an entrepreneur's innovativeness determines how side by side the innovation determine in business to meet both the calculated accomplishment for the business (Hult et al., 2004). Innovativeness signifies a basic readiness to advance from prevailing practices and

undertaking outside the existing state-of-the-art (Covin et al., 2006). Innovation is related with a quality of novelty (Damanpour & Wischnervsky, 2006; Varis & Littunen, 2010). An innovative premeditated stance can be related to businesses performance as it improves the likelihoods that a business will stay ahead of their competitions, (Damanpour & Wischnevsky, 2006).

The innovativeness dimension of EO deals with New ideas, Experiences, Novelty and Inventive Processes which are issues from current practice and trends related to technologies (Lumpkin & Dess, 1996). Accordingly, if entrepreneurs have a high aptitude for innovativeness, they will obtain a competitive advantage and accomplish high performance (Wiklund & Shepherd, 2005). Based on this theory, this study formulates the following proposition.

Proposition: *Innovation behaviours influence ex-juvenile entrepreneurs' delinquent behavioural change.*

2.6.1.4 Proactiveness Orientation Dimension

The characteristics of proactive firms include being responsive to market signals, having access to scarce resources, and strongly committed to improving product and service offerings enable high performance returns (Day & Wensley, 1988; Green et al., 1995; Wright et al., 1995). Moreover, Lumpkin and Dess (1996) found a significant influence of proactiveness on firms' performance. The practices, managerial philosophies, and firm behaviours are entrepreneurial in nature. It is further illustrated as the process undertaken by a business to gain entrance into a new market (Lumpkin & Dess, 1996).

EO is summed up comprising the organisational phenomenon that showcases a managerial ability with which firms are involved in proactive and aggressive ingenuity to transform the competitive arena to their favour (Carland & Carland, 1991). EO is seen as decision making with regards to the firm's strategy to embark on these dimensions (Jebna & Baharudin, 2015). The future possibility allows firms to lead the market and gain benefits for first-mover profits in the market, as customers could identify them for urgent actions and force competitors to emulate approach. It permits competitors to implement new concepts by forestalling and being aggressive for new opportunities once acknowledged (Lumpkin & Dess, 1996).

Proactiveness refers to the forecasting and taking actions on future desires and demands in the marketplace, thereby forming a first-mover benefit against competitors (Lumpkin & Dess, 1996). Proactiveness shows the firm's activities in taking advantage of and quickly responding to any anticipated evolving opportunities. It is the process of developing and introducing what could be an enhancement in a product (Lumpkin & Dess, 1996). A proactive firm would have advantages from its first mover status because it is able to capitalise on market opportunities.

This is the best strategy to compete in the business world. As the first to introduce new products or services, the firm can capture extraordinarily high profits and have a head start in establishing brand recognition (Lumpkin & Dess, 1996). Being the first to introduce products or services would generate customer loyalty due to the high substituting expenses. Therefore, based on the theoretical argument, this study formulates the following proposition.

Proposition: *Proactive behaviours influence ex-juvenile entrepreneurs' delinquent behavioural change.*

2.6.1.5 Competitive Aggressive Orientation

Competitive aggressiveness refers to a firm's propensity to directly and strongly challenge its competitors to achieve entry or improve position; that is, to outperform industry rivals in the marketplace (Lumpkin & Dess, 1996). Competitive aggressiveness orientation has several and varied calculated and strategic indicators. For instance, Porter (1985) outlined a number of common "offensive strategies" for achieving and maintaining competitive advantage.

The roles of *"pre-emptive strategies"* (MacMillan, 1983) and *"competitive initiative"* (MacMillan, 1982) are vital in capturing advantageous competitive positions. Kotler and Singh (1981) described the prevalent types of *"marketing warfare tactics"*. Rothschild (1984) discussed the use of surprise in gaining an offensive competitive advantage. Lieberman and Montgomery (1988) identified the various means through which pioneering or *"first-mover"* firms typically achieve competitive advantage.

Lamkin (1988) investigated relationships among order of entry into a market (pioneer, early follower, and late entrant), competitive strategy variables, and firm performance. The theory gives prescriptions on how small businesses should be managed. One commendation is that small businesses emphasise their efforts on well targeted market sections that bigger competitors are expected to overlook (Broom, 1971; Cohn & Lindberg, 1974). Small businesses are recommended to compete on the ground of customer service,

product specialisation, and customisation, rather than price (Stegall et al., 1976; Deeks, 1976).

Similarly, business performance and profitability are frequently measured as an absolute measure in theoretical models (Keats & Bracker, 1987; Hofer & Sandberg, 1987; Herron & Robinson, 1993). The entrepreneur's demographic, emotional and behavioural characteristics, as well as his entrepreneur's managerial skills and technical know-how are habitually mentioned as one of the most influential factors related to business performance and successful entrepreneurs.

Equally, competitive aggressiveness orientation behaviours are eventually concerned with the long-term performance of the question related to competitors' behaviours, which is the effect of being competitive. Nevertheless, competitive behaviours are also concerned with what factors that led to being competitive, as well as how it can be attained. For example, in Oral's (1986) model of the competitive aggressiveness of businesses, competitiveness is a purpose of the firm's business controlling, its cost advantage, and the political economic environment around it, suggesting the need for equally external and internal attentions of competitive aggressive behaviours.

The prevailing theories and findings in the relationships between individual level entrepreneurial orientation and firm's performance into a theoretical framework allows further theoretical development of competitiveness behaviours influence (Cooper & Gascon, 1992; Murphy et al., 1996). Moreover, competitiveness is a concept often related to the long-term performance of businesses and success. The study shows how it can be applied to the ex-juvenile entrepreneurial competitiveness orientation behaviours context.

This study introduced the concept of competitiveness orientation particularly at the individual level and its application into ex-juvenile entrepreneurial activities. The research makes known the individual competitiveness orientation behaviours approach towards studying ex-juvenile entrepreneurial competitiveness orientation behaviours, and explains how entrepreneurial orientation competitiveness behaviours influence their delinquent behavioural change.

The theory revealed that competitive strategy influences firm's performance and firms as first-mover naturally achieve a competitive advantage; but the theory overlooked weather competitive aggressiveness can influence ex-juvenile entrepreneurial activities and their subsequent delinquent behavioural change. Based on the theoretical argument, this led the study to formulate the following proposition.

Proposition: *Competitive aggressive behaviours influence ex-juvenile entrepreneurs' delinquent behavioural change.*

2.6.2 The Social Cognitive Theory (Bandura, 1986)

The multi-disciplinary nature of the social cognitive theory offers a dynamic approach that engages in a scientific study of how people's thoughts, feelings, and behaviours are influenced by the actual, imaginary, and implied presence of others (Allport, 1985). The mark of such an approach therefore is its privilege that social interaction enlightens cognitive processes through a triadic reciprocal process in which behaviours, personal factors and environmental events all operate as interacting determinants of each other. Bandura (1997) explains that it is basically through their actions that individuals produce environmental conditions that affect their behaviours in a mutual manner.

The experiences generated by behaviours also comparatively determined what an individual develops and can do which in turn affects succeeding behaviours. By extension, when individual alters their assessment or approach to the situation, these practices will also be different based on personal characteristics of age and individual behaviours. Social Cognitive Theory (Bandura, 1986) is a successful model for exploring interest in vocation as multiple aspects and constructs relate directly to entrepreneurship. People's beliefs about their success affect the goals they set, the actions they take, and their behaviours. Bandura (1986) is a model that examines interest in career (entrepreneurship), as various aspects and constructs relate to entrepreneurship. For instance, individual's beliefs about their success affect their goals, the activities and their behaviours (Bandura, 1986).

On the premise of reciprocal determination, these environmental factors interrelate with exceptional individual factors. In this regard, Bandura (1989) introduced five basic and unique human capabilities (symbolising, forethought, observational learning, self-efficacy and self-reflection) that provide them with the cognitive and evaluative means of modifying the above process. Meaning as a theoretical construct works through the identification and brightness of the significance of symbols as the mechanism for engaging in cognitive thought processes based on observations (behavioural guides) for future courses of action about the environment. Forethought speaks of the person's capacity to motivate and guide actions anticipatorily (Bandura, 1989).

The theory suggests that these self-regulatory mechanisms mediate external influences and become the theoretical basis for self-efficacy (person's belief in his ability to reproduce behavioural attitude), thus tolerating individuals to have some extent of personal control over their opinions and activities, incentives and feelings (Bandura, 1989). Self-

efficacy as a personal and social construct remains one of the core concepts of social cognitive theory (Bandura, 2001; Luthans & Ibrayeva, 2006). People's decision of their capabilities to organise and execute courses of action is required to attain designated types of performances (Bandura, 1986).

Accordingly, embedded in the social cognitive theory are the related constructs of self-regulation and self-reflection. With reference to the former, it reflects an overriding general principle that places greater emphasis on the ways in which personal factors mediate the relationship of the environment to the adopted attitudes.

Self-reflection, more specifically, points to people's capacity to reflect upon and internalise their own successes or failures. One achieves the latter when he or she identifies that ability to perform. These personal cognitive processes however are not devoid of social influences, in which for Bandura (1986) virtually all learning phenomena, resulting from direct experience, can occur vicariously by observing other people's behaviours and its consequences for them. This capacity to learn by observation also becomes the basis upon which individuals generate and regulate their own attitudes and behaviours.

2.6.2.1 ESE in Business Start-up and Proposition Formulation

The concept of entrepreneurial self-efficacy is grounded in the socio-cognitive approach that simultaneously examines the dynamic interaction between the individual and the environment by explaining how cognitive, motivational and affective processes are implicated in an individual's decision to engage in entrepreneurial activities (Baron, 1998; Shane & Venkataraman, 2000; Baron, 2004) and how these processes are shaped by environmental and market factors (Mitchell et al., 2002).

Furthermore, self-efficacy in the Bandura theory established the context of a descriptive model of human behaviour, in which self-efficacy influences expected outcomes of behaviour, but not vice- versa (Bandura, 1986, 1995, 1998, 2004, 2006). Self-efficacy beliefs use different effects through cognitive, motivational, emotional, and decisional processes. Self-efficacy beliefs affect whether individuals think positively or negatively, in self-attractive or self-weakening conduct (Mark & Campbell, 2011).

Hence, self-efficacy shows the beliefs about one's ability or capacity to execute behaviour successfully. The multi-disciplinary nature of the social cognitive theory offers a dynamic approach that engages in a scientific study of how people's thoughts, feelings, and behaviours are influenced by the actual, imaginary, and implied presence of others (Allport, 1985).

Moreover, it clarifies that people tend to engage in activities based on their sense of competence. Entrepreneurial self-efficacy encompasses individuals' beliefs regarding their capabilities for attaining success and controlling cognitions for successfully tackling challenging goals during the business start-up process. Research revealed that self-efficacy of entrepreneurs has emerged as a significant theory for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes (Boyd & Vozikis, 1994; Chen et al., 1998; Baum et al., 2001; Markman et al., 2002; Krueger, 2003; Segal et al., 2005).

Despite the fact, Bandura theory assumed self-efficacy influences expected outcomes of behaviour but ignore delinquent populace behaviours, particularly ex-juvenile entrepreneurs. Based on the theoretical argument, this study formulates the following proposition.

Proposition: *Entrepreneurial self-efficacy in business start-up influences ex-juvenile entrepreneurs' delinquent behavioural change.*

2.7 Conceptual Framework

Dills and Romiszowski (1997) and Landerer (2013) described research framework as a lens used in developing the knowledge for understanding the underlying concept of the study. This conceptual framework has been developed to explore the issue of delinquent behavioural change influenced by IEO and ESE among ex-juvenile entrepreneurs in Katsina state, Nigeria.

The research framework of this study will build on the ground mixture of EO theory (Lumpkin & Dess, 1996), and Social Cognitive Theory (Bandura, 1986). The theory is a guide to achieve the objectives of the study. For the existing conceptual framework, major theories and various underpinning concepts were reviewed for the present work. In this conceptual framework, the study determined to summarise the key concepts in order to bring out the contributions made by the present research.

The present conceptual framework attempted to link the major parts of the study to all aspects of theoretical inquiry; in particular, the conceptual framework designed an analytical course towards understanding EO influence. It has been revealed to influence firm performance, profitability, growth and product innovation in entrepreneurial firms (Johan & Dean, 2003; Avlontis & Salavou, 2007; Moreno & Casillas, 2008; Tang et al., 2008).

Equally, self-efficacy in the Bandura theory established the context of descriptive model of human behaviour, in which self-efficacy influences expected outcomes of behaviour, but not vice- versa (Bandura, 1986c; 1995, 1998, 2004, 2006b). Self-efficacy

beliefs use different effects through cognitive, motivational, emotional, and decisional processes. Efficacy beliefs affect whether individuals think positively or negatively, in self-attractive or self-weakening conduct (Mark & Campbell, 2011).

Research revealed that self-efficacy of entrepreneurs has emerged as a significant theory for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes (Boyd & Vozikis, 1994; Chen et al., 1998; Baum et al., 2001; Markman et al., 2002; Krueger, 2003; Segal et al., 2005). Therefore, the Bandura theory assumed self-efficacy influences expected outcomes of behaviour.

The diagram in Figure 2.1 represents the research framework of the current research exercise, which aims to contribute knowledge on the EO Theory, SCT, and self-efficacy in business start-up. In the diagram (Figure 2.1), dash square lines are drawn for the purpose of exhibiting existing knowledge from the theory, as well as to represent contribution to the existing EO and SCT framework. The dash arrow line is showing entrepreneurial orientation dimensions as pointing to delinquent behavioural change. Similarly, the dash arrow line is pointing from the entrepreneurial self-efficacy to behavioural change as well.

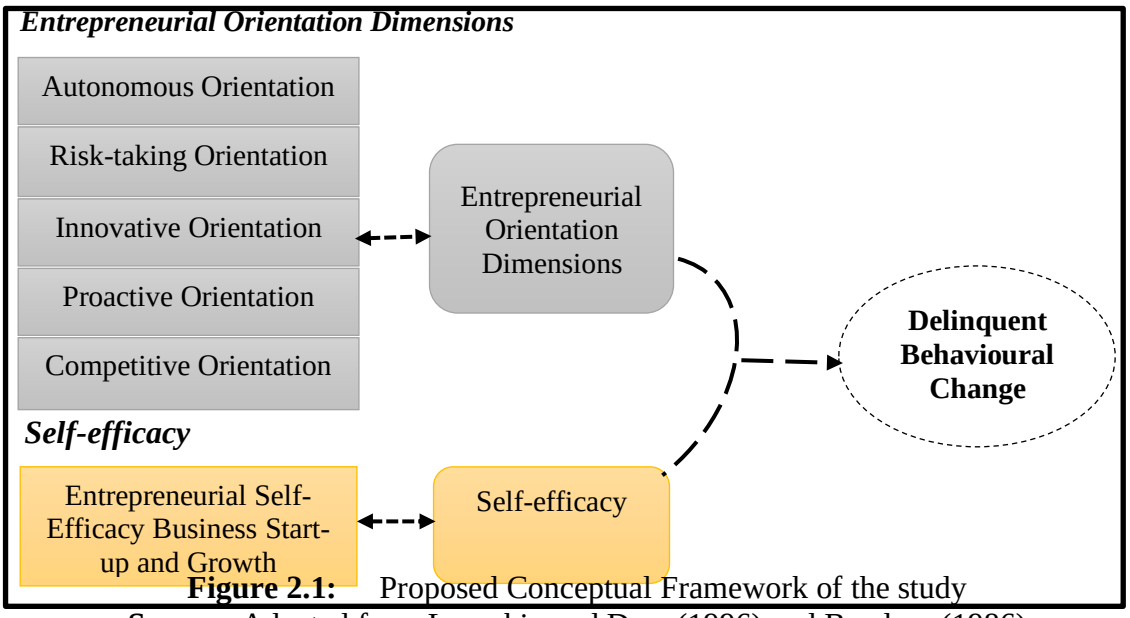


Figure 2.1: Proposed Conceptual Framework of the study

Source: Adapted from Lumpkin and Dess (1996) and Bandura (1986)

This proposed conceptual framework guided the study to understand how IEO dimensions and ESE in business start-up influence ex-juvenile entrepreneurs' delinquent behavioural change. When engaging in entrepreneurial activities, ex-juveniles need to be predisposed to entrepreneurial orientation behaviours, namely precision of knowledge, strategy to think and can manage the outcome of their decisions in entrepreneurial activities; as a result, ex-juvenile entrepreneurs are likely to succeed.

On the other hand, ex-juvenile entrepreneurs with EO behaviours are crucial to their entrepreneurial activities. EO behaviours encourage ex-juvenile entrepreneurs to rely on initial value or piece of information when faced with business decision. All these EO behaviours might have different influence on ex-juvenile entrepreneurial activities and subsequent behavioural change which is needed to enable ex-juvenile entrepreneurs to continue entrepreneurial operations to increase sales and profit.

Normally, entrepreneurial orientation behaviours tend to increase the performance and profitability of their business if they have better practice of entrepreneurial orientation

behaviours. However, the level of EO behaviour influence depends on the how ex-juvenile entrepreneurs perceive EO behaviours and business performance and its impacts.

Moreover, ex-juvenile entrepreneurs under EO behaviours increase business performance and thus want to make gains to make personal wealth. In doing so, such ex-juvenile entrepreneurs evaluate outcome in terms of advantages over competitors instead of the traditional returns. Ex-juvenile entrepreneurial orientation behaviours reappearance profile of the expected performance with increasing performance and incomes.

Finally, entrepreneurial self-efficacy (ESE) business start-up in terms of knowledge, ability, future outcome, success, and performance are likely to influence ex-juvenile entrepreneurial self-efficacy and subsequent delinquent behavioural change, to narrow their expected behavioural change in the future as they focus much on opening necessity-based entrepreneurship to determine the expected outcome. IEO and ESE can determine the extent of expected earnings.

2.8 Summary of the Chapter

This chapter covered the review of relevant literature in relation to the phenomenon under study. The chapter presented various concepts and definitions on entrepreneurship orientation. Entrepreneurial orientation has been identified as a strategic influence for evaluating firm performance. Several earlier EO studies stated the influence of EO and firm performance. This study proposes that EO dimensions of innovativeness, proactiveness, risk-taking and competitive aggressiveness will influence delinquent behavioural change in Nigerian. EO and ESE will be measured in existing study among ex-juvenile entrepreneurs.

Also, review of literature on entrepreneurial self-efficacy was as well presented. Furthermore, an extensive review of empirical evidence in relation to the research problem, theoretical underpinning of the study and identified research gaps from literature were also documented in this chapter. Based on the literatures review, a conceptual model and propositions has been developed, which will be followed closely with theoretical foundation on which the study proposed. The succeeding chapter 3, presents methodology of the study.

CHAPTER 3

RESEARCH METHODOLOGY

3.1 Introduction

The purpose of this study to explore how EO influences ex-juvenile entrepreneurial activities and the influence their subsequent delinquent behavioural change. The literature reviewed on EO dimensions influence, and ESE in business start-up, but several research questions are still unexplained. Therefore, this chapter is to address these questions to fill in the gaps in existing literature to achieve the itemised objectives of the study. The details of the systematic approach adopted are discussed.

The research employed qualitative approach to investigate individual entrepreneurial orientation behaviours influence towards ex-juvenile entrepreneurial orientation and delinquent behavioural change. The qualitative method is accepted and applied in studies such as investor behaviours (Tijjani et al., 2009; Mohamad & Perry, 2015). The sample is from ex-juvenile entrepreneurs who are engaged in entrepreneurial activities in Katsina state, Nigeria. The location was selected because all of the participants are residence of Katsina town and the reformatory centre is located nearby. Purposive sampling was employed to select the participants (Orobia et al., 2013). We invited and conducted interviews based on participants' conveniences through formal invitation letters.

The study employed semi structured interview (open ended interviews) for data collection. Semi structured interview involves planned questions with recognised themes and conducted in an organised and constant manner, and interfered with probes planned to prompt more response elaboration (Qu & Dumay, 2011). The main focus in this type of data

collection is on the interview guide. Integrating a sequence of wide themes to cover during the semi structured interviews help in directing the interview to the main issue under investigation. The reason why semi structured interview is chosen is because of its accessibility, flexibility, logical and capability of revealing vital and unobserved sides of human behaviours (Qu & Dumay, 2011).

Similarly, the interview guide was developed after a thorough review of EO and SCT self-efficacy in business start-up theory and literature. The interview was audio recorded and transcribed verbatim. The interviews lasted for about 30 minutes to 1 hour. Likewise, according to Guest et al. (2006) and Malterud et al. (2015) 6 to 10 interviews with diverse knowledge and experiences may offer sufficient data in semi structured interview. Purposive sampling of 10 interviews of single case study were conducted in Katsina state, Nigeria between March 2019 to October 2019.

Interview questions were open-ended in nature and designed to allow the participants (ex-juvenile entrepreneurs) to express themselves in detail about what the research proposed to find out in a comfortable manner (McCluskey et al., 2010). The same set of questions were presented to the participants (ex-juvenile entrepreneurs). Participants information is strictly confidential. The recorded interview was listened and transcribed. Thematic analysis and NVivo 12 Pro computer software were used to organise and analyse the data gathered. Researchers use qualitative research methods when the purpose of the research is to explore a human issue in the real world and reflect on the why and how the issue occurs (Yin, 2015).

Qualitative methods are seen as a broad group of empirical actions designed to illustrate and interpret the knowledge of research participants in a context of a particular setting (Denzin & Lincoln, 2000). Qualitative research involves human encounters regarding

the quality and prospect of what the outcomes of the inquiries could indicate to the research stakeholders (Draper, 2004). The chapter outlines the data collection methods that used to analyse and collect data for the study; the chapter covered the research design, philosophical assumption, population of the study, the target population, sample size, sampling technique, and methods of data collection.

3.2 Research Approach Justification

Management inquiries have several approaches to deal with and depend on the appropriateness of an inquiry. The choices of research methodology depend upon the nature, the context it holds and objectives determined which need to be adopted for the inquiry (Creswell, 2007). There are three known and major approaches in research which are quantitative, qualitative and mixed. The qualitative inquiry elicits data through open-ended and in the non-numerical form, thus it requires exploring the meanings of the data from the individual's point of view (Williams, 2007).

The researcher employed qualitative research approach to examine ex-juvenile entrepreneurial orientation and ESE in business start-up influence towards ex-juvenile entrepreneurs' delinquent behavioural change in Nigeria. The study has a multiple reality because the researchers are investigating about the individual perception about a phenomenon as the objective of the study comes from different perspectives which comprise human feeling, behaviours, emotion and this required an in-depth understanding of the phenomenon which cannot be measured using the quantitative approach.

The present study is also set to analyse the findings through themes and are not based on numerical as in the quantitative. The motive for selecting the qualitative inquiry is that

knowledge generation of this research is more illustrative in nature and requires examination about the phenomena being studied. The qualitative inquiry is chiefly an investigative approach that answers the apprehension of different concepts, thoughts and opinions deeply by expressing the problems of the participants (Jamshed, 2014).

Furthermore, the qualitative data is discovered in the real settings than the artificial environment or manipulated settings (Clifton & Hand, 2003). Thus, the present study was also exercised in the real environment involving ex-juvenile entrepreneurs, setting the place for them to interact on the subject in order to collect their views. The perspective cannot be calculated in the figures. A perspective is available on the individual domain with his surroundings, experiences and environment (Efron, 1969) that requires real setting to be explored in the field.

Hence, the researcher in a qualitative research domain is more inclined to accumulate data in the natural settings. Denzin and Lincoln (2005) explained that researchers in qualitative research are "*attempting to make sense of, or interpret, phenomena in terms of the meanings of people bring to them*".

Therefore, in this qualitative inquiry, the purpose is gathering data to understand the meaning from the individual's viewpoint. In addition, the majority of studies conducted on EO are based on firm's performance, hence it used the quantitative measures for investigating the data. Hence, the qualitative method of inspecting research merged meanings with direct contact from ex-juvenile entrepreneurs to learn about points of convergence and deviation relating to ex-juvenile entrepreneurial orientation.

3.3 Qualitative Research Methods

This qualitative study is consistent with the interpretive paradigm and the subject of inquiry. This method offers the researcher a deeper understanding of the nature of ex-juvenile entrepreneurial orientation behaviours. To gain this knowledge, a review of these EO behaviours is conducted as the central issues require understanding due to lack of knowledge in ex-juvenile entrepreneurial orientation (Dowing, 2012; Sonfield, 2013). Considering the nature of knowledge or the phenomena, the study adhered to Strauss and Corbin's (1998, pg. 11) ideas that:

> *"qualitative methods can be used to obtain the intricate details about phenomena such as feelings, thought, processes, and emotions that are difficult to extract or learn about through more conventional methods".*

This method assumes that reality or knowledge, like ex-juvenile entrepreneurial orientation is subjective and entrenched in the mind of individuals which is essential to be explored through the involvement process (Lietz & Zayas, 2010). Through interactions with the ex-juvenile entrepreneurs, the required knowledge would be acquired. Similarly, Myers (2009) maintains that qualitative inquiry also allows the researcher to understand the phenomena from the perspectives of participants when they interpret the meaning of their experiences as in EO behaviours and ESE and the influence and what meaning they assign to their decisions and experiences.

Overall, this technique presented an opportunity to explore and address the research questions which otherwise would be impossible with quantitative research methods which are suitable for exploring causal relationship or testing hypothesis which would ignore some

vital information of interest as participants would not have the opportunities to freely and comprehensively express in detail their ESE and EO behaviours of their entrepreneurial performance and delinquent behavioural change.

Considering the above argument, qualitative study is more suitable for this study since the qualitative research approach is suitable to achieve the study objectives. Adopting qualitative technique is the most convenient for exploring and gaining understanding into issues about a distinctive phenomenon that is very little known (Domegan & Fleming, 2007).

3.3.1 Case Study Approaches and Applicability

According to Stake (2005) describes three types of case studies approaches to scientific examination according to researcher's intent or interest as instrumental, intrinsic, and collective. The collective case study involves studying multiple cases in order to obtain and gain better appreciation of a particular phenomenon while instrumental case study is applied to gain understanding of a particular phenomenon or to redraw generalization.

In contrast, intrinsic case is undertaken because of particular interest in the phenomenon. it is intrinsically interesting where the purpose is not to come to understand some abstract construct or generic phenomenon; nor is the purpose theory building, rather, the study is undertaken because of an intrinsic interest. The intrinsic aspect is how ex-juvenile entrepreneurs follow their behaviors to make decisions to maximize performance.

These approaches are however not mutually exclusive, but its application in the research inquiry. The study undertook an intrinsic case study approach to examine the issue of delinquent behavioural change among ex-juvenile entrepreneurs, but it developed into

instrumental case study approach seeking to understand how EO and ESE influence delinquent behavioural change.

3.3.2 Research Design (Case Study)

Yin (1994) defined a case study as "an empirical inquiry that investigates a contemporary phenomenon within its real-life context, especially when the boundaries between phenomenon and context are not clearly evident, and relies on multiple sources of evidence". Additionally, Yin (1994) explained that a case study is a comprehensive research strategy that deals with situations "in which there will be more variables of interest than data points relying on multiple sources of evidence, with data needing to be converged in a triangulating fashion, and that benefits from the prior development of theoretical propositions to guide data collection and analysis".

Equally, analysts Saunders and Tosey (2012) have confirmed that the social science studies that are based on the contemporary phenomenon under the real-world examples can be conducted using the case study design. Since the current study is also based on a social science and management phenomenon in which ex-juvenile entrepreneurs and their delinquent behavioural change is required to be understood, thus, the case study research design is expected to be the best appropriate approach. It may support in generating significant results by understanding the entrepreneurial orientation behaviours and ESES influence on ex-juvenile entrepreneurs' delinquent behavioural change in the Katsina state.

As mentioned by Libby et al. (2002), the case study research design is a major evaluation of a single unit to begin key description and draw interpretation, thus, it is expected to be effective in the final research to see the situation after the intervention of this

study in the Katsina state. To formulate the case of Katsina state, numerous peer-reviewed articles and e-books have been selected to be used to gather data as the most common sources focused on this kind of research strategy.

The research design is the process where data is investigated and presented in this research. This section is set to unfold the narratives of ex-juvenile entrepreneurs during fieldwork related to answer the research objectives. The research design for this qualitative research carries one processing of data collection that represents rich knowledge and information provided by the research participants in this study. Hussey and Hussey (1997) argued that it is vital for the researcher to formulate the right choices for the accomplishment of suitable research process.

Therefore, semi structured interviews were employed and conducted for case study data collection in the present research study since it is suitable to observe and gather ex-juvenile entrepreneurs' insights and accounts related to their perspective on entrepreneurial orientation and participation. The research design enables the researcher to outline his boundaries which aids to identify the type of investigation that needs to be conducted, define study settings and determine the other issues which are related to the present study.

This research design provides the direction for this qualitative study to be conducted. The application of appropriate research design is very important in order to answer the research questions of any study as in this study which examines ex-juvenile entrepreneurial orientation behaviour and ESE influence (Polit et al., 2001). Outstanding to the nature of the ex-juvenile entrepreneurial orientation behavioural and ESE influence, this study employed the guidance of Yin (2003, pg. 13).

"A case study as an empirical inquiry examines a contemporary phenomenon within a real-life context, especially when the boundaries between phenomenon and context are not clearly evident".

A case study design allows the researcher to understand and address critical issues about the phenomena, for instance (i) How ex-juvenile entrepreneurial orientation behaviour, EO dimensions and ESE influence entrepreneurial activities, performance and decision; (ii) capture the EO and ESE influence on ex-juvenile entrepreneurs delinquent behaviours, without guidance of the behaviours of the participants; or (iii) understand the boundaries between the phenomenon (IEO) and context (ex-juvenile entrepreneurs in Katsina state, Nigeria) Yin (2003).

Likewise, *"A case study is a common framework for conducting qualitative research"* as compared to other qualitative designs such as ground theory, narrative research ethnography, and phenomenology (Stake, 2000).

Firstly, the choice of case study research is to develop in-depth description and analysis of cases (Creswell, 2018) as in this research. That means using ethnography, for instance, which focuses on "shared belief or cultural values of a group" or "behavioural patterns of group of individuals" would not allow the researcher to understand the subjective experience and perspectives of individual ex-juvenile entrepreneurs to develop comprehensive understanding of the phenomenon, entrepreneurial orientation behaviours in their business activities and ex-juvenile entrepreneurs' delinquent behavioural change.

Secondly, the unit of analysis of case study can be a programme, an event, an activity, a process, or one or more individuals (Creswell, 2003, pg. 15) and other influencing factors

(Roselle, 1996) which in this study is ex-juvenile entrepreneurs rather than studying the shared belief or common culture and process or interactions involving several individuals as in the grounded theory and ethnography study (Leedy & Ormrod, 2001; Creswell, 2018). This implies that the unique behaviours of ex-juvenile entrepreneurs would be lost due to adjustment of behaviours, suggesting that ex-juvenile entrepreneurs in Katsina state, Nigeria have the same level of EO behaviours, and ESE in business start-up in entrepreneurial activities and performance decision.

Thirdly, case study differs from other qualitative research because the research problem aims at providing a comprehensive understanding of how ex-juvenile entrepreneurial orientation behaviours influence entrepreneurial activities and performance based on behavioural instead of telling stories of individual ex-juvenile experience in business activities. Thus, case study provides the researcher with opportunity to learn more about a little-known situation (Leedy & Ormrod, 2001, pg. 149).

3.3.3 Exploratory Case Study

Although case studies can be explanatory or descriptive (Yin, 2003), this study adopted the exploratory case study only. This method is mostly essential for exploring the views of the subjects (ex-juvenile entrepreneurs) on the phenomena (delinquent behaviours) to discover multiple perspectives. Furthermore, it gives the researcher enough opportunity to explore any emergent phenomena in the data for a deeper appreciation that is not suitable for hypothesis testing (Yin, 2003; Seale, 2006).

Therefore, this approach is more relevant to this study since the researcher sought to answer questions such as, how does the EO influence delinquent behavioural change and

how does ex-Juveniles' entrepreneurs were influenced ESE, ex-juvenile entrepreneurial self-efficacy activities and subsequent delinquent behavioural change?

3.3.4 Intrinsic Case Study

Stake (2005) describes three types of case studies according to the researcher's intent or interest as instrumental, intrinsic, and collective. The primary purpose of instrumental case study is to provide understanding of a phenomenon or to redraw generalisation. Subsequently, the case study is of secondary interest which plays a supporting role and facilitates the understanding of something else. Nevertheless, in this research, the case is of particular interest to the researcher, hence the intrinsic case study is chosen.

> *"The intrinsic case study is undertaken when the researcher is interested in the particular case itself it is intrinsically interesting where the purpose is not to come to understand some abstract construct or generic phenomenon" nor is the purpose "theory building"* rather*, "the study is undertaken because of an intrinsic interest"* Stake (2005, pg. 445).

Notwithstanding ex-juvenile entrepreneurs in Katsina, there is a lack of understanding of formal entrepreneurial management when they make crucial business decisions (Donkor, 2015) on a daily basis to enhance business routine. The entire business management decisions are related to activities where receivables are not formal rather informal (Reynolds et al., 2002; Amorós et al., 2019), and the experiences and personal attributes of ex-juvenile entrepreneurs have become the framework for necessity-based entrepreneurship decisions, instead of theories (Ayoade & Agwu, 2016). For this purpose,

an inquiry into ex-juvenile entrepreneurial orientation subjective to delinquent behavioural change decision is reasonable.

3.3.5 Single Case Study

Single case study is a study that involves one particular phenomenon (a thing, process, event) or a single group, for e.g., a group of ex-juvenile entrepreneurs (Yin, 1994; Stake, 2000; Yin, 2003). Therefore, this study adopted a single case study as described by these scholars. This method assumes that a single case study can lead to *"development in-depth description and analysis of cases"* (Siggelkow, 2007; Creswell, 2018) and also create ***"better theory"*** (Dyer & Wilkins, 1991).

Additionally, Dyer and Wilkins (1991) claimed that single case study is better than multiple case study in terms of content and theorising as the researcher has the opportunity to question existing theoretical relationship and develop new ones to gain a deeper investigation of the phenomenon.

3.4 Participants Inclusion and Exclusion Criteria and Sample Selection

The population for this study is ex-juvenile entrepreneurs in Katsina state, Nigeria. This study purposefully focused on ex-juvenile entrepreneurs because of the research problem, purpose of the study and research questions stated in sections 1.3 and 1.5 separately. These ex-juvenile entrepreneurs are all males with varied educational background, mixed delinquent behaviours, mixed varied skill acquisition experiences, diverse business activities, age group and wide-ranging estimated annual income.

The participants of the study are the residents of the Katsina state for the inclusion criteria, and it was decided to involve only ex-juveniles who are presently engaging into a different entrepreneurial activity and who were served and released from Katsina state reformatory centre (ex-juvenile) and capable of understanding the purpose of the study. However, those that are below 18 years old as at the time of admission into the reformatory centre were considered even though presently, they are above 18 years during the interview.

This is because the study is based on understanding the ex-juvenile entrepreneurs and not juveniles, so participants should be ex-juveniles only with no age barrier (as depicted in appendix depicting the demographic profile of ex-juvenile entrepreneurs). The ex-juvenile entrepreneurs who were recruited as participants were those who were at their market and business places managing or partaking part of physical and legal businesses in order to ensure by the researcher that they are individual owners or partners of the enterprises as they claimed.

3.4.1 Recruitment of Participants and Sample size

Considering the debate on appropriate sample size for qualitative research (Dworkin, 2012) and present study, several studies' perspectives show that qualitative studies do not aim at making statistical inference, and thus the sample size should not be an issue (Onwuegbuzie & Leech, 2005). This implies that there is no specific criterion for determining the actual sample size in this study. The data saturation point is where there are no new information or new emerging themes from the data from the end of one interview to another interview (Guest et al., 2006; Milena et al., 2008; Ramli, 2011; Silverman, 2015; Boddy, 2016).

The idea of data saturation points that single case or interview is adequate to determine the actual sample size. This idea of sampling until data saturation is reached can be used as a justification for the use of a sample size in any qualitative research which is guided by this idea. The main reason why data saturation serves a useful criterion for sample size is the notion that once the saturation is attained, the results should be capable to make some degree of generalisation (Boddy, 2016) through inductive reasoning.

Based on the above digest justifications, a sample size of ten (10) ex-juvenile entrepreneurs from different entrepreneurial activities were selected and interviewed. The outcome of subsequent interviews produced no new themes. Expert replication of existing pattern in the data is done. The justification for this sample is in line with early studies which have suggested the standard guideline for qualitative inquiries.

3.5 Data Collection Technique and Sampling Techniques

This study employed primary data and the process of gathering data was considered and agreed between both parties since the environment or settings in which the research is conducted can impact the data analysis (Denzin & Lincoln, 2005). During the data collection, participants were able to schedule the convenient time for their interview and allowed for the set date of re-scheduling their interview in the case of any emergency or sudden inconveniences of the earlier schedule. These processes helped participants to be interviewed at their convenience to generate the accurate findings (Blomberg et al., 2017).

The researcher will use primary methods of data collection by conducting personal interviews via self and research assistants if the case may be. All relevant information that

has been used by the past researchers or organisational bodies for other research purposes will be considered.

On the other hand, purposive sampling technique which is considered more suitable for this study is applied in the selection of participants, purposive sampling technique will give room for the researcher to sample those participants who have an in-depth information about the phenomena under research. It will also permit the researcher to collect data only from the participants that fulfilled the design conditions (Creswell, 2013).

3.6 Trustworthiness and Dependability (Validity and Reliability)

According to Phelan and Wren (2005) reliability is the degree to which an assessment tool produces stable and consistent results while validity refers to how well a test measures what it is purported to measure. In order to ensure reliability and validity in qualitative research, the examination of trustworthiness is crucial. Seale (2004) argues that while establishing good quality study in qualitative research, *"trustworthiness of a research report lies at the heart of validity and reliability"*. When judging or testing qualitative work (Strauss & Corbin, 1990), the usual standards of good science require redefinition in order to fit the realities of qualitative research.

According to Healy and Perry (2000) emphasise that the quality of a study in each paradigm should be judged by its own paradigm's terms. For example, while the terms Reliability and Validity are an essential criterion for quality in quantitative paradigms, in qualitative paradigms the terms trustworthiness and dependability are essential criteria for qualitative work (Lincoln & Guba, 1985).

Reliability and validity of a qualitative study are always questioned and can be geared to different issues (Golafshani, 2003) such as credibility, dependability, transferability, and conformability, which all together are called trustworthiness problems (Yilmaz, 2013). In order to improve the reliability and validity of the current research, trustworthiness has been ensured using different strategies such as member checking, self-checking, content-based evidence, throwback questioning, participants validation, and data triangulation. With regard to this study, the data collected can be confirmed reliably through the following procedures used to collect data of the current research.

Firstly, the data is trustworthy as the data sources are acknowledged; this means that these data are from original source of information that have been identified as selected participants i.e., ex-Juveniles' entrepreneurs. Second, there is careful record keeping, demonstrating a clear decision trail and ensuring interpretations of data are consistent and transparent throughout the data analysis and presentation. Thirdly, there is a comprehensive established comparison seeking out similarities and differences across accounts to ensure different viewpoints are represented perfectly.

Fourthly, the current study has managed to include rich and thick verbatim descriptions of participants' accounts to support findings. Fifthly, the study endeavoured to demonstrate clarity in terms of thought processes during data analysis and subsequent interpretations. Sixth, the current research largely considered the essence of engaging with other researchers through previous studies to reduce research biasness.

Seventhly, the present study considered the respondent validation by inviting participants to comment on the interview transcript and whether the final themes and concepts created adequately reflected the phenomena being investigated. Lastly, the study

put into consideration the issue of data triangulation whereby different methods and perspectives helped to produce a more comprehensive set of findings.

3.6.1 Confirmability

Confirmability is the degree to which the findings of the research study could be confirmed by other researchers. Confirmability is concerned with establishing that data and interpretations of the findings are not fabrications of the inquirer's imagination, but clearly derived from the data (Whittemore et al., 2001). Conformability indicates the neutrality of the study in terms of unbiased information and findings. The researcher confirmed results over member checks Lincoln and Guba (1985); Creswell (2003) and participants validation (Bloor, 1978; Lincoln & Guba, 1985).

In order to obtain participants' validation, the researcher presented the interview transcripts to ex-juvenile entrepreneurs to check for accuracy of information, and emergent themes, that is, if they see their personal responses reflected in any part or all the transcripts. In terms of member checks, the researcher asked ex-juvenile entrepreneurs to comment on the exactness of their personal direct quotes and required their consent to use their "verbatim quotes". All the 10 participants confirmed that the summary of findings and verbatim quotes adequately and accurately represented their interpretations about IEO behaviours on their entrepreneurial activities and subsequent delinquent behavioural change.

3.6.2 Credibility

Credibility is the confidence that can be placed in the truth of the research findings. Credibility establishes whether the research findings represent believable information drawn from the participants' original data and correct interpretation of the participants' original

views (Lincoln & Guba, 1985). Credibility includes the objective and subjective elements of the trustworthiness of the source or message. Credibility has two key elements: trustworthiness and expertise, which both have objective and subjective components (Hilligoss & Rieh, 2008).

Credibility confirms the concept of internal consistency, whereby the focus is placed to grasp what the selected research process measure is essentially intended and what ways are adapted to convey the message to other people (Marshall & Rossman, 2010; Flick, 2014). In order to focus on these factors, credibility has been accomplished by selecting the best qualitative research methods, utilising peer interviews for negative case study analysis as well and developing extended engagement with individuals along with constant observations.

3.6.3 Dependability

Dependability is all about the stability of findings over time. Dependability involves participants' evaluation of the findings, interpretation and recommendations of the study such that all are supported by the data as received from participants of the study (Lincoln & Guba, 1985). Dependability is mainly related to the primary challenge that whether the researcher employs appropriate methods in terms of carrying out research in an expected duration (Laprie & Randell, 2001). To improve the trustworthiness of the research, dependability has been achieved through the use of more than one covering approaches, including the semi structured interview to generate more reliable information at the minimum possible period.

3.6.4 Transferability

Transferability is the degree to which the results of qualitative research can be transferred to other contexts or settings with other respondents (Lincoln & Guba, 2000). The researcher facilitated the transferability judgment by a potential user through thick descriptions (Irene & Albine, 2018). Thus, transferability is the responsibility of the researcher to ensure the effective participation of people or audience by enabling them to simplify the results to their own context that can be applied to other setting or studies (Cope, 2014; Bryman, 2015).

In order to confirm the transferability, adequate information about the researcher and members, and the research context has been provided so that the reader could apply its methods, processes, and context on the coming study.

3.7 Reliability and Validity Process

The researcher attempts for validity and reliability in order to attain effectiveness in research (Gioia et al., 2013). Furthermore, achieving reliability and validity in qualitative research involves the following qualitative research method effectively (Noble & Smith, 2015). Reliability involves measuring the same item twice and obtaining the same results, therefore it entails consistency (Urban et al., 2014).

The concept of repeatability is not achievable because the environment is always in a state of change and that measuring the same item at two different periods gives two different results (Urban et al., 2014). Guba and Lincoln (1994) suggested that qualitative researchers strive to achieve Reliability in research. Reliability is the characteristic of consistency (Urban et al., 2014).

The data validity stands for appropriateness of the tools, the processes, and the data used by the researcher (Leung, 2015). Validity involves checking and establishing the suitability of the research question for the required outcome, and the appropriateness of the research method for the research question (Leung, 2015). Validity includes examining and determining the relevance of the methods, sampling, data analysis, results, and conclusions of a study (Noble & Smith, 2015). Besides, use of credibility or trustworthiness, transferability, and confirmability was employed instead of objectivity (Guba & Lincoln, 1994).

The Qualitative researchers are worried in understanding a phenomenon from the perspectives of the respondents then, validity is not significant to them (Trochim, 2006). Miles and Huberman (1994) extant the identical terms from the both qualitative and quantitative as; (i) internal validity (quantitative) represents credibility (qualitative); (ii) external validity (quantitative) represents transferability (qualitative); (iii) Reliability (quantitative) represents dependability (qualitative) and; (iv) objectivity (quantitative) represents confirmability (qualitative).

Therefore, in contrast, the realist method to qualitative research design has established the application of concepts such as validity and reliability. A qualitative approach is subjective and interpretative in nature therefore, the findings required validation and reliability to avoid possible doubt and enquiring (Leung, 2015). In realizing credibility and applicability of findings, reliability and exactness must be sustained (Kirk & Miller, 1986).

Nevertheless, what is imperative in qualitative data analysis is to ensure that the processes are carried out in a more transparent means (Kirk & Miller, 1986; Creswell, 1998; Seale, 1999). Similarly, qualitative research that is carried out in a transparent manner and

its validity depends on whether there are evidences in the data from which data were interpreted.

Accordingly, this ensures that the researcher perceives precisely what he thinks perceives. Absence of details and examination in qualitative data analysis process leads to lots condemnations (Kirk & Miller, 1986). In this respect, the use of software in the data analysis has made the process debatable and easy for analysis (Welsh, 2002). Likewise, the use of software has further accuracy to the development of data analysis (Richards & Richards, 1991).

There are vital questions that every researcher necessitates to consider before the instigation of coding process in qualitative data analysis using NVivo (Saldana, 2015). A researcher must be conscious of all personal influences such as background, biases, perceptions, interests and philosophical paradigm to guarantee richness and credibility of the data. As a qualitative researcher, the researcher was also watchful about researcher personal interest regarding the phenomenon precisely been part of the community under examination.

Therefore, immediately the processes of the data collections and analysis started, the researcher had to bracket researcher personal experiences concerning the research problem and this subsequently allowed the themes to emerge based on the texts. By understanding researcher personality, researcher belief, perceptions and biasness, the following applied activities were engaged during carried out the research process.

Researchers bracketing influence by starting the process with strong mind that is without pre-conceived idea about the topic. Therefore, going into to the field with objectivity has helped in getting rich and reliable information. Bracketing researcher influence have as

well help out in picking statements that directly addresses research questions while ignoring statement of that are of interest to the researcher.

Likewise, researcher reflections and impressions were documented during data collection. This intricate documenting researcher thoughts on all what I personally observed in the field, having communications with participants and documenting my experiences during the data collection process.

Similarly, throughout the data analysis period, I ensured identifying what exactly the participants have said and decided on what code is more appropriate for the exact statement. But the researcher understood that this procedure involves lots of intellectuality. The researcher checks back and reflected on all the documented judgements which facilitated interpreting the data during exhibition of the research findings.

The researcher employed the search facility in the NVivo Pro 12 computer software for cross-examining the data with the purpose to achieved accuracy and a more rapidly means of searching for terms from the manuscripts. The data were frequently searched based on the characteristics of the research participants.

The cross-examining the data in this form aids the researcher to advance general impression about the data (Welsh, 2002). Conducting these searches while using NVivo 12 Pro computer software as an alternative of a manual procedure has produced additional reliable results because, every tendency of human error has been circumvented.

3.7.1 Bracket Judgements

The researcher will avoid personal interest, prior knowledge, perception and rely only on the study data provided (Moustakas, 1994). The researcher will suspend assumptions and focus on the actual phenomenon in the study (Clancy, 2013; Sorsa et al., 2015). The researcher will abstain from using prior knowledge and experiences about ex-juvenile entrepreneurship and concentrate on the experiences of the participants.

3.7.2 Member Checking

The member checking process helps the researcher to support his interpretations and observations with the experiences of the participants (Houghton et al., 2013). With member checking, the researcher uses participants' evaluations to confirm the meaning of the researcher interpretation to the interview responses of the participants (Harper & Cole, 2012). Quality research data relies on the interest of the researcher to minimize bias and validate the correct interpretation of the phenomenon (Unluer, 2012).

All through member checking, participants can change any interpretation of the researcher which the participants may believe was wrong (Isaacs, 2014), and might add any new information related to the interview questions (Wang et al., 2016). The process of member checking permits the ex-juvenile entrepreneurs to make corrections in line with the original content, and ex-juvenile entrepreneurs are also free to include any other relevant information they remember that will enrich their earlier responses.

3.8 Data Collection and Instruments

Even though there are prevailing data collection instruments in qualitative investigation, it is argued that interviews are the appropriate tool for the collection of data in the Nigerian context. Interviews are socially sensitive and northern Nigerian people for that matter are more willing to provide information through verbal description, old-style means of reporting and knowledge sharing, rather than responding to structured questions that include writing and experimentation.

Data were collected from ex-juvenile through semi structure interviews. Fontana and Frey (2000, Pg. 645) pronounced this method as "one of the most powerful ways in which we attempt to understand our fellow human beings". It is commonly used in most of the qualitative investigation as in this study due to the emerging nature of delinquent populace behaviours in entrepreneurial activities (McCracken, 1988; Alvesson & Deetz, 2000, pg. 194; Qu & Dumay, 2011).

As data collection is meant purposely to achieve the study objectives, the research questions served as the benchmark while reviewed literature provided the ground work as backup for the research questions and thus justifying this scholarly work as the one that merits investigation and contributes novelty to scholarly discourse (Levy & Ellis, 2006). Semi-structure interview assumes that subjects (ex-juvenile entrepreneurs) can freely share and express their experiences and perspectives on the subject matter meaningfully that allow the researcher to understand the meanings of ex-juvenile entrepreneurs behavioural and influence IEO and ESE on their subsequent behavioural change. The flexibility in semi-structured interviews made it possible to cross-check and validate information from previous interviews (Bryman & Bell, 2015).

However, semi- structured interview has been criticised for generating unreliable or inconsistent information which cannot be compared between cases. This view has been challenged as factually inaccurate because semi structured interviews give comparisons that involve logic and understanding of each case study, instead of standardisation of data set between cases. Accordingly, cases can be compared based on the in-depth understanding of the ex-juvenile entrepreneurial orientation behaviours into their entrepreneurial activities and delinquent behavioural change and not based on the uniformity of the data set across all cases.

3.8.1 Pilot Study

A pilot study is a preliminary investigation that can be used to evaluate a study's design, methodology and feasibility and typically includes participants who closely bear a resemblance to those who will meet the criteria for inclusion in the study that is to follow the pilot study (Hinds & Gattuso, 1991, pg. 133).

The pilot study has been carried out for this study to evaluate the interview questionnaires constructed and feasibility of the present study. The pilot study aided to ascertain if the interview guide may well ask the right replies to address the research questions and research objectives as well as the confirming that the research methods would be effective in practice.

Furthermore, the pilot study was conducted to acquire ideas from ex-juveniles for improvement of the interview guide and interview styles, interview duration and potential bias. The pilot study carried out for this study in March to June 2018, the pilot study involved

two (2) ex-Juveniles' entrepreneurs for the reason that of their experiences provided information that facilitated analyses.

i. Review of entire interview process in term of its feasibility of the questionnaire development and semi structured interviews.
ii. The recruitment of participants, evaluation of interview schedules and the interviews durations.

Meanwhile, the pilot study responses provided the exact answers confirmed that participants understood the questionnaires subject to the thematic analysis; the questionnaire was used in the main study interviews.

3.8.2 The Semi Structured Interviews

The semi structured interviews are the main procedure in societal nature of inquiry in comparison with quantitative research and useful in entrepreneurial orientation studies. These semi-structured interviews revealed the extensive perspective in the field of entrepreneurial orientation (Shen, 2010) and are well entrenched in the management science discipline. However, the complex nature of lived-experience is to determine "the way people live their lives, the issues they face, their experiences and how they see and make sense of the world are extremely varied and not necessarily evident to the researcher" (Morris, 2015).

Semi structured interviews of 10 research participants (ex-juvenile entrepreneurs) were carried out in this research between March, 2019 to October, 2019. Hence in this study, the data was saturated at the 10th interviews to compliment the need of the present research exercise's saturation point Given (2016). Moreover, interview guide was developed from

Lumpkin and Dess (1996) for EO theory and Bandura (1986) for SCT and self-efficacy for this research investigation.

The semi structured interview consists of asking questions and getting answers (Aytac, 2016). Semi-structured format which comprises sequence of open-ended questions based on the objectives of the study field is implemented. Throughout the interviews, discussions were approved and build up logically with the researcher make sure that the areas under discussion were covered (Nwankwo et al., 2011).

The interviews offered an exceptional chance to discover multifaceted data from persons (Cavana et al., 2001). The environment and circumstances in which the researcher carries out research play a vital role in how the researcher arranges the interviews, chooses interviewees, questioning material, and how the researcher understands and interprets the gathered data. Therefore, the current study is completely based on ex-juvenile entrepreneurs released from correctional homes interviewed for data collection and those engaging in various entrepreneurial activities.

The researcher will consult the participants prior to the interview and at their convenient time and conducted the interview at the ex-juvenile entrepreneurs' business location; otherwise, the participant or researcher may select a private location for the interviews in case of inconveniencies on the ex-juvenile entrepreneurs' business location.

Furthermore, participants are assured of privacy and confidentiality in the interview. For this reason, the participants will be more comfortable, confident and motivated to share their perceptions and experiences of entrepreneurial activities and delinquency, in addition

such an environment will enable the researcher to get more data and carry out semi structured interview (Cavana et al., 2001).

3.9 Setting of the Interviews

The interviews of the ex-juvenile entrepreneurs were largely collected in Katsina town through arrangement of a researcher and support of research assistant who is a staff of Katsina state's ministry of youth and sports social development. The research assistant was a former classmate at secondary school to the researcher. The field work was conducted in parts from 5th March, 2019 to 30th of October, 2019. The average interview lasted for 30 minutes to 1 hour. The semi structured interview can either be performed at the researcher's designated place or the participant's space, bearing in mind the ease and private space between both parties (Hesse-Biber & Leavy, 2006).

The interviews were conducted based on the ex-juvenile entrepreneurs' different times and location. Prior permission was also obtained from participants and the Katsina state reformatory centre was also officially approached through a University Malaysia, Sarawak (UNIMAS) letter and in addition, personal network was also exercised. The convenience of participants was given a top priority as to keep the interview conversation intact and in flow. Therefore, some interviews were conducted in the morning, noon and few at late evening hours as when the ex-juvenile entrepreneurs felt convenient.

Normally, one interview was conducted per day. Before the interview, there were also exchanges of some laughter and jokes floating around in order to make the interviews appealing and interesting for the participant. This part of the interview did not disturb or change the nature of the interview or its purpose, but it made the ex-juveniles more relatable,

feel at home and to establish a good rapport, in terms of socialising, having fun and a healthy conversation.

Semi-structured interviews were recorded on mobile phones (Blackberry Q10), Samsung Galaxy A7 and SONY Stereo IC voice Recorder ICU-UX560F. Key information were written in a field notebook. It is very important on the researcher's side to take notes properly (Lofland & Lofland, 1995) and at the same time verbal interviews were recorded (Silverman, 2004).

Later, the interviews were transferred from the mobile phones to a laptop for storage and backup, safety and analysis. Both voice-recording devices and writing field notes have their own strengths in the scientific research arena. A verbal record of the conversation during semi structured interview offers meaning and shows validity of the data (Gubrium & Holstein, 2001). Furthermore, the recording facilitated the researcher concerning those audios for several times in the classification of themes for data analysis.

3.10 Research Interview

Quite a lot of methods exist in literature for gathering data from participants (Sutton & Austin, 2015). The choice of data collection instrument is critical in this research as the findings describe the information collected (Gray, 2013). Fundamentalist view face to face interview as the best semi-structured qualitative interview (Novick, 2008; Qu & Dumay, 2011; Farooq & Charlde, Villiers, 2017). This is because it reflects the natural discourse or encounter that makes it possible for the interviewer to create and maintain rapport with participants to gather in-depth information (Shuy, 2003; Gillham, 2005). In addition, the interviewer observes the body language and facial expression, and signal from the

participant's environment to gather the data for the researcher's understandings. Face to face interview provides good quality textual data for qualitative data analysis.

The cultural understanding provides opportunity for the researcher to administer the interview guide with diplomacy. The use of semi structured interview guide (IDIs) as suggested by scholars to conduct interviews helped enormously (Qu & Dumay, 2011). This is because the interview guide was well drafted based on the research questions after extensive literature review on EO and ESE influence and was perfected by joining inputs from a piloted study and experts' conversation regarding qualitative research.

In addition, the interview guides enhanced consistency in responses as indicated by Brewster et al. (2015) which helped to identify themes consistent with the literature and to probe further for responses for emerging new themes which overall enhanced the data collected (Qu & Dumay, 2011).

The interviews were conducted in a well segmented and orderly manner to capture actual behaviours (Turner et al., 2015, pg. 5) which paid off by learning specific experiences associated with EO behaviours influence and ESE influence and how these EO and ESE influence delinquent behaviours. In order to avoid personal interest and any form of unintentional biasness and fairness, the researcher maintained a neutral stance by paying attention to "the most insignificant detail in the interview data" to improve the transparency and reliability of the research (Gibbert & Ruigrok, 2010, pg. 17).

Therefore, to avoid this bent, the researcher acted as an outsider and never made certain features seemed more salient and important than they really are as cautioned by Karra and Phillips (2008, pg. 554),

Accordingly, this study followed the interviewer style as described by these authors (Kvale & Brinkmann, 2008; Rowley, 2012; Silverman, 2013) which enhanced the discourse to flow freely, letting the interviewer probed for hidden behaviours or opinion to discover the intricacy of ex-juvenile entrepreneurial orientation behaviours and how EO behaviours influence their business performance and delinquent behavioural change.

Equally, ex-juvenile entrepreneurs have the opportunity to communicate freely and comfortably and seek clarifications on issues for proper responses. On the other hand, the researcher captured the noticeable similarities and difference in actual behaviours, feelings, attitudes and belief that make up EO and ESE, in line with the literature and other new themes.

In addition, during the interview, the body language and intonation of ex-juvenile entrepreneurs were indirectly observed as an additional useful source of data; for instance, during face-to-face interview, a nod, which signifies acknowledgement of lengthy responses or answer and also the occasional utterance or statement such as "*Umm*" or "*ahh*", as observed by (Stephens, 2007; Holt, 2010). But, professionals in interviews acknowledged that any "communication needs to be verbalised" as this is the only avenue to connect with the interviewees (Holt 2010; Cachia & Millward, 2011).

Furthermore, in order to minimise memory loss arising from either fatigue or ex-juvenile entrepreneurs' failure to recollect facts and details pertaining to the issues under discussion, or when conversations ended abruptly due to call breaks and customer interruption, the researcher was reminded on what has been discussed before the call became disconnected (Glogowska et al., 2011).

In addition, for a prompt reminder and quick review, the interviewee's interest was applied appropriately by providing feedback for open, honest and understandable answers by saying to the ex-juvenile entrepreneurs something like "this is the kind of information we want" (Burke & Miller, 2001). If interviewees are finding it difficult to answer the question or provide an unclear answer, the interviewer must rephrase the questions (Holt, 2010) while interpreting or attempting to interpret the ex-juvenile entrepreneurs' body languages could be difficult as well addressed by psychologists (Chapple, 1999; Novick, 2008).

From the feedbacks, in addition to this study's report on its semi-structured interview, it can be concluded that the ex-juvenile entrepreneurs were willing to engage in lengthy conversations because they were motivated and happy about the subject matter. For instance, one participant replied that '*I have an appeal for policymakers to provide capital and tools to juveniles prior to their release from the reformatory centre and also make proper follow up post release"* and the interviewees were willing to continue at their convenience. Interviews were recorded, transcribed and then analysed.

The interviews were conducted between March and October 2019 and each interview lasted between 13 minutes to 30 minutes averagely. Overall, the qualities of ex-juvenile entrepreneurs which informed their recruitment for the study reflected on their responses. This approach helped the researcher to collect rich textual data in the form of interview transcripts.

3.11 Field Observation

Observation referred to a method of data gathering in which the researcher observes within a specific field (Petty et al., 2012). The early tool distinguished for information

gathering on the selected topic is the “direct observations”. This is because observation enables a researcher to monitor the participants’ activities and set a specific perspective that is supportive in reaching the results (Higgins et al., 2013; Corbin et al., 2014).

Therefore, direct observation of the participants was permitted to monitor and observe the day-to-day activities that were done and see if they were really engaging into the claimed business in an acceptable manner or not, legal or illegal business and then analyse these activities for setting some tendencies that could be used to make a summary of results in terms of ex-juvenile entrepreneurs.

In qualitative research approaches, field observation has been very much part and parcel of sociological research (Gold, 1958; Flick, 2002). There are often claims made by researcher that observation provides opportunity to find out how something accurately works or happens (Flick, 2002). In this way, it supplemented the semi structured interviews to observe the phenomena in the natural setting that are sometimes not bestowed in the semi structured interview approaches. The researcher not only recorded interviews but also noted some of the critical observations required in consideration for the research objectives of the present research exercise.

In the present case, during face-to-face communication with ex-juvenile entrepreneurs, the researcher came to know the rationale and the conditions about ex-juvenile entrepreneurs’ perspectives on entrepreneurial orientation and how the EOs dimension can influence their delinquents’ behavioural change. Before selecting the research site as Katsina state for field work, the researcher conducted a formal inspection in the reformatory centre as the participants were ex-juveniles from the said centre, approval from the reformatory centre to contact the ex-juveniles was granted (as depicted in appendix 3a).

3.12 Population of the Study and Population Target

The population study is the number of people from which researchers may justifiably select participants for the study (Robinson, 2014). Defining a study population involves specifying a set of inclusion and exclusion criteria (Brinjikji et al., 2013). Mainly, the researcher collected data from the ex-juvenile entrepreneurs (those that were in the correctional homes prior to their release and currently engaging into entrepreneurial activities) in Katsina state, Nigeria. Juveniles who are currently serving their term in the reformatory centres were excluded because the phenomenon under study is to explore the influence of entrepreneurial orientation towards ex-juvenile entrepreneurs' delinquent behavioural change. All the participants of the study speak Hausa language and the Katsina state economy is closely tied with agriculture.

3.13 Sampling Procedures for Selection of Participants

The chosen case study sample are ex-juvenile entrepreneurs located in Katsina state, Nigeria. The key difficulty in researching on ex-juveniles is to have research access and it demands a lot of effort and time. In addition to strict confidentiality (Easterby-Smith & Malina, 1999), privacy and pressures of protocol in the reformatory centre, hardly any other access on juveniles and ex-juveniles is given due to the sensitive nature of the study. Employing purposive sampling and snowballing as tools to select participants for this research are the most appropriate relative to other non-probability sampling approaches due to the nature of phenomenon and the study objectives.

In addition, these sampling methods allowed the researcher to choose subjects based on the attributes they have which were not based on any theoretical assumptions (Etikan et

al., 2016). In light of this, the liberty to select participants is the researcher's privilege to decide what must be known and search for individuals who have qualities and ready to provide the needed information (Bernard, 2002; Etikan et al., 2016). The participants (ex-juvenile entrepreneurs) were engaged based on their competency and deep knowledge about the research problem (Cresswell et al., 2011), ex-juveniles from reformatory centre, availability, readiness and willingness to participate and ability to communicate in local dialects, and above all the ability to communicate experiences and opinions (Spradley, 1979; Etikan et al., 2016, pg. 2).

The initial stage of the selection process of participants begun after an approval letter has been obtained from the faculty to conduct data collection. At this stage, four participants were contacted directly from Katsina state reformatory centre, additional six (6) participants were reached using snowball sampling. All participants were willingly obliged to participate in the study, having understood the purpose of the study. Carefully, ten (10) ex-juvenile entrepreneurs were recruited from different businesses which comprises furniture, defeathers, vulcanizers, tinkers, traders, and cars spare part sellers with varied demographic characteristics as depicted in the demographic profile of the research participants.

3.14 Sample and Sampling Technique

There is no specific sample size in qualitative research investigation (Patton, 2002). Sample size depends on the saturation points. Data saturation occurs when new participants of the interview does not bring new information (Marshall et al., 2013; Marshall & Rossman, 2014). Accordingly, Miles and Huberman (1994) suggested that an acceptable sample size is associated in a straight line with the idea of data saturation.

Thus, sample size is generally irrelevant in qualitative research since this research study also aimed to apply the saturation technique (Flick, 2002). Most of the qualitative studies apply the concept of saturation (Glaser & Strauss, 2010). The researcher realised the saturation point was when 10 ex-juvenile entrepreneurs' interviews were performed, and when there was repetition of data or themes and new ideas or views were not observed.

Therefore, the interviews were conducted till the saturation point occurred during fieldwork. Sampling is a technique of assuming information about the entire population from a limited number of units. Sampling is strongly related to the purpose and research questions of the study. These questions lead to choosing of samples from a big group which further generalises results to the population (Neuman, 2011).

Once more, in the current study, the researcher has employed 'purposeful sampling'. Purposeful sampling is an approach to carefully investigate, discover and understand the phenomenon under study through a sample which gives comprehensive information (Merriam, 2002). Purposeful sampling is divided into three types and these include judgement sampling, in which the researcher selects only those participants who can answer the research questions, snow-ball sampling where the researcher selects only likely participants for the research through one participant and quota sampling which is based on a quota from each representative group (Cavana et al., 2001).

3.14.1 Snowball Sampling Technique

For the purpose of this study, the researcher has proposed the snowball sampling technique (Loh et al., 2011). Snowball sampling technique is a technique for reaching likely participants Khan (2014), as the topic under study is sensitive and confidential in nature, ex-

juvenile entrepreneurs might be unwilling to talk about their previous delinquent behaviour and imprisonment records. The researcher applied personal contacts in the case and social network to reach four (4) ex-Juveniles' entrepreneurs from Katsina reformatory centre to interview about their current entrepreneurial activities and delinquent behavioural change.

A snowball sampling technique was employed to get additional six (6) more participants for data collection through the previous four interviewees. This technique functioned like a connection to reach the likely participants (ex-juvenile entrepreneurs) through their friends whom they were held together in the reformatory centre before. At the end of each interview, the researcher asked the participants whether can remember any inmate at the reformatory centre during detention.

3.15 Justification for Data Saturation of the Study

Saturation point is used in qualitative research as a criterion for discontinuing of data collection and analysis. Its roots lie in the grounded theory by Glaser and Strauss (1967), but in one form or another it is now directs acceptance across a variety of approaches to qualitative research. In their original paper on grounded theory, Glaser and Strauss (1967: pg. 234) defined saturation in these terms:

> *"The criterion for judging when to stop sampling the different groups pertinent to a category is the category's theoretical saturation. Saturation means that no additional data are being found whereby the sociologist can develop properties of the category. As he sees similar instances over and over again, the researcher becomes empirically confident that a category is saturated. He goes out of his way to look for groups that*

stretch diversity of data as far as possible, just to make certain that saturation is based on the widest possible range of data on the category".

Likewise, in a grounded theory standpoint, Urquhart (2013) describes saturation as: "*the point in coding when find that no new codes arise in the data. There are increasing occurrences of the similar codes, but no fresh ones*", whereas Given (2016) considers saturation as the point at which additional data do not lead to any new emergent themes. A similar position regarding the non-emergence of new codes or themes has been taken by other examples (Birks & Mills, 2015; Olshansky, 2015). These definitions show a change of emphasis, and suggest a second model of saturation.

Though the emphasis remains at the level of analysis, the decision to be made appears to relate to the emergence of new codes or themes, rather than the degree of development of those already identified. Moreover, Urqhart (2013); Birks and Mills (2015) recounted saturation primarily to the termination of analysis, rather than to the collection of new data.

However, according to Starks and Trinidad (2007), theoretical saturation occurs *"when the complete range of constructs that make up the theory is fully represented by the data"*. While not absolutely clear, this definition suggests a third model of saturation with a different directional logic: not "*given the data, do we have analytical or theoretical adequacy?*", but "*given the theory, do we have sufficient data to illustrate it?".* Outside the grounded theory literature, the fourth perspective becomes misleading in which there are references to data saturation, rather than theoretical saturation by Fusch and Ness (2015).

This view of saturation seems to centre on the question of how much data (usually number of interviews) is needed until nothing new is apparent, or what Sandelowski (2008)

calls "*informational redundancy"* for instance (Francis et al., 2010). Also, Grady (1998, pp. 59) provides a similar description of data saturation as the point at which:

> *"New data tend to be redundant of data already collected. In interviews, when the researcher begins to hear the same comments again and again, data saturation is being reached… It is then time to stop collecting information and to start analysing what has been collected."*

Whereas many others have demarcated data saturation in a similar way (Hill et al., 2014; Middlemiss et al., 2015; Jackson et al., 2015) seemed to adopt a narrower, more individual-oriented perspective on data saturation, whereby saturation works not at the level of the dataset as a whole, but in relation to the data provided by individual participants; i.e., it is achieved at a particular point within a specific interview:

> *"Probing needs to continue until the researcher feels they have reached saturation, a full understanding of the participant's perspective"* **(**Legard et al., 2003, pg. 134).

Accordingly, from the above perspective, in this study the researcher's response to the data through which decisions are made about whether or not any new 'information' is being generated is not necessarily perceived as forming part of the analysis itself. According to Mason (2010), it is more likely PhD students using qualitative interviews will stop sampling when the number of samples is a multiple of **ten** rather than when saturation has occurred. Furthermore, Creswell (1998, pg. 64) suggest **five to 25** interviews while Morse (1994, pg. 225) stated at least **six (6)** interviews, also, Guest et al. (2006) found that **6** interviews of a homogenous group is all that is needed to reach saturation. Atran, Medin and Ross (2005, pg. 753) who suggested that in some of their studies "as few as 10 participants

were needed to reliably establish a consensus" Conceptually, saturation may be the desired end point of data collection.

Bearing in mind the debate about how many numbers of interviews or sample size are sufficient to reach data saturation for qualitative study and in this study (Onwuegbuzie & Leech, 2005; Guest et al., 2006; Dworkin, 2012) shows that qualitative studies do not intend at making statistical inference, and therefore sample size should not be a problem. This that is to say there is no specific standard for determining the actual sample size in advance excerpt the data saturation.

Therefore, data saturation arises when there is no new data or new emerging themes from the data from end of one interview to another interview (Guest et al., 2006; Ramli, 2011; Silverman, 2015; Boddy, 2016). On the other hand, "data saturation is reached when there is enough information to duplicate the study (O'Reilly & Parker, 2013; Walker, 2012), when the ability to obtain additional new information has been attained and when further coding is no longer possible" (Guest et al., 2006).

The impression of data saturation recommends that there is no general process because of different research design. But scholars agree on some general criteria and concept such as *"when there is no new data,"* "*there is no new themes",* and "*no new coding"*, and ability to repeat the study" (Guest et al., 2006). Accordingly, the question of ***when*** and ***how*** a researcher reaches these "*stages of data saturation*" will vary from one research design to another. Even though the perception of data saturation is crucial, it does offer any definite or well-defined guidelines for ***when*** data saturation has been achieved (Guest et al., 2006).

For this reason, Guest et al. (2006) recognised that data saturation might be reached by as many as number of six (6) interviews, which depends on the sample size of the target participants (population). That is to say, data saturation may be a single case or interview sufficient to determine exact sample size. This impression of sampling until data saturation can be used as a justification for any sample size in any qualitative research. The main reason why data saturation serves a useful standard for sample size is the belief that once the saturation is achieved, the outcomes should be capable to generalize (Boddy, 2016) through inductive reasoning.

Based on the above justifications, ten (10) ex-juveniles from different entrepreneurial activities were interviewed. And because the outcome of subsequent interviews produced **"*no new code, no new themes, no new data"*** except repetition of exiting pattern in the data, this number represented the sample size of this study. The justification for this sample is also in line with early studies that have suggested standard guideline for qualitative inquiries.

However, it may be best to think of data in terms of rich and thick (Dibley, 2011) Still, it may be best to think of data in terms of rich and thick (Dibley, 2011) rather than the size of the sample (Burmeister & Aitken, 2012). The easiest way to differentiate between rich and thick data is to think of rich as quality and thick as well as quantity. Thick data is a lot of data, rich data is many-layered, intricate, detailed, nuanced, and more. One can have a lot of thick data that is not rich; conversely, one can have rich data but not a lot of it. The trick, if you will, is to have both.

Subsequently, current study, at 10th interviews, theoretical saturation occurred which means the complete range of constructs that make up the entrepreneurial orientation dimensions theory and self-efficacy business start-up are fully represented by the data'

(Autonomy, Innovation, Risk-taking, Proactiveness and Competitiveness) as well as entrepreneurial self-efficacy (Starks & Trinidad, 2007). Probing questions continue about the IEO and ESE until the researcher is satisfied, they have reached the saturation point. A comprehensive understanding of the participant's perspective and all relevant information are taped accordingly on each particular IEO dimension as well as ESE in business start-up and its impacts.

Therefore, the researcher concluded that the data is saturated by realising new information is disposed to be redundant of data already collected or comments by the ex-juvenile entrepreneurs. In this study, when the researcher began to receive the same comments again and again, this means data saturation has been achieved. Hence, it is then time to stop collecting information and start analysing what has been collected during the interviews.

3.16 Data Analysis

Data analysis is the fundamental step in qualitative research. Whatever the data, it is their analysis that is significant in the way it shapes the outcome of the research. Sometimes, data collection is restricted to recording and note taking on the occurring phenomenon, for instance by recording interactions.

Then, qualitative study is determined on analysing such recordings. The participating post-released juveniles' perceptions were examined through content analysis of ex-Juveniles' answers in the semi-structured questions. The analyses were conducted according to the thematic analysis (Strauss & Corbin, 1997). Katsina state reformatory centre

administrators provided contact information for some of the ex-juveniles who had completed their jail term and had been released.

An unstructured interview was employed to provide the ordinary interaction with ex-juvenile entrepreneurs. Since all participants were not employed at a time of the interview, there were no predetermined, or essential, same set of questions presented to the participants. The interviews lasted approximately 30 minutes to 1 hour and were transcribed verbatim.

Member checking was conducted during the interview process to increase the credibility and validity. The interviewer restated or summarised the responses and then questioned the participants to determine accuracy. The findings were interpreted through a narrative description and served to answer the research questions. The intent was not to condense the findings to statistical form but to reveal it as descriptively and as richly as possible.

3.16.1 Pre-Field Activities

Pre-field work refers to logistics including activities that a researcher must carry out before embarking on data collection in the field (Turner, 2010). The pre-field activities for this research include different activities such as the understanding of the demographics, behaviours, attitudes, and traits of the target population along with the participants' contact information, seeking for permission from Katsina reformatory authorities and participants in particular. Planning a fieldwork budget, recruiting a research assistant, buying equipment and stationaries are also included. Moreover, the development of the open-ended interview guide for in- depth interviews was done. In addition, the translation of the open-ended

questions was also done during the pre-field duration in order to be prepared for the actual fieldwork.

3.16.2 Fieldwork

The fieldwork for this study began in March 2019 and ended in October 2019. Fieldwork is a practical work conducted by a researcher in the natural environment, rather than in an office, where either the process includes observation and data collection about people, natural phenomenon or man-made phenomenon (Denzin & Lincoln, 2011; Van Maanen, 2011).

The researcher initiated the methodology by designing the research aims, objectives and research questions of the study. After the developmental of the fundamentals of the study, the interview guide for the IDIs was designed based on Lumpkin and Dess (1996) EO theory and Bandura's social cognitive theory (1986).

The researcher in order to conduct the study began the collection of data. With an intention to conduct the study, it was necessary that the data be gathered appropriately. For this purpose, the permission and appointment were obtained from the participants before data collection. Only after the approval, the semi structured interviews started.

These participants were selected by following the purposive sampling method, as this method allowed the researcher initially to contact with others (Ritchie et al., 2013). Similarly, Ritchie et al. (2013) argued that the snowball method is opposed to purposive sampling method where different participants' districts were visited in order to collect data.

An approval letter was shown to the respected authority with an aim to demonstrate approval from that particular public institution. After involving the participants of the study, the next step was to collect the relevant data. Upon the collection of data from the ex-juvenile entrepreneurs, it was ensured that they were informed about the subject matter before the data collection began. With this respect, ex-juveniles from Katsina reformatory centre had been selected. Subsequently, after the approval from the reformatory centre management, the arrangement was made regarding conducting data collection.

The participants were selected and the day was decided by them for the semi structured interviews to be conducted. Primarily, the researcher introduced the purpose of the study and the reason for conducting it. While maintaining relationship with participants, the data collection began. Questions that were designed before were asked simultaneously while the responses were recorded. The permission was granted for recoding the participants' voice. Normally, the discussion began with general questions such as the background of the participants' entrepreneurial activities and history of their delinquent behaviours while continued with relevant and specific questions that were designed.

The semi structured interviews, when deviated from the relevant topic was brought back to the track by the researcher, for instance by asking a new question. Shortly after the completion of the semi structured interviews, the participants were briefed about how they could get informed about the results of the study. The semi structured interviews ended and the third and the final stage began, which was of the data analysis. Subsequent to the analysis of the study, the results were finally generated and drafted by the researcher.

3.16.3 Field Challenges and How to Overcome

According to Selth (2010) claims that field challenges are frequently experienced by researchers, essentially when investigating an intensive and extensive topic such as ex-juvenile entrepreneurs, which attracts some restriction from authorities. Numerous challenges were encountered during the data gathering of this study. The primary issue was to familiarise with ex-juvenile entrepreneurs in Katsina as they are so much occupied with their routine lives to make income for their basic necessity.

Consequently, it was essential to ask them to come on time to the study so that data collection is complete in accordance with the time schedule without any obstacle. In order to assure the participation of people and overcome the uncertain challenge of time, appointments were taken from all the selected participants for the time when data was collected. The problem of taking permission also existed as ex-juvenile entrepreneurs had to be informed that their name would not be mentioned and libeled, after explaining the benefit of the research, they were convinced by informing them that the reformatory centre gave permission and was much aware of the research.

According to the nature of the research, there was a fear of recording voice audio and for it to be used in any wrong activity which diverted some selected participants of the study. Therefore, all the individuals were informed that the recording is only used to facilitate completion of the data collection on time and inability of the researcher to write word by word as the main reason for the recording, while their shared information would be used in written form rather than recording, and in this way, this challenge was overcome as well.

Besides this, continuous work and climate change especially the harsh and hot season on that particular period when the temperature scale was 39-degrees Celsius made it difficult to maintain health matters. It was important to deal with this problem at the right time so that no obstacle is experienced during the investigation timeframe.

Accordingly, matters concerning the health and inconveniences of participants were treated in a respectful manner as they happened. In addition, to get rid of the language barrier, the interview guide was familiarised for situations that would require further explanation. Furthermore, for the identified challenge, the researcher makes sure that familiarisation with the topic and area of research was made in order to respond to all queries and concern, which assisted in reducing the restriction from the reformatory centre management.

3.16.4 Transcription of Data

One of the basics of a good research is capability to transcribe data in a correct technique to replicate the occurrences gathered on the field. According to Saldaña (2015), the researcher should listen to recorded voice of the participants several times especially if there are word for word transcripts. Hearing the interviews for the first time will give the researcher the general idea of what the interview is all about and subsequent hearing provides room for more detailed examination of data. The data were translated and grouped, in other words coded in order to reflect the research objectives.

Moreover, the non-verbal terms captured during the interview will provide a thorough understanding of the content and process. For this study the interviews were transcribed from the local language (verbatim) Hausa language to English language it will not be complicated for the researcher to transcribe, with English being a native tongue of the

researcher and the researcher is competent in the local language. From the transcription, it will be easier for the researcher to recall most of the things that become obvious during the interviews and the researcher will be able to put the meaning in words that will not be understandable correctly. The researcher will transcribe the notes from the participants' observation entirely (field note that was taken during the interviews).

However, in order to abide with the ethics of the research and confidentially of the participants, all information that will lead to identification of the respondents such as names, address and pictures will be strictly observed and restrained in the research ethical consideration, as discussed later. Therefore, pseudo names (PP1 to PP10) will be given to all ex-juvenile's participants for easy identification by the researcher while reporting the various responses where the need aroused. The contents of each research will be required before obtaining any information.

Nevertheless, to conduct the most sophisticated investigation of electronic text data contextually, QSR NVivo 12 Pro computer software was used for organising the data gathered from the fieldwork. Accordingly, it took the researcher 7 days to learn about the features and how to use the NVivo 12 Pro computer software through a YouTube video tutorial.

3.16.5 The Use of QSR NVivo 12 Pro Computer Software Application Justification

A qualitative analysis requires reflection on the interviews and reviewing the transcript (Creswell, 2009). Therefore, a reflexive approach along with QSR Nvivo 12 software was employed to helps in the data analysis process for the current study. The decision to employ the automatic approach was simplify the actual audible range of what the

data is saying by this means, maintaining the context of the data. It involves coding, categorization of the data and identifying them into themes (Green at al., 2007).

The NVivo software only serves as a serving tool since it cannot read and interpret the texts, it is only required to guide the researcher to do the analysis as highlighted by Weitzman (2000). The use of NVivo 12 pro software in this study reduces time wasting and was used in identifying patterns and enhancing transparency in the data analysis process as suggested by Onwuegbuzie et al. (2012). NVivo 12 pro software version is considered as one of the most popular, and frequently updated qualitative data management programs (Zamawe, 2015).

Similarly, NVivo software is more preferred over other qualitative data analysis soft wares because it is relatively easy to use and, a researcher can as well import documents direct from words and excel processing packages direct into the software Welsh (2002). The researcher can as well write memos and relate them to appropriate texts documents within the software. It is also easier and faster for a researcher to become more effective as well as proficient in using NVivo software package (Zamewe, 2015).

Going by the techniques used for data collection, the researcher came up with transcripts of interviews. The disordered field note, while on the field, were taken and recorded interviews were transcribed verbatim, and later the researcher employed the use of QSR NVivo 12 Pro software to thematically put the data in order.

Themes were derived from data in-line with the research questions. In this analysis the nodes were focused on entrepreneurial orientation behaviours influence, entrepreneurial self-efficacy influence and delinquent behavioural change. Analysing a qualitative study

with a computer software has become substantial. This computer analytical tool has become very important as it is widely accepted for qualitative analysis.

The computer software application in the recent research data analysis became an important aspect as it is widely accepted for qualitative research method analysis. However, the NVivo 12 Pro computer software can only help in coding and organising the data and it does not analyse the data automatically but the software will help in storing the data, organise code and query and it will also create external and internal connection as well as creating a relationship between the ideas and the participants. NVivo 12 Pro computer software is divided into two parts: Source and Nodes. Source is containing the data while Nodes is containing the code of ideas.

3.16.6 Using NVivo 12 Pro Software coding process

As soon as the researcher code by means of NVivo computer software, the researcher creates in the interior the software storage range for each idea, in which references to large or small sections of text, image and sounds are recorded. The researcher imports the sources to be coded and regularly copies the source into the NVivo 12 Pro project file, which are of different kinds including text, audio, and pictures. Afterwards, the researcher creates coding categories either before or during coding.

Likewise, researcher use drag-and-drop to code the highlighted text in the imported source at the exact code. At that point researcher edited sources after imported into the NVivo 12 Pro, but it is healthier to set them up correctly earlier.

The NVivo 12 Pro software offers researcher ways of automating routine coding such as for who is talking in the focus group/semi structured interviews or what question is being

responded from the questionnaire. These documents usually require special data format already imported into the NVivo 12 Pro software. What was stored, as soon as data coded, are not actual parts of the data, but references to the exact location of the coded information from the source file. Using those references, the NVivo software is able to locate and retrieve all the coded routes for a particular code or combination of codes from the source records. The passages themselves are never copied, cut, or actually moved as they are coded. Unlike cutup photocopies in hanging files:

i. The source at all times remains complete
ii. Data about the source of a quote is always well-maintained and is displayed whenever a segment is displayed
iii. The changes made to the source are immediately replicated in the coded text section
iv. The coded segment can be seen organised with other similarly coded material.
v. It is continuously possible to view the coded passage in its original context; and
vi. The passages should be coded with multiple codes, with queries rapidly able to find passages coded by coincidental codes.

The computer-based coding of qualitative data is potentially more complex and more detailed than manual thematic sorting. Rather than identifying a passage with one all-inclusive thematic code, when using a computer, the coder can separately identify, by using several codes on the same passage, what is going on, contextual factors such as when, where, and who is involved, what attitudes, feelings, or responses are being revealed, what issues are raised, what the outcome is, and so on, with the confidence that the computer can reconnect codes used for the same passage of text.

Attending to these different aspects as work through the data encourages a greater level of attention to nuances in the data and often leads to deeper insights than would otherwise occur. Immediately data are coded in this way, almost limitless possibilities for review, sorting, and sifting of text segments become possible (Bazeley, 2007).

3.16.7 The NVivo 12 Pro Automatic coding

It is a means of reorganizing data for further analysis (Elliott, 2018). The auto-coding is achieved by automatically assigning relevant information to specified nodes. With auto-coding, all headings having same label or name and label across transcripts are put under one node. However, the formatting of the transcripts was done using a paragraph style in order to make the data suitable for auto-coding as suggested by (Silver & Lewins, 2014; Adu, 2019). The auto coding helps in regrouping participant's responses in a single area based on the interview questions (Adu, 2019).

As an alternative of going through each individual participant's transcripts which are previously uploaded into the NVivo 12 Pro software to check for relevant information regarding each interview questions, the auto-coding warrants that all relevant information for each research questions by each participant are grouped in one place. The researcher must be sure that all research questions are taking similar heading. The following step after auto-coding is the coding process.

3.16.8 The Creation of Nodes and Code Process

According to Weston et al. (2001), A code is a word or phrase that captures and represents a substantial part of information. Besides, a coding process is the analytical categorization of segment of data. Accordingly, it is a process of assigning an appropriate

code that can be used in identifying the texts when needed (Braun & Clarke, 2006). Coding involves going through the texts document with the belief of identifying appropriate parts which are of interest to the study (Nowell et al., 2017).

Hence, the coding process with the use of NVivo software is done by gathering and putting related part of texts (codes) into a container called- Node. Nodes are “containers” into which relevant information are put. It is done by highlighting the relevant information and dropping them into nodes. Coding is designed towards addressing research questions (Elliott, 2018). According to King (2004) a researcher can assign as many levels of coding as they are considered useful but, this can jeopardize the aim of having clarity while organizing and interpreting data. According to scholars, there are several ways of creating nodes. These nodes also display bellow all the references coded in the NVivo 12 Pro Figure 3.1.

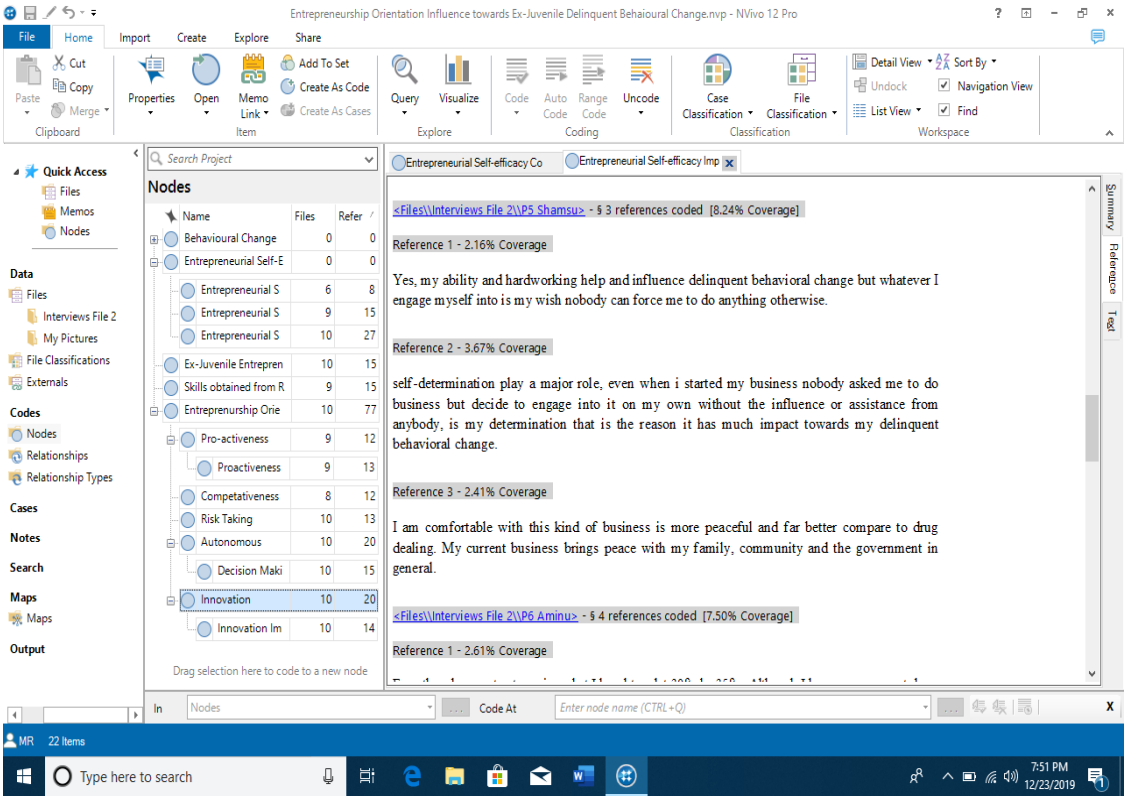


Figure 3.1: QSR NVivo 12 Pro Code Analysis

The NVivo software supports two types of coding methods. These are inductive and deductive approach. The inductive approach to coding is where codes are generated while examining the data sets. Thus, codes are attached to units of data as the analysis of the files continues. The deductive approach is achieved through pre-set coding scheme developed based on themes that emerged from literature review. (Fereday & Muir-Cochrane, 2006) mentioned that deductive approach is guided by 202 pre-determined codes unto which nodes are created. The generation and labelling of the node and codes can be done using any of the following options.

The First Choice: As suggested by Bazeley and Jackson (2013).

i. Identifying relevant information from the data or transcripts.

ii. Assigning word or phrase that is suitable and best represents the data while reflecting on the research questions.

iii. Documenting or making note on why the information is important (based on the researcher's thoughts regarding the code) using the ***memo*** option in the Nvivo software.

The Second Choice: As suggested by Kane and Trochim (2007).

iv. Reviewing the characteristics of the research questions.

v. Transforming the research questions into ***focus prompt*** which guides in generating codes that describes relevant data.

vi. Using ***fill in the blank*** method of answering to create a node and code that best represent the data in the transcript.

The Third Choice: As suggested by Saldana (2013).

i. Reviewing and reflecting on the characteristics of the study's research question.

ii. Identifying the appropriate coding method that is consistent with the study's research questions.

iii. Assigning nodes and codes while using the coding method that best describe the relevant information in the transcript.

Therefore, the use of any one of the above options completely depends on the research questions and the philosophical domain of the study. So, last option 3 was chosen for this study. The reasons for choosing this option include the following:

i. The option 3 was carefully considered as the most proper because it make simpler for the researcher in generating structured codes and nodes that represents the data. Hence, it guarantees transparency in the coding process method and it will aids research findings more trustworthy.

ii. The main objective for analysing the data is to address research questions. The coding method would be chosen based on the characteristics of the research questions. And, reviewing the research questions has become necessary. So, it helps in addressing the research questions.

iii. After identifying the appropriate coding method, the researcher begins assigning the node using the coding method. Hence, the nodes are used to represent the relevant information that was identified. It means that every node comes from the coding method. It enables sorting and categorization method.

iv. This specific option has satisfied all the stages of thematic analysis which have been used in data analysis procedure.

3.17 The Researcher's Assumptions of the Study

The assumptions are issues and facts that are in existence in a research study such that they affect the relationship from the known existence of other facts (Barongo, 2018). This implied that assumptions are the ones that enable a researcher to have fundamental principles to carry out the given research. The assumption should be an issue in the study that is accepted as true by any researcher who reads a piece of the dissertation. So, assumptions are related to limitations in that, they stimulate the interpretation that you can draw from a study (Barongo & Nyamwange, 2013). Therefore, the key assumptions made in the present research study are:

i. Ex-juvenile entrepreneurs would be answering all the questions asked in an semi structured interview and are openly based on their experience and knowledge.

ii. That the ex-Juveniles' entrepreneurs would be conscious of all kinds of previous delinquent behaviour recorded in their respective business limitations.

iii. The ex-juvenile entrepreneurs would provide correct, reliable, and relevant information about the IEO influence regarding their delinquent behavioural change as well as their entrepreneurial self-efficacy influences.

3.18 The Role of the Researcher

The role of the researcher involved in the research exploratory process about the influence of entrepreneurial orientation towards ex-juvenile entrepreneurs' delinquent behavioural change. In genuineness, the researcher's capability is essential to the study with the aim of understanding fresh knowledge about convinced phenomenon. The researcher stance in this investigation is an attempt to inform readers about a specific academic effort and share through audience how methodically the researcher shown my research attention and how the researcher's role in the current investigation has contributed to incomplete body of knowledge on ex-juvenile entrepreneurs and delinquent behavioural change.

For the purpose of being neutral, unbiased and impartial in the investigation process, it is of well-intentioned to note what establishes judicious research, as expected that reality in the world is not severely divisible part of what individuals know rooted in their lives and experiences into one's internal reality. As emphasised by Billies et al. (2010) that, there are continuously numerous personal influences that happen between the researchers and researched. Therefore, this is rational in the study researcher case why researcher chose current research topic.

Personally, as a Nigerian and a researcher, the researcher was fully conversant of all the essential research procedures and ethical requirements during discourse with the research participants to evade any sort of biasness and manipulation of information. In the current research process, the researcher perceived as an insider-outsider smoothing dissertation, probing, and clarifying actuality purposely to extract hidden knowledge about the phenomenon. The researcher has no doubt of any kind that the perceptions of lived experiences of ex-juvenile entrepreneurs in this study had significant influence on the findings of present study since the basis of knowledge required had a direct linking with the reality.

The researcher's position in this research took out knowledge and perception on a phenomenon and struggled to interpret, explain, and dispense meanings to the subjective interpretations, ideas as the lived experience of ex-juvenile entrepreneurs. At that moment, it was basically right for the researcher to laid away academic knowledge and experience which would probably deny researcher enormous opportunity to learn and understand the deepness and extent of how entrepreneurial orientation behaviours influence ex-juvenile entrepreneurial performance and subsequent delinquent behavioural change.

By means virtue of this, my knowledge about analysis and interpretations of ex-juvenile entrepreneurial orientation behaviours has been extended through participants' responses and with the help of erstwhile scholarly findings whose clarity of thought in the current study has been enormous guide to know the intricate truth about ex-juvenile entrepreneurial orientation behaviours.

Consequently, for this purpose, the researcher has tried be focused and open the researcher away from biases and knowledgeable rational in the mission to experience the

world from different viewpoints with sincerity of not just understanding researcher's behaviours but how other interpret the reality.

Meanwhile, this study is entrepreneurial orientation behaviours, as the researcher have endeavour by experiencing some thorough replications of the researcher's behaviours and reactions to ex-juvenile entrepreneurial orientation behaviours by seriously identifying information that relates to the reality in order to discover what opinions and assumptions related to the researcher's prior experience the researcher have carried into current study.

3.19 Ethical Consideration

Resnik et al. (2015) defined research ethics as standards for conducting research that separate between satisfactory and unsatisfactory behaviours. The study involved qualitative research. Since both primary and secondary data collection methods were used for the study, the ethical considerations for both aspects had been considered.

Ethical matters are considered serious and needs to be addressed at the foundation of the study (Creswell, 2014). Accordingly, establishing relationship and building trust are also important ethical issues that must be checked (Oliver, 2010). In this study, exploring ex-juvenile entrepreneurial orientation behaviours and its influence delinquent behavioural change in Nigerian context.

The plan of the study was to reach every study participant right at the preliminary stage of the interview process. Also, they were all given the opportunity to ask question regarding the purpose of the research. Afterwards, their consents were sought to ensure privacy of their personalities hence, real names of the participants were replaced with pseudonyms during the write-up such as PP1, PP2, PP3 to PP10.

Primarily, considering the inclusion of participants, since their participation in the study was voluntary, their permission and consent were acknowledged by obtaining filled consent forms (Albala et al., 2010). No pressure or force was conditional or implicated on the participants and they had full right to withdraw from the research whenever they wanted to keep their will in consideration (Seidman, 2013; Babbie, 2015).

The consent form included the detail of the study regarding participants' role during data collection and its analysis (Moore & Savage, 2002) and therefore, their permission was obtained. Despite the fact that, the study is purely qualitative, it was ensured that objectivity and integrity are preserved while reporting the results of the semi structured interviews since qualitative approaches have always been criticised for their objectivity (Bowen, 2008). This was specifically included to enhance the validity of the research.

Furthermore, since the research involved literature, it was confirmed to credit the authors of the researches. For this purpose, the researchers included and cited references to all secondary information that has been used. Yet again, it was ensured that the research is free from plagiarism; hence, complete paraphrasing was carried out. In addition, the privacies of ex-juvenile entrepreneurs could be subjected to a certain ethical problem, which was protected by undertaking rational decisions.

For example, Ex-juvenile entrepreneurs could be afraid of leaking their sensitive personal information such as previous delinquent behaviour records (for example, drug peddling, drug addictions, pick pocketing, school truancy and gang activities), which often create problems in their business environment and relatives of the victims for fear of revenge; thus, ex-juvenile entrepreneurs were assured about the confidentiality of their sensitive

information. In this manner, the confidentiality of the ex-juveniles was granted by protecting their rights to privacy and safety through handling data obtained as the whole.

The essential aspect of any ethical issue is to keep the personal records safe, and for this reason, participants were not forced to share their names and their records by mentioning the names of the institution and address if they were uncomfortable. Ethical issue considerations are further significant in qualitative research rather than quantitative research approach as qualitative research technique frequently imposes on informant's lives (Punch, 1998). Neuman (2011) suggested the researcher as accountable for research ethics and added that it is the ethical and professional responsibility of the researcher to be moral, even when research participants are not aware of or undisturbed about ethical consideration.

A confidentiality agreement form was presented to each of the participants at the beginning of the interview process as suggested by Kaiser (2009). Doing this at the initial point is essential for obtaining informed consent and, it helps in building trust between the researcher and the research participants (Crow et al., 2006). Further, entirely the interviews were conducted in settings that were appropriate and with the consents of the participants.

Similarly, considering the confidentiality of the participants mainly the likely traumas of the participants, it was necessary for the researcher to guarantee the suitability of the preferred methodological method in responding the research questions. Consequently, a social worker (Jibril Mukhtar) from ministry of youth and support social development under the state emergency management agency was contacted and participated throughout the interviews to guarantee the practicability of the research proposal as well as appropriateness of the sampling strategy towards satisfying the aims and objectives of the research.

Regarding the research process, the researcher knows the merits and demerits of the phenomenon under study. On the process of gathering information from participants, the researcher should reveal all advantages and disadvantages that may concern the participants (Punch, 1998). Some general ethical issues prohibitions under no circumstances cause needless damage to participants, and do not unnecessarily disgrace, humiliate, or release damaging information about particular persons that was gathered for research purposes.

The Participants in research must be intentional or voluntarily, and the researcher notified participants concerning research studies, seek participants' consent for audio recording and picture snapping accordingly. Therefore, participants knew their rights and presented a short information about the study (Neuman, 2011).

3.20 Research Philosophy

Research philosophy is the theoretical roots supporting the search for knowledge. Integrated within the philosophy of science are idea or assumptions concerning ontology (the nature of reality and being), epistemology (the study of knowledge), the gaining of knowledge, and the relationship between the knower (research participant) and would-be knower (the researcher), axiology (the role and place of values in the research process), rhetorical structure (the language and presentation of the research), and methodology (the process and procedures of research) (Lincoln, 1994; Creswell, 1998; Denzin & Lincon, 2000b; Guba & Ponterotto, 2002).

The model advocated in researching the effects of entrepreneurship orientation towards ex-juvenile behavioural change is a qualitative research design. It is a context that various scholars view as an interpretive approach pressure (Lincoln, 1994; Lin, 1998).

The choice of this qualitative research method over quantitative is influenced by how the researcher views reality and how this reality can be known, which stimuluses the basic belief thought by the researcher (Guba, 1990, pg. 17). The epistemology of the study is to understand how IEO behaviours, ESE in business start-up and IEO and ESE influence delinquent behavioural change. This knowledge can be discovered through experience or inductive approach (Walliman, 2011) related with interpretative paradigm employed by the present research (Burel & Morgan, 1979).

3.20.1 Interpretive Paradigm

The current study restricts the philosophical paradigm to the interpretivist paradigm. However, an interpretivist believes in reality and experience in which experience can be seen as a human life experience (Hansen, 2004). The interpretivist stance supports a hermeneutical approach, which maintains that meaning is hidden and must be brought to the surface through deep reflection (Sciarra, 1999; Schwandt, 2000). Advocates of interpretivism emphasise the goal of understanding *"the lived experiences"* from the point view of those who live in it day to day (Schwandt, 1994).

This reflection can be encouraged by the interactive between researcher and ex-juvenile entrepreneur's conversation. Consequently, a distinctive feature of interpretivist is the essentiality of the interaction between the researcher and the purpose of the investigation.

The interpretive paradigm is that reality of social construct and there is no single way to observe the reality; but rather, multiple realities or interpretations of a single phenomenon (Merriam, 2009) and knowledge about this reality that comes from people's subjective

experience. This means that the knowledge is rooted in ex-juvenile entrepreneurs' behavioural experience.

The need to use this paradigm (subjective view) is because it is considered to be the functionalist approach which holds an objective view that understanding a phenomenon is by studying the underlying causes (Muijs, 2004) which are insufficient to understand, describe and interpret how IEO and ESE and their influence to delinquent behavioural change.

Most importantly, this paradigm provides the researcher with opportunity to explore and understand the phenomenon under investigation by interpreting the meaning ex-juvenile entrepreneurs assign to their experiences behind such decisions relatively rather than using numerical dimensions (Burel & Morgan, 1979; Deetz, 1996) by drawing interpretations or by judging the alike between the information and some abstract patterns (Aikenhead, 1997). Without the use of numerical measurement, this implies that this study does have dependent and independent variables and explores the central phenomena in-depth (Kaplan & Maxwell, 1994). That is, how IEO and ESE influence ex-juvenile entrepreneurial activities and their delinquent behavioural change.

Consequently, the use of interpretative paradigm allows the researcher to gain knowledge based on individuals' experiences among ex-juvenile entrepreneurial activities. Therefore, through interaction, a deeper meaning of the phenomenon is discovered. The researcher and the participants together create findings from their interactive dialogue and interpretation. Figure 3.1 explains the two broad perspectives and dimensions to the nature of social sciences.

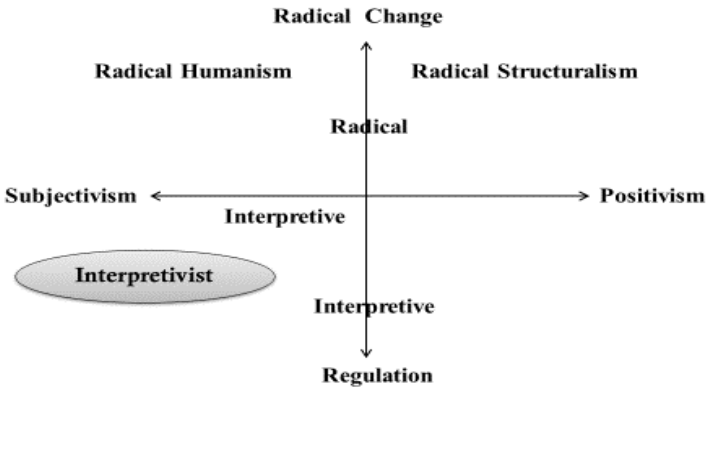


Figure 3.1: Research Design Process Flow Diagram
Source: (Burrell & Morgan, 1979; Saunders et al., 2009)

Figure 3.2 above shows what shall be described as the subjectivist-interpretivist dimension relevant to our understanding of social sciences distinguished each by the descriptive labels under which they have debated in the literature of social philosophy. The label of interpretive box is our stand as social learning theories are more related to constructivist philosophy and suggested that knowledge is based on experience with the world and humans where that reality is constructed (Burrell & Morgan, 1979).

Ontology is concerned with the nature of reality. Reality is perceived as subjective and depends upon how researchers and participants perceive it (Punch, 1998; Creswell, 2007). It is all about understanding the real world and its existence and action (Guba & Lincoln, 1994). Regarding to these ideas, the present research observes the phenomenon of ex-juvenile entrepreneurs and the influence of entrepreneurial orientation towards ex-juvenile delinquent behavioural change.

Consequently, this study will focus on ontological questions which will explore the nature and reality of ex-juvenile entrepreneurial activities and ESE influence towards delinquent behavioural change (Harris et al., 2013). Therefore, to answer the ontological perspectives of the research questions, the current research questions are on how does the entrepreneurial orientation influence towards ex-juvenile entrepreneurs' delinquent behavioural change and how does entrepreneurial self-efficacy influence ex-juvenile delinquent behavioural change.

Epistemology-Subjectivism is concerned with the way knowledge is obtained. It depends on the relationship between researcher and the researched, and how the researchers perceive that reality (Punch, 1998; Creswell, 2007). Epistemology is the relationship between the researcher and the reality, and how this phenomenon of reality can be explored or known (Carson et al., 2001). In the literature, different types of epistemologies have been introduced, but the selection of epistemology for a specific research is totally dependent upon the nature and the reality of the research (ontology).

In this regard, Guba and Lincoln (1994) have identified two types of epistemologies; one is the objectivist epistemology stating that the discovered and known reality is real and realistic, and the second is the subjectivist epistemology stating that the reality is created and discovered. For the present research, the researcher is following Guba and Lincoln's (1994) subjectivist epistemology, as the purpose of the current research is to achieve an in-depth understanding of the phenomenon of ex-juvenile entrepreneurs' regarding the influences and contribution through the ex-juvenile entrepreneurs' experience and understanding about the entrepreneurial orientation behaviours by asking: How do they operate it? How does EO influence ex-juvenile entrepreneurial activities? And how EO behaviours influence towards

ex-juvenile entrepreneur's delinquent's behavioural change? Lastly, how does entrepreneurial self-efficacy in business start-up influence ex-juvenile entrepreneurial self-efficacy and also their subsequent delinquent behavioural change?

3.21 Researcher's Positionality

Basically, the researcher was a part of the inquiry process. The researcher's intellectual thinking is abided at the heart of the inquiry with intent of bringing into light a new knowledge about a certain phenomenon (Sultana, 2007). The researcher attempts to inform the reader of this particular study on how as a researcher, the research interests are carefully engaged and the inquiry can impact or limit production of knowledge.

However, to stay impartial or unbiased in the research, it is of paramount importance what establishes a reasonable research, as assumed that the external reality is an inseparable part of what we already know from being grounded on our lives and experiences into our inner reality. Billies et al., (2010) advocate that there are constantly various personal influences, in one way or another, among the researcher and the researched.

This is realistic in my circumstance, as to why the researcher selected the research topic in the first place. Subjectively, being the indigene of Katsina state, as the researcher, the researcher was deeply conscious with all required research procedures and ethics during my interaction with the research participants and the field research setting in order to avoid being biased and any sort of information manipulation.

In most cases the researcher perceived as an outsider-insider in the process of facilitating the exposition and clarification of truth about the phenomenon under study. The researcher has confidence that all subjects' lived experience as ex-juvenile entrepreneurs in

this particular study had vital influence on the findings of this study, because the basis of knowledge acquired in this study has direct connection with the ex-juvenile entrepreneurial activities' phenomenon.

Accordingly, the role as a researcher was to bring into light the knowledge and understanding about the phenomenon, and strive interpreting, explaining, giving meaning to the perceptions, views, ideas and opinions as subjectively experienced by ex-juvenile entrepreneurs in Katsina town.

Basically, it was the right time to put away researcher's experiences and intellectual thinking which would probably deny me the opportunity of awareness and of understanding at a deeper level how these subjective entrepreneurial orientation influence ex-juvenile entrepreneurs' delinquent behavioural change and researcher's involvement has influenced study and the community at large. The researcher consider that awareness of outside thinking allows the researcher to come nearby to a reality that might lie further than individual descriptions of the truth.

The understanding of analysis and interpretation of ex-juvenile entrepreneurs' phenomenon in Katsina town has been enriched through participants' responses and experiences with the help of comprehensive reading of philosophical and theoretical works by philosophers and theorists who have the clarity of thoughts to present in words. The researcher has attempted to restrict away from perceptions, away from intellectual thinking, away from prior knowledge in the expectation of experiencing the world from a depth of unconscious sentiment with the definitive tenacity of perceiving not just researcher's own but other people's interpretations of reality.

The researcher attempted to critically undergo a thorough reflection of reaction to ex-juvenile entrepreneurs by having a time of quietness to listen to internal information flow that relays on the experience, hoping to disclose to me what assumptions the researcher have brought forward from earlier related experiences.

3.22 Description of the Field Site Location

The location and description of the research area is discussed in the following sections.

3.22.1 Demographics of Nigeria

Present study is carried out in the Katsina State, northwest of Nigeria. Nigeria is a country located in the West African region. It is an anglophone country. Nigeria shares land borders to the east with Chad and Cameroon, to the North with the Niger Republic and to the west with the Benin Republic (as depicted in Figure 3.1). Nigeria's coastal borders are the Lake Chad and the Gulf of Guinea. Nigeria's geographical topographies or mountain vegetation includes Jos, Mambilla in Plateau, Adamawa highlands, Mangroves in the Niger Delta, River Benue and River Niger.

According to the world map (2002-2016), Nigeria is in the tropical zone with a semi-tropical climatic condition which differs in most parts of the country and makes the country's climatic condition to be broadly subdivided into arid North and equatorial South. The climate in Nigeria is seasonal with damp and humid climatic condition. It lies between 9.0820o North and 8.675o East. The longitude of Nigeria falls to the east of meridian with a time difference of an hour ahead of the Greenwich Mean Time (GMT) with a difference of seven hours from Malaysia.

Nigeria has two major vegetation types i.e., the savannah vegetation and the forest vegetation, which comprise of three belts namely Guinea, Sudan and Sahel Savannah. Nigeria's savannah vegetation is similar to most West African state's vegetation especially that of the Benin republic and where the broadleaf evergreen forest and short-grass (acacia) savannah cut across.

The Northern region consists of the Sahel savannah which contains coverings of grasses and sand. Sudan Savannah has shorter grass and shorter trees and the Guinea Savannah has woodland and tall grass savannah (Geography Alliance of Iowa), while the Southern region of the country comprises of the forest vegetation with dense forest and humid tropical weather condition for the growth of trees.

The region can be subdivided into three (3): the freshwater swamp, saline water swamp and the tropical evergreen rainforest. The Guinea savannah is situated in stretches from the Ondo state through to Anambra and then to faraway Kaduna state. It covers more than half of the middle of Nigeria. Its annual rainfall is considered as the input for crops and trees.

The mean annual rainfall is 1,600 mm with an average of 1,550 mm. Rain starts falling between the months of April and May while the farther areas of the Guinea savannah where the current study is done start experiencing rainfall between the months of June and July while it gets to its peak by August and September (Ayanlade, 2009).



Figure 3.2: Nigerian Map on the World Map
Source: Adapted from Wikipedia free encyclopaedia

The present Nigeria population is 207,670,432 as at Thursday, October 22, 2020, based on the world meter elaboration United Nations (UN, 2020). The data which makes it the most populated country in Africa and the seventh (7th) most populated country in the world as well as the most populated black nation in the world. The Nigerian population comprises of about 250 ethnic groups, with Hausa-Fulani being the largest representing 33% of the total population, Yoruba representing approximately 18%, Igbo representing 15% of the total population and others minorities tribes take the remaining 34% percentage.

The Hausa-Fulani dominate the Nineteen (19) Northern states part of the country, while the Yoruba dominate the six (6) western states of Nigeria and the Igbo dominate the five (5) eastern states of Nigeria as reported in the Nigerian Facts Sheets. Katsina state, where the fieldwork was carried out is in the North western zone of the country which is considered as part of Northern Nigeria.



Figure 3.3: Nigerian Map
Source: Adapted from Wikipedia Free Encyclopaedia

3.22.2 Research Location Justification and Brief Historical Background

The location of the study was chosen due to the fact that the total population of Katsina state is 7, 831, 300, total land area is 24, 192 km², total local governments is 34, being the 4th largest population among the Nigerian states, importance of entrepreneurship, reducing delinquency rate and poverty reduction rate as well as a foundation for economic growth, resources spent on security (resource constraints).

The Katsina royal palace ***'Gidan Korau'*** is a huge complex located in the centre of the ancient city. It is a symbol of culture, history and traditions of ***'Katsinawa'***. According to historical account, it was built in 1348 AD by Muhammadu Korau, who is believed to have been the first king of Katsina. This explains why it is traditionally known as 'Gidan Korau' (House of Korau). It is one of the oldest and among the first-generation palaces in

Katsina along with Daura, Kano and Zazzau. The palace was surrounded with a rampart, ***"Ganuwar gidan sarki"*** which is now almost gone. The main gate which leads to the palace is known as ***'Kofar soro'***, while the gate at the backyard is called ***'Kofar Bai'*** (presently disappeared). The Emir's residential quarters at the epicenter of the Palace is a large compound.

Alhaji Dr Abdulmumini Kabir Usman is the present emir of Katsina emirate, Nigeria and also the chancellor of University of Ilorin, Kwara state. He is the 50th of Katsina chronologically and the 4th from Sullubawa dynasty succeeding his father Alhaji Muhammadu Kabir Usman. Majority of Katsina people are Muslim Sunni. Muslims are people who follow or practice Islam, a monotheistic Abrahamic religion, and Muslims believe in the Quran and Hadith and consider the holy Quran as a verbatim word of God as revealed to the prophet Mohammad (PBUH). Muslim is an Arabic word meaning ***"submission to the will of God".***

Katsina state is dominantly inhabited by Hausa-Fulani, where Hausa is the largest ethnic group in Africa and second largest language after Arabic in the Afroasiatic family of language. The Hausa are a diverse but culturally homogeneous people based primarily in the Sahelian and the sparse savannah areas of southern Niger and northern Nigeria respectively, numbering over 70 million people with significant indigenised population in Cameroon, Ivory Coast, Chad, Sudan, Central Africa, Congo, Ghana, Togo, Eritrea, Equatorial Guinea, Gabon, Gambia and Senegal.

The Hausa have in the last 500 years crossed the vast African landscape in all its four corners for varieties of reasons ranging from military service, long-distance trade, performance of hajj, fleeing from oppressive feudal Hausa kings as well as preaching and

spreading of Islam. Katsina has a semi-arid climate or steppe climate of a region that receives precipitation below potential evapotranspiration, but not considered a desert climate (Koppen climate classification).



Figure 3.4: Katsina State Map
Source: (Google Map)

3.23 Summary of the Chapter

The chapter has defined the research design, various methods, approaches and tools of data collection to generate results and procedures that have been employed in the existing thesis. At the same time, some other important methods and concepts have also been discussed that were needed to be followed and dealt with meaningly such as the pilot study and necessary changes that were made as a result, challenges experienced in the field and management of data for analysis and interpretation of data through an effective coding method. Based on the nature of the study, all the research design (case study) and data collection tools (Observation and semi structured interview) have been reliant solely on

qualitative data, which is worthy of measuring the social and management phenomena such as ex-juvenile entrepreneurs and delinquent behavioural change (Creswell, 2013).

Similarly, justification for the choice of the method. Definition and explanation regarding the philosophical approach adopted for the studies are also presented. The research procedures were outlined. These include, method of data collection, sampling used, data analysis technique.

In a nutshell, Chapter 3 has comprehensively discussed the philosophical assumption of the study, research design, data collection technique, research instruments, sample procedures, and research location. The research will be conducted to examine the influence of entrepreneurial orientation among ex-juvenile entrepreneurs. The following Chapter 4, which presents analysis of the finding of the study performed to evaluate proposition of the study.

CHAPTER 4

FINDINGS

4.1 Introduction

This Chapter gives comprehensive information and results obtained based on the target methodology presented in Chapter 3. It presents the design and implementation of individual entrepreneurial orientation behaviours influence and entrepreneurial self-efficacy influence in detail. This chapter presents the explanation of the findings of the results achieved from the data collection of this research. It also presents the explanation of the qualitative data analysis procedures.

The most significant objectives of the research are to cover the findings of the research and gain an in-depth view into the influence of entrepreneurial orientation towards ex-juvenile entrepreneurs' delinquent behavioural change and provide the results of the participation of ex-juvenile entrepreneurs.

In achieving the objectives of the study, face-to-face interviews were conducted with ex-juvenile entrepreneurs at their various markets and workshop locations. The interviews formed the basis of the case study through which findings are analysed and interpreted, particularly to acquire the detailed understanding of ex-juvenile entrepreneurial activities in relation to their delinquent behavioural change. The section below shows the details of demographic information of the participants involved in the current research interviews.

4.2 Outcomes of Entrepreneurial Orientation and Entrepreneurial Self-Efficacy

Through the analysis of data and framing of the analysis in the individual entrepreneurial orientation (IEO) and the entrepreneurial self-efficacy, the study found that the following with regards to the influence of IEO and the influence of ESE business start towards ex-juvenile entrepreneurs' delinquent behavioural change.

A visual representation of the themes that emerged from the analysis is presented below. It depicts the visual model of themes that emerged from the research findings. It followed the tendency of data collection techniques (semi structured interviews) that have been triangulated in respect to research questions 1 & 2.

According to Tate et al. (2010) thematic analysis is a method used for identifying, analysing, and reporting patterns (themes) within data. It marginally organises and describes data set in (rich) detail. Nevertheless, its level of usefulness goes beyond that, and it have the capacity to slightly interpret various aspects of research topic and research questions (Cassell et al., 2006).

The themes in the dotted square relates to IEO and ESE influences that emerged i.e., autonomous behaviours; risk-taking behaviours; innovative behaviours; proactive behaviours; competitive behaviours and ESE business start. The dash arrow pointing to the small doted circle nodes, signifies the influence of IEO and ESE influence towards ex-juvenile delinquent behavioural change.

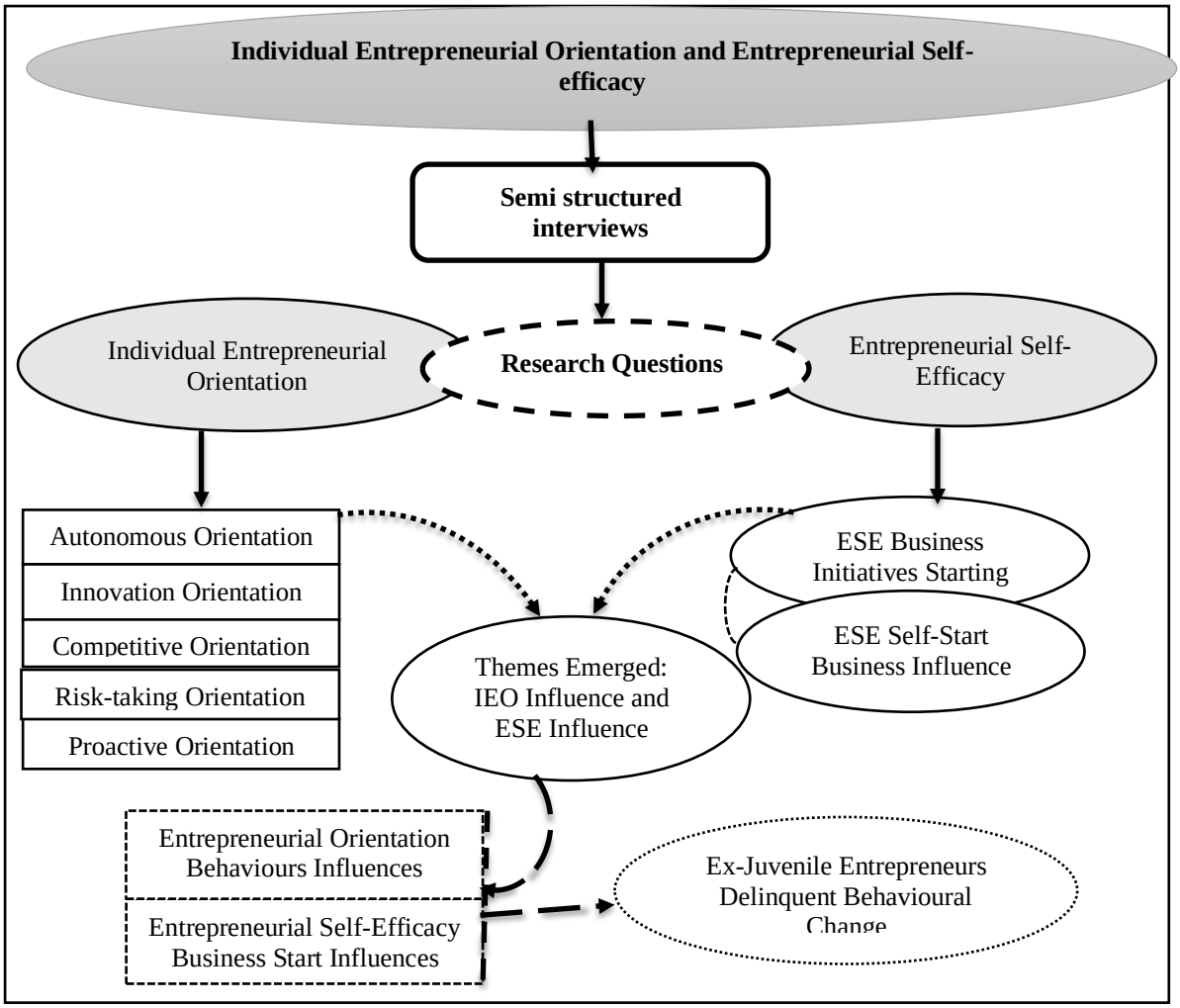


Figure 4.1: Visual Mapping of the IEO and ESE Analysis
Source: (Research Analysis)

4.3 Overview of Demographic Profile of Research Participants

This section of the chapter is to study from ex-juvenile entrepreneurs who are currently engaging in an entrepreneurial activity at their markets and workshops places. The influence of the entrepreneurial orientation behaviours towards their delinquent behavioural change are studied. The findings of this chapter are organised into two sections.

The first section covers the demographic information of the research participants (ex-juvenile entrepreneurs) which entails information related to age, sex, estimated income,

educational level, previous delinquent behaviour record, current entrepreneurial activity engaged in, skills obtained from the reformatory centre, and period served in detention at the reformatory centre.

The second section of the chapter entails the research objectives finding and discussion. The findings of the study were based on the research questions as they were itemised earlier in chapter one: how does the individual entrepreneurial orientation influence towards ex-juvenile entrepreneurs' delinquent behavioural change? and how does the entrepreneurial self-efficacy impact towards ex-juvenile entrepreneurs' delinquent behavioural change?

4.3.1 Description of the Ex-juvenile Entrepreneurs

In developing countries, many people are enforced into creating their own easy entrepreneurial ventures due to a lack of other opportunities (Reynolds et al., 2002). This is necessity-based entrepreneurship, and is due to what Reynolds et al., (2002) called "push motivations" such as unemployment and job replacement (Peterson & Valliere, 2010) that leave no alternatives to opening an individual's own business. The majority of necessity-based entrepreneurs do not aim to create jobs or expand their business, but rather grasp entrepreneurship as a source of income for basic needs (Smallbone & Welter, 2003; Acs et al., 2005).

In this study, ex-juvenile entrepreneur is defined as "an ex-juvenile who creates something and changed it with values added by devoting time and efforts, assuming the financial, emotional and social risks in an action-oriented perspective and receiving the

resulting rewards or risks of monetary and personal satisfaction" (Solomon & Winslow, 1988).

Hence, ex-juvenile entrepreneurial engagement influences their behaviours with the impression that, despite their circumstances, they choose to be entrepreneurs that would enable them to integrate into the community. The entrepreneurial orientation behaviours influence is to inspire and engage ex-juveniles in the fundamental concepts of an entrepreneurial mindset and the unlimited opportunities as well as delinquent behavioural change. Scholars have described an entrepreneur mindset as the ability to sense, act, and mobilise under uncertain conditions (Haynie et al., 2010).

4.3.2 Age, Sex, And Estimated Annual Income

The present research considered participants as ex-juveniles who have served different terms at a reformatory centre previously and are currently engaged into entrepreneurial activities (as depicted in Table 4.1). Participants were all males ranging from the youngest at 10 to the oldest at 17 years old when they were in detention at the reformatory centre. Due to the varying ages of each participant, it was difficult to summarise them in one group; therefore, different age brackets were developed for better understanding purposes. The majority with 60% of research participants fell into the category of 15 to 20 years old and 20% fell into the category of 10 to 15 years old while the other 20% fell into the category between the age groups of 20 to 25.

Table 4.1: Participants Demographic Data

S/N	Number	Participants
	Gender	
1	Male	10
2	Female	0
	Educational Qualification	
1	National Certificate on Education (NCE)	2
2	Senior Secondary School Certificate (JSSCE)	2
3	Junior Secondary School Certificate (JSSCE)	5
4	First School Leaving Certificate (FLSC)	1
	Total	10
	Estimated Annual Income (Nigerian Naira-NGN)	
1	000 – 200, 000	4
2	200, 000 – 400, 000	3
3	400, 0000 – 800, 000	2
4	800,000 – 1, 800, 000	1
	Total	10

Source: (Fieldwork 2019).

Educational Qualification of the Participants: Participants' education level in this study can shed valuable insights in the varying voices of ex-juvenile delinquent entrepreneurs' experiences. The Nigerian National Policy on Education is composed of four systems of education (6, 3, 3, 4 Systems) viz: 6 years of Primary school, 3 years of Junior Secondary School (JSSCE), 3 years of senior secondary school certificate examination (SSCE) and 4 years of University (National Policy on Education, 1977).

The first tier is the primary education class 6, the second layer of junior secondary school certificate (JSSC) is offered from JSS 1 to JSS 3, and then Senior secondary school (SSS) is also offered from SS1 to SS3 and on successful completion, offered with (SSSCE).

Moreover, the third tier and last structure is university education in Nigeria and universities offer bachelor and post-graduation degrees.

The results presented in Table 4.1 shows that 20% of the ex-Juvenile entrepreneurs have the First School Leaving Certificate (FLSC) while those that obtained Junior Secondary School Certificate Examination (JSCE) as their higher academic qualifications were 20% and Senior Secondary School Certificate (SSCE) was 50%. The other qualification is the National Certificate on Education (NCE) with 10% of participants.

Participants' Estimated Annual Income Status: The annual incomes of participants were divided into 10 categories. The highest number of participants with an annual income of 1, 800, 000 Nigerian Naira constituted 10% of participants. Considering the present rate (last week of December 2019) of Nigerian Naira (NGN) with Malaysian Ringgit (MYR) is 1 MYR to 87.6081 NGN (MYR/NGN, Converter), 360,000 = 4109.5890 is the annual minimum wage set by the Nigerian Government in 2019 (National Minimum Wage Act 2019).

Whereas, other participants' income groups were at 360,000, 540,000 and 1, 800,000 NGN (MYR 4,109.5890/ 6,164.3835/20,547.9452) and above, and constituted 20%, 30%, 40 and 10 % respectively (see Table 4.4). Meanwhile, presently, the US Dollar's (USD) 2exchange rate today (26 December 2019) is 1 USD = 361.974 NGN (XE Currency Converter) meaning that, 360,000 NGN/361.974= USD994.5465 USD. Other income

groups consisted of 540,000, 720,000 and 1,800,000 NGN (USD 1491.8198/4972.7328/1989.0931).

It is noted that the rising inflation rate may increase the chances of income groups since Nigeria is facing a high inflation rate. The annual inflation rate in Nigeria rose to 11.85% in November of 2019 from 11.61% in the prior month according to National Bureau of Statistics (NBS, 2019). Thus, income level can play a significant role among ex-juvenile delinquent entrepreneurs for delinquent behavioural change situation.

The result in Table 4.1 reveals that 40% of ex-juvenile entrepreneurs have an estimated annual income of 0000 to 200,000, 30% of ex-juvenile entrepreneurs have an estimated annual income of 200,000 – 400,000 20% of ex-juvenile entrepreneurs have an estimated annual income of 400,000 – 800, 000 and 10% of ex-juvenile entrepreneurs have an estimated annual income of 800, 000 – 1, 800, 000.

4.3.3 Delinquent Behaviours Records and Age Group of the Participants

Probation orders are usually made for a period of two years. A corrective order to an approved school is consistent for a period of 3 years, as this is considered the minimum period necessary for vocational training and character reformation. A Progress and Discharge Board meets periodically to review the progress of inmates and may recommend the release of an inmate before the expiration of a corrective order. The Board may also recommend that an order be extended, especially when there is positive progress from the juvenile or request of release from the identifiable relations into whose custody the child can be released.

Age group of the participants: These different age groups of participants were targeted to enrich the varying information on the various entrepreneurial activities' experiences, participation and efforts. This process of undergoing different age brackets enabled the present research work to cater to research participants' information for clear information on past delinquent behaviour happenings and yielding significant insights about ex-juvenile entrepreneurial activities and experiences.

Table 4.2: Participants Demographic Data

S/N	Number	Participants
	Age	
1	18 – 24	4
2	25 – 30	3
3	31 – 35	3
	Total	10
	Ex-juveniles Entrepreneurs Delinquent Behaviours Records	
1	Drugs Peddlers	2
2	Drug Addicts	2
3	Pick-pocketer/Stealing	2
4	School Truancy	2
5	Gangsters	2
	Total	10

Source: (Fieldwork, 2019).

4.3.4 Skills Obtained from Reformatory Centre and Current Business Engaged

The purpose of most entrepreneurship programmes is to assist delinquents in starting their own businesses to overcome the significant barriers in obtaining legitimate employment post-release. A variety of vocational and entrepreneurship programmes exists in the reformatory centre such as metal work, leather work, carpentry and tailoring while guests

are invited such as religious scholars, NGOs and NDLEA's to come to the reformatory centre to speak or teach classes. In addition, some countries like USA permits the magistrate to sentence criminals to work at a business centre managed by an ex-criminal (Leigh & Caroom, 2009).

Reformatory Centres are places for rehabilitation to enhance juvenile delinquents' reintegration into the society. The reformatory or correctional centres among other things should have vocational skills training programmes that can facilitate the rehabilitation of the delinquents with skills to be useful to the society when they are finally released. The majority of participants at 50% obtained carpentry skills from the Reformatory Centre, with 40% in metal work and 10% in tailoring skills.

Ex-Juvenile Entrepreneurs' Current Business Activities Engagement: Although vocational skills and training in such areas as carpentry, metal work, leather work, tailoring and so on, are exposed to juvenile delinquents to support their reintegration to be better citizens upon their release from the reformatory centre, the majority are engaged in different entrepreneurial activities as shown in Table 4.7, where 20% of the Ex-juvenile delinquents are engaged in carpentry and selling of furniture 10% engaged in welder and selling of gates/doors/windows while the remaining 10% engaged in other entrepreneurial activities (as depicted in Table 4.3).

Table 4.2: Skills Obtained from the Reformatory Centre

S/N	Number	Participants
	Skills Obtained from Reformatory Centre	
1	Metal work	4
2	Carpentry	5
3	Tailoring	1
	Total	10
	Ex-Juveniles current entrepreneurial activities engaged	
1	Carpentry and selling of Furnitures	2
2	Welding and selling of Gates/Doors/Windows	1
3	Trading and selling of provision	1
4	Defeather and selling of chickens	1
5	Vulcanizer and selling of used Tires/Tubes	1
6	Selling of Kitchen utensil (Tinker)	1
7	Selling of petroleum/engine oil	1
8	Motorcycle rewires and motorcycle spare parts	1
9	Selling of used motor spare part	1
	Total	10

Source: Fieldwork 2019.

4.4 Qualitative Data Analysis Process

Preparation for data analysis starts when the research project commences. From the period of research commencement, the researcher will take stages that will facilitate or hinder the interpretation and description of the phenomena observed. Consequently, the researcher outlines those things that you want to put into consideration in preparation of the mission, and in handling and preparing data for analysis.

In analysing qualitative data, the methodology of the study is also crucial. Since qualitative data are non-numerical, analysing the data does not depend on application of

software (Seale, 2000; Kelle, 2004), unlike quantitative data that need to be analysed with software such as SPSS, Stata, e-view and others which are strict requirements for data analysis and management (Ryan & Bernard, 2000; Cresswell, 2013). However, the process of qualitative data analysis is most important in reflecting the objectivity, transparency and trustworthiness of the analysis.

Analysis is placed on the foundation of the researcher's understanding about how the world works, what makes it what it is, that is *ontology:* and of how human beings, can perceived and study about that world and particularly about the world of people ***epistemology***. For instance, the researcher understanding of the nature of reality and truth and whether the researcher discover, interpret, or construct realities and facts influence the researcher choices of the topic, methods, and conclusions.

Even though these foundations may remain implicit rather than explicit, rational about foundations improves and enhances the research analysis, and our understanding of these things impacts on how the researcher evaluate the trustworthiness of the research conclusions.

So, it is important to guarantee and display that the conclusions being drawn from the study have consistency and soundness in terms of research objectives, research questions, research sampling, data collected, and methods of research analysis (Maxwell, 2013). 'For the current study, the importance of method is not about which approach a researcher chooses but the *"quality"* of the research findings formed by at all approach' (Corbin, 2009: 52). Data analysis process provides the opportunity of ordering and making sense out of the data collected (Merriam, 2009; Marshall & Rossman, 2014). Making sense out of the data implies that the data analysis process is used to answer the research questions.

The research questions stated in section 1.5 serve as the layer to determine the meanings that constitute the findings which answer the research questions to achieve the overall objectives to the study. These answers can be in the form of organised descriptive accounts, themes, or categories that cut across the data. Although several methods exist for analysing qualitative data such as thematic analysis, discourse, textual, content analysis and others (Mathews & Ross, 2010), thematic analysis appears to be the best data analysis technique for this study as informed by the research questions that need to be addressed (Robson & Hedges, 1993).

The actual steps the researcher took in obtaining the results present to make judgements about the justification for the conclusions. Miles and Huberman (1994, pg. 10) observed that qualitative analysis comprises three (3) simultaneous flows of activity: Data reduction, Data display, and Conclusion drawing/verification'. Their 'interactive' model showing the cyclical nature of qualitative work is reproduced in Figure 4.2. Judgmentally, they emphasised that: each of these three components remains during and after data collection; data reduction involves analytic choices and consequently is part of data analysis.

The data display helps to organise and wrapping evidence, create it agreeable to additional analysis and interpretation. Also, the meanings drawn from the data have to be tested against the data, with more being required as necessary. Corresponding Miles and Huberman, the researcher observed analysis as a recursive process, one that growths in due course concluded a number of communicating stages. It contains a twosteps-forward, one-step-backward path crossing three (3) key segments, reaching always toward the goal line of insightful understanding of ex-juvenile entrepreneurial orientation behaviours investigation.

4.4.1 Cleansing of Data

In research particularly when using qualitative approach, rough data usually leads to having undependable data analysis results and afterward leads to ineffective policy. And, sustaining data quality is amongst the most needed but a serious in qualitative data management process (Chu et al., 2016). The data cleansing is the first process of preparing data for analysis and its process involves identifying and correcting unreliable data from the transcripts (DiLalla & Dollinger, 2006).

Therefore, the main aim of data cleansing is to identify and correct mistakes shutter their influence on the study outcomes (Van den Broeck et al., 2005). The data cleansing exercise basically comprises of two stages; the first stage is error detection and the second stage involve error repairing (Ilyas, 2016). The error detection can be achieved either through qualitative 200 or quantitative method while the error repairing can be performed through application of data transformation scripts, through human expertise or applying both (Chu et al., 2016). Therefore, the entire interview transcripts for this study have undergone the *"data cleansing"* process before imported into the NVivo 12 pro software for the analysis.

4.4.2 Creating Code

There are several coding methods in qualitative research. The method (s) to be used in a particular research depends on the research questions as well as the coding approaches that are obtainable (Saldana, 2015). Go over the research questions is important because the main reason for analysing the data is to address research questions (Bazeley, 2013). Accordingly, the basic phases for coding are presented in Figure 4.3.

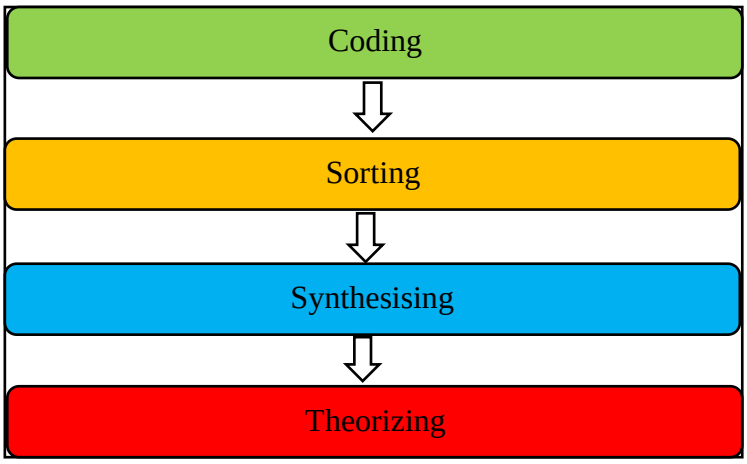


Figure 4.2: Coding Steps

The ***first stage*** of coding is labelling the ideas which contains reducing the data without losing the meanings of the data. The coding captures the important ideas from the data. The researcher can use either coding high spot to point to the code. ***Second step***: the second stage generates categories from the codes. The stage comprises sorting of the nodes and organising them into categories. Sorting or grouping is based on the relationships between codes.

When categorising data, the researcher is observing for the relationship amid codes, rate of recurrence of the codes and the underlying concepts based on the mixture of codes. ***Third step:*** This stage comprises stroking the parts together. Also examines the categories to generate themes. So, categories are synthesized into themes and major themes emerge. Lastly, ***fourth step*** developing theory, this includes theorizing of the concepts. This last step only concerns studies under grounded theory design.

Accordingly, the third step is the final step for current study as well as other studies. As the sorting continues, the researcher keeps visualisation about the study research questions. Therefore, the themes generated from the third step are used in addressing the research questions. The coding process is divided into three (3) stages as presented below:

i. ***In Vivo coding*** the codes are generated directly from the participant's words.
ii. ***Initial coding*** it involves generating the phrases through open-ended process.

iii. ***Descriptive coding*** this method reviews the primary topic of the data.

The current study research questions are open-ended (exploratory) in nature and it comprises both ontological (capturing participant's realities) and epistemological (understanding a phenomenon) aspect of the study.

Accordingly, current study applies theoretical coding methods. These methods are considered appropriate based on its features Saldana (2015). This method also simplifies in creating a very structured codes that represents the concept.

4.4.3 Thematic Analysis Approaches

Data were analysed using thematic analysis as described by Braun and Clarke (2006) to identify findings related to the research questions in Section 1.5. These findings are in the form of themes or categories identified as EO behaviours, ESE behaviours and delinquent behavioural change of ex-juvenile entrepreneurs and their entrepreneurial activities (Silverman, 2015; Maguire & Delahunt, 2017; Gibbs, 2018).

Braun and Clarke's (2006); King et al. (2018); Freeman and Sullivan (2019) hold thematic analysis as the basic method for qualitative data that primarily emphasises on the identification, organisation, and interpretation of themes in elaborated textual data to identify and represent a core message.

Thematic analysis is not a single method, and varies in how themes are defined, organised and structured. Clarke and Braun (2018) and Kiyimba et al. (2019) pointed out, though the thematic analysis is flexible in terms of theoretical application, that is, determined by the theoretical observation of the analyst, in this study the analysis is always underpinned

from the theory. According to Tate et al. (2010), thematic analysis is a method used for identifying, analysing, and reporting patterns (themes) within data. It slightly organises and described data set in detail (rich). Nevertheless, its level of usefulness goes beyond that, and has the capacity to slightly interpret various aspects of the research topic and research questions (Cassell et al., 2006).

Also, Thematic analysis is a qualitative technique for identifying, analysing, and reporting patterns (themes) in data that does not involve counting phrases or words as is done in content analysis. In the first step, any factor related to the experience of EO dimensions and its development over time is provided a code. Codes refer to 'the most basic segment of the raw data or information that can be assessed in a meaningful way regarding the phenomenon' (Boyatzis, 1998, pg. 63).

This first-order code is always literally drawn from the text and does not involve an interpretation or valuation. Then, the first-order codes are grouped together at a higher level of abstraction based on similarities in content, and this process is repeated until a limited number of higher order codes emerge, which can then be labelled as themes.

The interviews were conducted, recorded, and transcribed in the Hausa language and then translated into English for analysis by the researcher. As strongly recommended in the literature on comparative studies of context (Whetten, 2009; Meyer, 2014), with respect to coding and in the following the procedures for 'investigator triangulation' (Denzin, 1989) each interview was independently coded by the researcher using NVivo 12 Pro computer software.

Every paragraph in every interview was then thoroughly read and understood in detail in order to clarify the meaning and interpretation of each EO dimension and ESE related-experiences described by the participants.

This procedure led to numerous clarifications and coding improvements and also made conscious of assumptions and biases. The codes were then analysed, sorted, and combined to search for patterns, or themes, within the data. The themes were identified in an inductive way and were strongly linked to the data itself.

A theme, formulated as a phrase identifies 'what a unit of data is about and what its means' (Saldaña, 2009, pg. 139). Theme identification is initially approached by asking, *'What is said here?*' and evaluating the relevance of what is said to the research objectives, which frame how the text is viewed and determine which themes are worth defining.

One of the most common theme recognition techniques is repetition, where a concept consistently recurring throughout transcripts is likely a theme (Guest et al., 2012). With thematic analysis, the researcher continues to go back and forth between codes and data. If themes are identified, the interviews are coded again to determine whether pieces of information were overlooked, and, particularly, to see whether evidence which contradicts a theme can be found as a deviant case analysis (Guest et al., 2012).

While thematic analysis is suitable for inductive and exploratory case study research designs, it is imperious that the themes are not clearly stated in the questions posed to the participants, if the analysis would flutter opposingly and becomes unlikely to establish previously unidentified patterns (Braun & Clarke, 2006).

In this research, this pit reduction is prevented by the vignette methodology which inspires participants to share actual information of their experiences which were part of the participants' responses that were recorded. Thematic analysis entails five stages: Data familiarisation, Code generation, Theme search, Themes revision, and Theme definition (Braun & Clarke, 2006).

Data familiarisation: Data familiarisation includes field observation along with interview sessions. The theoretically determined data familiarisation encourages researcher to read the entire data over and over again to search for meaning and pattern during identifying the possible faults of deodoriser failure. The semi structured interview sessions were audio recorded to capture ex-juvenile entrepreneurs' experience.

Data analysis begun with a thorough reading for familiarisation with the transcribed data in order to make sense out of the data or gain deep understanding of the meanings of participant's responses on EO dimensions, ESE in business start-up and EO and ESE influence on delinquent behavioural change. In search for the main themes, data were coded by making notes and comments by identifying segment and patterns, that is, unit of data (interviewer transcripts) which is a potential finding or part of the answer to the research questions.

This unit of data can be any meaningful word or group of words spoken by the participants (ex-juvenile entrepreneurs) in describing their feelings, action, behaviours or experience (Merriam, 2009). This process provided the opportunity to identify, organise, and integrate data to produce a similar data with a code label for easy retrieval for the next stage of analysis (Mason, 2017). Through the coding process, similarities and differences, patterns and sequences in participants' responses were identified (Sutton & Austin, 2015) and coded.

Code generation: Coding is known as the process of organising, sorting, combining the data for themes, ideas and categories and then making similar passage of text with a code label so that they can easily be retrieved at a later stage for further analysis (Gibbs, 2007; Mason, 2017). The theoretical coding was applied to address research questions and each segment of data that was relevant was coded as exact word of participants, concept from literature or researcher's own construct. Since there are no available pre-set codes, open coding process was applied to search for initial codes and any data relevant to the research was coded.

Open coding on quotations of interviews over EO behaviours and ESE employed. NVivo 12 Pro computer software was used for construction and organisation of categories or themes. The final code discussed with colleagues and other researchers helped clarified the appropriateness and meaning of codes and eliminate likely biases. The codes facilitate the development of category and themes for analysis of linkage (Holton, 2007; Cresswell, 2010). The coded data was generated from the list of ideas on the possible faults extracted from separate transcripts.

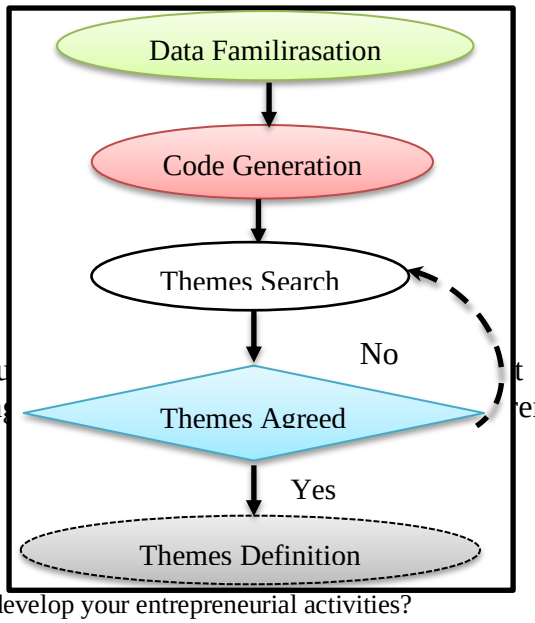
The ideas were coded automatically based on feature similarities such as unit operation, function, and processing constraint that help the researcher to differentiate easily the coded data from each other. During analysing the individual transcript, different terms were used, but terms describing the same meaning were in bold or remarked. The pattern of ideas on the possible faults was coded. In this procedure, a code was developed, which is a qualitative inquiry that uses symbolic signs in the form of a word or short phrase and actively develops and facilitates categories and ultimately analyse the connection (Holton, 2007).

However, there are numerous forms of coding containing axial coding and selective coding (Mills et al., 2010) yet, the existing study employed open coding. This is because an open coding method is divided into stages; for example, firstly the researcher is asked to look for dissimilar concepts as well as categories in the data in order to form the basic units of analysis (Moghaddam, 2006). In other words, primarily, the data is broken down into different first level and second level concepts.

Later on, the concept or categories are interlinked to form specific themes. Considering the coding process for this study, the data was coded to attain possible themes of the data. Following the coding, the initial themes were identified for analysing the collected information. Based on the related themes, the data and codes were brought together to finalise the themes (Vaismoradi et al., 2016).

Theme Searching: In theme searching, the list of coded data was analysed and sorted into possible themes at the broader level. The coded data were joined based on the connection of themes and sub-themes relying on the process of flow diagram, unit operations and process constraint condition. Revision was made several times to check the correct interpretation of the interview data. The agreed themes and subthemes by the researcher were renamed and defined.

Theme Definition: the defined themes and sub-themes were justified; the renamed themes were finalised to represent the possible responsibilities. The detailed analysis of renamed themes included the essence of each theme (as depicted in Figure 4.4).



Figu t

Table 4.3: Open Codin eneurial Orientation

	Coding
Interviewer:	
How did you enact and develop your entrepreneurial activities? (Autonomous orientation)	Business start-up
Participant 1: Started business on my own. Participant 2: It was my decision to initiate something	
Participant 3: Well, I believe that I have to be independent participant 4: I will describe my ability to start business as a sign of my delinquent behavioural change participant 5**:** yes, initiated business to be self-reliance Participant 6**:** I started on my own Participant **7:** Well, initiated after released from reformation Centre Participant 8**:** Began to be independent Participant 9: I start this business on my own Participant 10**: I**t was my decision to stashed business	
Interviewer: Why would you ***invest into unknown business***? (Risk-taking)	Investing into unknown business

Table 4.4 continued

Participant 1: Business is a full of uncertainty but as a businessman need to have ability to take risk because if I can believe in profit so shall bear the loss as well, however, the higher the risk I can bear the higher the profit can be realised, sometimes need to gamble in order to flourish	

and being successful entrepreneurially affect my previous risk-taking behaviour…...”

(PP10, M, 20, Furniture), “……I am very conscious about anything uncertain but you know in business you must take risk and invest into the business with believing of whatever outcome. Even my previous risk-taking behaviour (Pick-pocketing) was full of uncertainty, in fact, it is riskier than the legal business risk-taking because if caught on the process of pick-pocketing people may lynched you. You see how dangerous and

risky of the business? I thank God that risk behaviour (Pick-pocketing) was stopped……”

(PP7, M, 28, Furniture) “…. if business is full of uncertainty, need to be extra careful before taking decision into it to avoid unlikely loss. But uncertainty into the business is obvious and is one of the pillars of any business. Therefore, I believe in risk taking positively or negatively. So, I do previously when I was a drug user before my sudden change to this business…….” (IDIs Recording Fieldwork 2019).

New ideas

How did you apply your ***Experiences*** into the entrepreneurial activities? (innovation Orientation)

(PP2, M, 25, Trader) “……Customer service, Yes, customer satisfaction I introduce into my business, I use to be friendly with my customers, due to this my business place become a joint where many people come and relax, as a result of the people attention, my sales increases, in a day I can sell more than two (2) buckets of groundnut. Therefore, my sales growth rapidly……” (IDIs Fieldwork, 2019).

(PP10, M, 18, Furniture) “……. Yes, I do produce new design and unique to the market so that customers eye will be on my products than

Respond to Market signal

Table 4.4 continued

competitor’s product. I sales more than my competitors in the market and dealers use to ask product made by me…” (Recording, Fieldwork 2019).

How did you ***response to market signals*** in your business activities? (Proactiveness Orientation)

(PP10, M, 18, Furniture) "……. I normally produced new design in large quantity before the harvest season (wedding period) and hoard it for some months, immediately we enter into the harvest season around (October to March) the readymade furniture will be scarce then I bring out the stored one and float it into the market……" (PP6, M 29, Furniture) "……I quickly buy materials used for output production before December because on end of the year the materials are scarce in the market and price hike because all shops closed for of the year holiday and festivals…."	
How did you apply customer service in your business activities? (Competitiveness Orientation)	Customer service
(PP8, M 28, Metal work) "……Even though I have a shortage and limited resources but I manage to start my business with the little and available capital on my possession at the business starter point and this make an impact on the business especially on my previous drug addiction….." *(PP1, M, 29, Tinker)* "……I use my personal saving to initiate this business. If not because of lack of enough capital my business would have grown better. Even though am applying ploughing back profit to increase my capital, because I don't want borrow money at this early stage of my business as a source of capital, to me is very dangerous……"	
How did your entrepreneurial self-efficacy business start and business growth influence your entrepreneurial activities success? (ESE).	Entrepreneurial Self-efficacy
(PP2, M, 25, Trader) "……I decide on my own to take decision, and involved into entrepreneurial self-efficacy business initiating, I am presently fully engaged and busy have no time for running away from home, no time to take drug or smoke marijuana. business really make positive impact on my drug habit, self-determination become the key	

Table 4.4 continued

success of my business because I am determined to achieve a target always. But still have some issues, such as lack of enough capital, and	

> major issues are lack of trust from the society including my own immediate family no one trusted me and the most disturbing is a stigma. ……"

4.5 Research Outcomes of Data Analysis

Based on the review of the literature, this study found numerous gaps and discrepancies in the present body of knowledge regarding EO influence towards ex-juvenile entrepreneurs' delinquent behavioural change as noted in Chapter 1 and Chapter 2. So, in order to attend to those parts, this study constructed two research objectives on EO and ESE. The data were gathered through semi structured interviews from 10 participants.

The data were analysed through integrating the generated codes and categories into pre-structured themes from EO and social cognitive theory as well as logically connecting the interviewees' citations to transform into a consistent meaning of happening. Through the analysis of data and framing of the analysis in the context, the study found the following results with regards to the entrepreneurial orientation influence and entrepreneurial self-efficacy impacts. The ex-juvenile entrepreneurs were grouped based on their different entrepreneurial activities.

4.5.1 Individual Entrepreneurial Orientation Outcome

In achieving the research objectives, the interviews were analysed to examine the entrepreneurial orientation influence towards ex-juvenile entrepreneurs' delinquent behavioural change in Katsina State, North Western, Nigeria. From the analysis of the interview, five entrepreneurial orientation dimensions were developed that potentially influenced ex-juvenile delinquent behavioural changes.

This research objective was established in order to examine the influence of entrepreneurship orientation influence towards ex-juvenile delinquent behavioural change. The whole concept of this phenomenon was examined on the qualitative approach in order to determine the Entrepreneurship Orientation influence. Thus, the appropriate analytical technique to respond to the persistent problem was face-to-face interview through thematic analysis.

Table 4.5: The Results of Individual Entrepreneurial Orientation.

	Findings	Interviewees
Individual	Autonomous Behaviours	1 2, 3, 4, 9 10, 6 and 7
Entrepreneurial	Risk-taking Behaviours	3, 4, 5, 6, 6, 7, and 10
Orientation	Innovativeness Behaviours	2, 3, 4, 5, 6, 7, 8, and 1
Dimensions	Proactiveness Behaviours	5, 4, 3, 6, 7, 9 10 and 2
	Competitiveness Behaviours	9, 7, 5, 8, 4 2, 3, 6 and 1

Source: (Fieldwork, 2019)

From the result of the qualitative data, five broad themes emerged from the analysis. as regards to the ex-juvenile entrepreneurs entrepreneurial Orientation behaviours, the key factors with paramount importance according to the views of the majority of the informants were Self-reliance, Uncertainty in the business, Personal initiatives and Self-starting, Competition in the market, and New Idea in to the business.

Moreover, some informants (less frequency) are with the opinion that competition in the market and New idea in to the business are less relevant as part of ex-juvenile entrepreneurial orientation. Figure 4.5 individual entrepreneurial orientation dimensions influence.

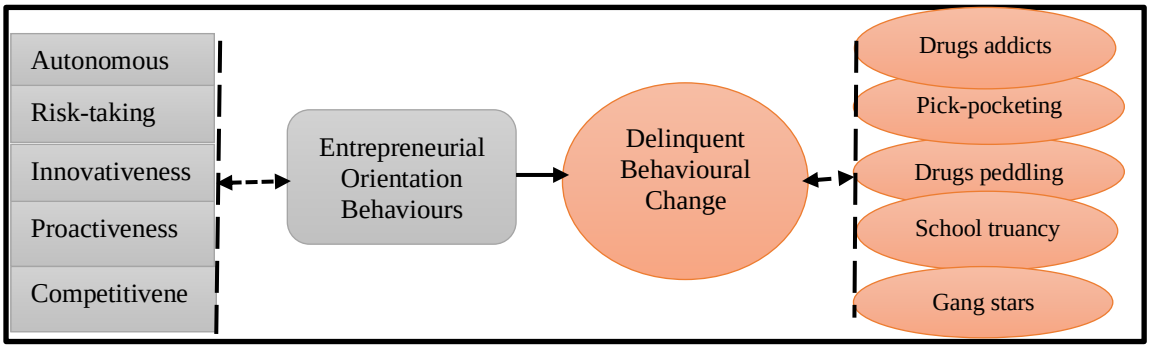


Figure 4.4: Individual Entrepreneurial Orientation Behaviours Influence

4.5.1.1 Ex-juvenile Entrepreneurs Autonomous Orientation Behaviours

Autonomous orientation behaviours are generally related to decision freedom concerning when effort is done. These types of autonomy are applied to business owners, autonomous is the reason individuals initiate, and manage own business. Taking decision freedom concerning how, when and what business decision will be done concerning strategy situation direction of the venture.

Autonomously oriented entrepreneur be disposed to behave from a logic of choice acting freely and wholly approving behaviours rather than behaving because of pressure being forced or pushed into behaving by others. experiencing choice around important life decisions and even on a daily basis is a key reason that autonomously oriented. Then, having the right or power of independence undertaken or carried on without outside control, existing or capable of existing individualistically.

The autonomous orientation intended attitude can be linked to behavioural change as it rises the likelihoods that a business realises independent, to run and manage independently that lead to growing market opportunities that lead to improved behavioural change consequences.

Accordingly, how ex-juvenile entrepreneurs exhibit autonomous behaviours into their business in this piece of the outcomes, ex-juvenile entrepreneurs were presented based on three phases of the autonomous orientation behaviours viz; enacting entrepreneurial initiatives, decision freedom and financial freedom as well. The study found that ex-juvenile entrepreneurs are autonomous. The finding emerged from the theme of autonomy while their

influence on entrepreneurial activities resulted in financial freedom, enacting entrepreneurial activities and decision freedom.

However, within the autonomous influence, the researcher constructed five sub categories which described ex-juvenile entrepreneurs' delinquent behavioural change (Drug addicts, Drug peddlers, Gangster, School truancy and Pick pocketing). The autonomous orientation usually showed that the participant partakes in financial freedom, enacting entrepreneurial activities and decision freedom.

These behaviours were made to assess ex-juvenile entrepreneurs as autonomous. Therefore, ex-juvenile entrepreneurs need to exercise their autonomous freedom. The interviewee perceptions about autonomous were either financial freedom, enacting entrepreneurial activities or decision freedom. These behaviours arose because participants feel autonomous which has positive influence on their entrepreneurial activities and their subsequent behavioural change.

The major finding which gave more clarity on the graphic interpretation of ex-juvenile entrepreneurs' autonomous behaviours and delinquent behavioural change in our conceptual development map is illustrated in Figure 4.6. Nevertheless, their experiences and autonomy varied.

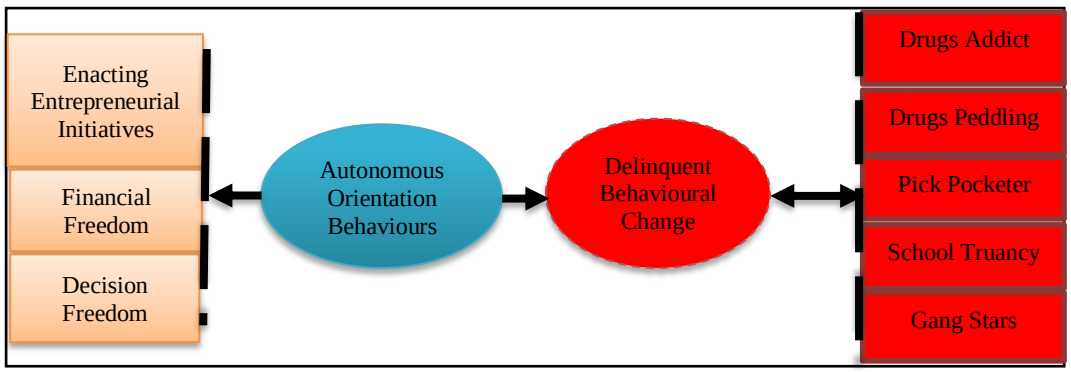


Figure 4.5: Concept Mapping Autonomous Orientation Behaviours Influence on Delinquent Behavioural Change

4.5.1.1.1 Developing and Enacting Entrepreneurial Initiatives: Developing and enacting Entrepreneurial Initiatives was one of the themes of ex-juvenile autonomous orientation behaviours. This behaviour arises when these individuals initiate and manage their entrepreneurial activities with aims to be self-reliant because they believe being self-reliant or independent make them autonomous.

The study finding revealed that, ex-juvenile entrepreneurs are autonomous. This implied that ex-juvenile entrepreneurs are self-reliant and independent, and not reliant on their family, friends and relatives. This also implied that most of the participants chose to engage in several entrepreneurial activities in order to be self-reliant and stay away from delinquent friends.

Additionally, the researchers carefully observed ex-juvenile entrepreneurial activities through a rough assessment of their business activities and exposed that ex-juvenile entrepreneurs had little knowledge of enacting entrepreneurial activities and practices. We also observed that the ex-juvenile entrepreneurial activities are necessity-based entrepreneurship. However, delinquent behaviour background plays a role in exercising entrepreneurial activities as depicted in the demographic and delinquent behavioural records of the participants to have an impact on their entrepreneurial activities' success. There was a sense of autonomous behaviour amongst participants of the study PP1 and PP8, former drug addicts, said that:

> (PP1, M, 29, Tinker) *"……I initiate my own business because I want to be self-sufficient. Being on my own, I can take care of myself and others without waiting or relying on anybody…"* (PP8, M, 26, Metal worker) *"…it is not*

proper to depend totally on somebody for my basic needs, it is better for me to work for myself because……"

The outcome revealed that, participant initiate entrepreneurial activities to create alternative job that will make them self-reliance. The entrepreneurial engagement brings the attention of many customers loyalty towards his product which resulted to the higher return and performance of the business which also subsequently increases the profit of the business. Equally, in their accounts of the events surrounding autonomous orientation behaviour participants PP6 and PP5 who were previously drug peddlers elucidated that:

(PP6, M, 29, Furniture) *".... I choose to start my own business without any assistance just to be self-sufficient, and as a result, you see how my business is progressing now...."* (PP5, M, 28, Defeather) *".... Am presently engaged in a legal business which I totally depend on and I am neither a drug user nor drug seller even though still some people stigmatised and labelled me as a delinquent child...."*

finding shows that, participants are autonomous due to their business commitment, which also influences their delinquent behaviours The. In a similar reaction, a variety of perspectives were expressed by both participants PP7 and PP3 who were previously truant students admitted that:

(PP7, M, 28, Furniture) *".... good to be independent, because now I can take care of myself and others such as my family members, then, I am independent and have an established business...."* (PP3, M, 23, Motorcycle rewire/Spare part seller) *"……I want to be independent without count on anybody ..."*

The evidence revealed that, establishing own business make the ex-juvenile to be independent as the participant are of the viewed that, it more appropriate to be independent then dependent to others. PP10 and PP2, ex-pick-pocketer, A common view amongst participants was that:

> (PP10, M, 18, Furniture) *"……better and more appropriate to be self-determining than depending on somebody; at least earning some income and running my business without much problem except shortage of capital, which I am planning to overcome……"* (PP2, M, 25, Trader) *"….am self-sufficient. I proved to my parent that, am truly transformed ....."*

One of the more significant findings to emerge from this study revealed that ex-juvenile engagement into an entrepreneurial activity make them autonomous, as they are running and manage their own business. Also revealed that, having own business provide ex-juveniles' source of income. In a related reaction, talking about this issue interviewees PP4 and PP9 who were previously in a gang stated that:

> (PP4, M, 19, Furniture) *"……in fact, I am now self-reliant, standing on my own feet without depending on anybody…."*
>
> (PP9, M, 30, Vulcanizer) *".... Am self-reliant, always busy in the market engaging in this vulcanizing business, you need to be at work from morning till midnight due to the nature of the business…."* **(IDIs recording fieldwork, 2019)**.

The findings revealed that, running own business transform my gangster's behaviours to autonomous behaviours. Likewise, business commitment consumes most of my time which resulting to withdrawal of gang activities participation. The study outcomes

indicate that, enacting entrepreneurial activities make ex-juveniles autonomous influence towards ex-juvenile entrepreneur's business performance.

4.5.1.1.2 Financial Freedom: Financial freedom was one of the themes of ex-juvenile entrepreneur's autonomous orientation behaviours. This behaviour ascended when these individuals have financial freedom performances in terms of financial decision making and such decisions are made on their own without external pressure. The study findings revealed that ex-juvenile entrepreneurs have financial freedom in running and managing their businesses. This implied that ex-juvenile entrepreneurs are autonomous in terms of financial freedom. The ex-juvenile entrepreneurs attempted to utilise their financial abilities to meet their necessity with making a little progress in their businesses.

The researcher observed and revealed that ex-juvenile entrepreneurs are lacking financial discipline. Furthermore, the researchers dedicated their time to carefully observe ex-juvenile entrepreneurial activities through a rough assessment of their business activities and exposed that they had little knowledge of financial business ethics practice with unnecessary financial spending instead of ploughing back profit as a source of capital to sole business proprietors.

Meanwhile, delinquent behaviour background plays a role in exercising their financial freedom as it has been depicted in the demographic and delinquent behavioural records of the informants to have an impact on their financial freedom behaviours. On his statement, one of the participants of this study, PP1, a former drug addict narrated that:

> (PP1, M, 29, Tinker), *"…. Am controlling my incomes without the interference of anybody. Regarding unnecessary spending, I am very careful*

about that because my plan is to expand the business. However, this business needs enough capital in order to produce large quantity and sell to the retailers instead of selling pieces, this will result to higher return at once then as a family man I need to pay school fees and other things for the family and also reserve some money for cigarettes and other needs.…."

The result shows that participants control his income which imply that ex-juveniles are autonomous financially. In a similar response, PP6 and PP5, both former drug peddlers described that:

(PP6, M, 29, Furniture). *"……one interesting thing with my business is that, I can decide on what to do and what not to do with my resources therefore, you can see one good thing about running own business and having freedom…."* (PP5, M, 28, Defeather) *"……am financially buoyant, last year I bought a plot, 35/50ft and planning to rent a shop as a show room…."*

The result revealed the participants willingness to decide on how to use their resources appropriately. Other responses from PP9 and PP4, the duo former gangsters proclaimed that:

(PP9, M, 30, Vulcanizer) *"……Running and managing own business make me financially stable. I recently expand and introduced new product into my business that is selling of used tires and tubes. Accordingly, am conscious about financial management…."* (PP4, M, 19, Used Motor Spare part seller) *"…….. with proceed from my business I do carter my basic needs, I bought a motorcycle and other daily needs, I am not worry about the profit because*

once the shop is open, it is certain to make sales and realise profit, therefore I don't need to worry myself about saving. The main purpose of this business is to meet my essential needs……"

It has been revealed that financial freedom makes the participants to be monetarily steady. Additional responses from PP2 and PP10, former pick pocketers stated that:

(PP2, M, 25, Trader) *"……. resulting into business activities, I am earning some income for living which I feel is self-determining, hence, I'm using the income from the business to expand the business means to buy additional stocks. There are great achievements and improvements in terms of how I am managing finance……"* (PP10, M, 18, Furniture) *"……I have little money that am using as capital which source from the proceeds of the business. This carter my demands as well as taking care of my mother and sibling….."*

The study findings demonstrate that participants are financially independent. Further answers from PP7 and PP3, both former truant students stated that:

(PP7, M, 28, Furniture) *"……. I am planning to buy a permanent shop around this area for the purpose of my business expansions……."* (PP3, M, 23, Motorcycle rewire/Spare part seller) *"……I am financially buoyant and independent from rewire work. I expanded my business and introduced selling motorcycles spare part and this was achieved and realised from the proceeds of the previous business….."* (Recording fieldwork, 2019).

The study revealed that financial freedom influences the participant anticipation and managed their business future plans and anticipation.

4.5.1.1.3 Decision freedom: Freedom of decision was one of the categories of ex-juvenile autonomous orientation behaviours. This behaviour arises when these individuals make decisions without outsider compression with much mindful implication of such decisions. The study finding revealed that ex-juvenile entrepreneurs are autonomous in terms of decision making. This implied that ex-juvenile entrepreneurs are autonomous. Participants PP1 and PP8, former drug addicts, narrated that:

> (PP1, M, 29, Tinker), *"……I do make decisions on my own to initiate my business in order to have full freedom of making decision…" (PP8, M, 26, Metal work) "…. my father advised me that, I should get something doing that will bring some income for me. I heed to the advice and make the decision to initiate current business…"*

The study revealed the ability of the participants to take decision on their own, this imply that, they are autonomous. Likewise, Participants PP2 and P10, former Pick pocketers, described that:

> (PP2, M, 25, Trader) *"…….It was my decision to initiate present business……"* (PP10, M, 18, Furniture) *"……..I was advised by my mother and heed to the advised make the decision to start up the business…."*

The study upholds the skill of the participants (ex-juvenile entrepreneurs) to decide on their own, and this implied that ex-juvenile entrepreneurs are autonomous. Moreover, participants PP5 and P6, former peddlers clarified that:

> (PP5, M, 28, Defeather) *"……It was my decision engaging into entrepreneurial activities…."* (PP6, M, 29, Furniture) *"… I make decision on*

my own, nobody advised me to initiate present business, because after I was release from the reformatory centre, nobody was willing to assist, my family and others labelled me as stubborn child…."

The study revealed that, participants have a decision freedom and take decision on their own without any consultation, this imply that they have autonomy in terms of decision making. In similar assertion, participants pp7 and pp3, both former school truants, narrated that:

(PP7, M, 28, Furniture) *"…….it was my decision to start-up the business……"* Also, (PP3, M, 23, Motorcycle Rewire/Spare part seller) affirms that, *"……..nobody make such decision for me is my personal decision, I have been in motorcycle rewiring work for very long time, upon release from reformatory centre, I later introduced new idea into the business (selling of motorcycle spare part selling……"*

The findings also revealed that participants Ex-juvenile entrepreneurs) are able to take decision being capable to switch from one type of business to another. Contrarily, Participants PP4 and P9 both former Gangsters, recount that:

(PP4, M, 19, Furniture) *"……I normally make consultation before taking risky decision especially a complex decision which I have less knowledge about…."* (PP9, M, 28, Vulcanizer) *"…. It was my decision to initiate business, am focus and fully concentrated on my vulcanizing business…"* (IDIs recording fieldwork, 2019).

The study discovered that, participants need to make consultation for taking proper decisions, this implied that participants had no decision freedom. This suggests participants favours others opinion while making business decision. This could be costly if participants succumbed to too much decision from others. This behaviour could hinder business growth which might further reduce sales revenue and profits margin. The preceding results may suggest that ex-juvenile entrepreneurs' decision is indifferent.

i. The Autonomous Orientation Behaviours Influence towards Ex-juvenile Entrepreneurs' Delinquent Behavioural Change.

The findings on delinquent behavioural change emerged from five themes, these are: Abstained from drugs addicts, abstained from drugs peddling, desisted Pick-pocketing, quieting from Gang stars activities and stopped School truancy. The findings from the study revealed that ex-juvenile entrepreneurs abstained from different delinquent behaviours due to their autonomous orientation behaviours. This imply that autonomous orientation behaviours have positive influence towards ex-juvenile entrepreneurs' delinquent behavioural change.

> (PP8, and PP1) **"….** *I stopped drugs using drugs due to the impact of being independence behaviours.* PP1*".... presently, due to my autonomous orientation behaviour, I gate ride of drugs addict.*

The study found that autonomous orientation behaviours influence drug addicts' behavioural change. Likewise, PP5 and PP6 ex-drugs peddlers admitted that:

> PP5*".... Presently not partake in drugs business due to the effect of self-sufficient behaviours ...."* PP6, *"...I stopped drugs peddling..."*

The outcome of the study shows that autonomous orientation behaviours influence drug peddling. This imply that being independent influence drug peddling activities. Similarly, PP7, and PP3 ex-truant students alleged that:

> PP7 said **"***…am no longer a truant student due to the influence of autonomous behaviours…."* PP3 also narrate that*: I stopped truancy due to entrepreneurial autonomous behaviours…"*

The study findings revealed that, autonomous orientation behaviours effect school truancy, this suggesting that being autonomous influence the school truancy changes of behaviour. Also, PP9 and PP4 ex-Gang members described that:

> PP9 assured that, *"…. I quit of gang activities, due to autonomous business activities…"* PP4 said *"…. My having autonomous influence me to quit gang activities….."*

The study also revealed that autonomous orientation behaviours influence gangsters behavioural change, this imply that being autonomous can change gangsters. PP10 and PP2 ex-Pick-pocketers alleged that:

> PP10 *"…. I am no longer partaking in pick-pocketing due to the impact of being autonomous …"* PP2, *"…autonomous orientation behaviours stimulus me got ride out of pick-pocketing…."*

The study findings revealed that, pick-pocketing behavioural change influenced by autonomous orientation behaviours. This suggest that autonomous orientation behaviours influence ex-juvenile entrepreneurs pick-pocketing behaviours.

4.5.1.2 Ex-juvenile Entrepreneurs Risk-taking Orientation Behaviours

Risk-taking orientation behaviours refers to the predisposition to take daring actions such as venturing into unknown business, investing a portion of resources and borrow heavily to invest with uncertain outcomes. Risk-taking orientation behaviours indicates readiness for an entrepreneur committing resources to opportunities which involve the possibility of loss. The risk-taking orientation behaviours can be seen as the step to which an entrepreneur is willing to take risky resources commitments.

The risk-taking boldness can be linked to behavioural change as it increases the likelihoods that a business realises as first mover advantage, stay ahead of their oppositions and rise a competitive advantage and take advantage of evolving market opportunities that lead to improved behavioural change outcomes.

Thus, how ex-juvenile entrepreneurs exhibit risk-taking into their business in this section of the results, ex-juvenile entrepreneurs were presented based on three phases of the Risk-taking orientation behaviours that are; *Venturing into the unknown business, investing a relatively portion of resources and borrowing heavily to invest.*

The finding on Risk-taking orientation emerged from three categories: venturing into unknown business, borrowing heavily and venturing in relative portion of resource. The findings of the study towards risk taking orientation generally presented that, ex-juveniles are risk-takers. Hence, these behaviours occurred when they encountered decision faced with uncertainty.

However, some venture into the Unknown Business, Borrowing Heavily and Venturing Relatively Portion. while the influence on delinquent behavioural Changes

resulted into five categories. The major finding which gives more clarity on the graphic interpretation of ex-juvenile entrepreneurs' Risk-taking Orientation behaviours and delinquent behavioural change in our conceptual development map in Figure 4.6.

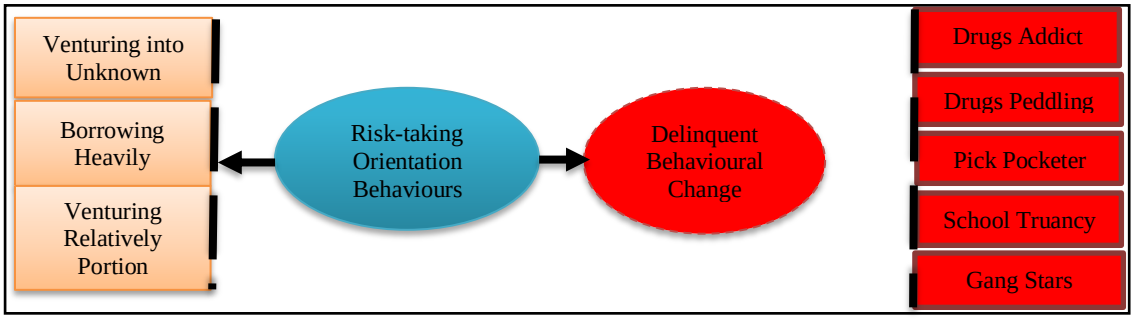


Figure 4.6: Concept Mapping Risk Taking Orientation Behaviours Influence on Delinquent Behavioural Change

4.5.1.2.1 Venturing into the unknown business: Venturing into the unknown feature of risk-taking: was one category of ex-juvenile risk-taking orientation behaviours. This behaviour arises when these individuals invest into new business that have limited knowledge about because they believe to make higher gain. The study finding revealed that, ex-juvenile entrepreneurs invest into the unknown businesses with fashion as they are of the believed that uncertainty in the unavoidable in business. Participant PP1, an ex-drug addict revealed that:

> (PP1, M 29, Tinker), *"…. Business is a full of uncertainty but as a businessman need to have ability to take risk because if I can believe in profit so shall bear the loss as well, however, the higher the risk I can bear the higher the profit can be realised, sometimes need to gamble in order to flourish and being successful entrepreneurially affect my previous risk-taking behaviour……"*

The study found that risk-taking behaviours is influenced by investing into unknown business as business performance and profitability increases due to the unknown business investment. This imply that investing into unknown business increases sales, profit and performance of the business. Likewise, PP10, an ex-Pick pocketer realises that:

> (PP10, M, 20, Furniture), *"……I am very conscious about anything uncertain but you know in business you must take risk and invest into the business with believing of whatever outcome. Even my previous risk-taking behaviour (Pick-pocketing) was full of uncertainty, in fact, it is riskier than the legal business risk-taking because if caught on the process of pick-pocketing people may lynched you. You see how dangerous and risky of the business? I thank God that risk behaviour (Pick-pocketing) was stopped……"*
>
> Similarly, PP7 former truant student believed that: (PP7, M, 28, Furniture)
>
> *".... if business is full of uncertainty, need to be extra careful before taking decision into it to avoid unlikely loss. But uncertainty into the business is obvious and is one of the pillars of any business. Therefore, I believe in risk taking positively or negatively. So, I do previously when I was a drug user before my sudden change to this business……."* (Recording fieldwork, 2019).

The study finding discovered that risk-taking in business is obvious, therefore an entrepreneur needs to be bold and agree to take whatever the outcome of the venture would be. The study also found that risk-taking is noticeable in both legal and illegal businesses. This imply that risk-taking orientation behaviours or strategy increases the performance and

profitability of the business. Recurrently, Participant PP6 29 years old and ex-drug peddler during the IDI assumed that:

> (PP6, M, 29, Furniture) *"……Yes! I can invest in the business with uncertainty, business is uncertain especially the nature of my business. Habitually, customers make deposit until after the completion of the work to pay the remaining balance, you see how risky it is? Sometime the customer may not complete the payment and they will demand for the goods with agreement and promise to pay the balance latter, but unfortunately majority of the customers unfulfilled their promise so, this make impact towards my attitude and taught me how to be patient and handle customers which if it was before when I was using drug, I may fight them (customers)……"*

Correspondingly PP9, who was a former gangster during the interviews implied that: (PP9, M, 30, Vulcanizer)

> *"……Yes! I can invest in a business that is uncertain example I do buying and selling used motor tires which sometime I can make loss or realised profit. Even though I do a thorough search and consultation before buying but still sales at lost sometimes. Therefore, sometime need consultation for a decision making in order to avoid unnecessary loss**…."*** (Recording fieldwork, 2019).

This indicate that investing into unknown business favours those entrepreneurs while making investment decision. This could be costly if ex-juvenile entrepreneurs succumbed to too much fear of risk could hinders their business growth which might further reduce sales

returns and profits margin. The preceding results may suggest that investing into unknown entrepreneurs are indifferent between certain gain and uncertain loss but different between certain loss and uncertain gain

4.5.1.2.2 Borrowing heavily feature of risk-taking: Venturing large portion of resources commitments or acquiring heavy debt into projects involving high returns and high risks of failure. We found that, ex-juvenile entrepreneurs take risks by borrowing or planned to borrow and invest into the business. They borrowed with confidence thinking they can realise profit and pay back the loan.

This implied that, ex-juvenile entrepreneurs borrow to invest into the business. This means ex-juvenile entrepreneurs are without the fear of what will be the outcome of the investment and can barrow and invest with confidence. The participants of the study PP8, a former drug addict described that:

> (PP8, M, 26, Metal work) *"……with enough capital I can easily take more risk decision, I borrowed money to start this business therefore, need to be extra careful in taking risk, but no option rather than to invest the resources because that is how business is you may not know the outcome of your investment. I always try to avoid too much loss into business, I prefer something that is guarantee and assurance that was the main reason I abandoned my previous risk behaviour (drug habit) and engaged into present reliable business……"* (PP5, M, 28, Metal Work) *"……Well, in this kind of business there is no much uncertainty, but I need more capital to invest for instance have a planned to buy a defeathering machine to ease my work, if I can secure a loan from a Bank I will use the money to buy the machine. Most*

of the loss I experienced it was at the initial stage of the business. I stopped drug trading……" (Recording fieldwork, 2019).

The study finding revealed that, the implication of borrowing heavily effect is to trade off returns and costs of investment under different market conditions of uncertainty by holding appropriate investment based on the perceived weightiness of indirectly and obvious costs of investment and expected profits.

It also implies the perceived costs of borrowing heavily effect misrepresent investment. Since entrepreneurs always wanted to maximize investment and realize expansions simultaneous, they make decision that would trade off the perceive costs venture and between returns on investment based on perceives weight cost borrowing effects

4.5.1.2.3 Venturing a Relatively Portion of Resource: Venturing a relatively portion of resource: was one category of ex-juvenile risk-taking orientation behaviours. These behaviours ascend when these individuals venture into new business that some part of the resources have been used and pretend very conscious about the outcome of the business because they believe to make higher gain or high loss.

The study finding revealed that ex-juvenile entrepreneurs are ready to invest some proportion of their capital into the business. This is implying that; ex-juvenile entrepreneurs invest potion their resources into the business. The participants of the study revealed that: PP3 a previous truant student has during the interviews alleged that:

(PP3, M, 19, Selling of motorcycle spare part) *"……Business is always full of risk you need to take risk before you can thrive in business and life in general, hence, the more the risk you can take the higher the return in your business,*

then, I venture systematically, for example, I can use 60% of my capital and 40% as a saving or backup, should in case there is any problem. I still have some saving as backup as an alternative of losing all. I don't use to put all my eggs in one basket. Of course, there is uncertainty in any business especially this type of business sometimes I do buy a motorcycle which is incomplete it cost me lot to fix and be repaired which have to sell at loss therefore, this influence my truancy habit……"

Likewise, PP 4 a former Gang member narrated that: (PP4, M, 19, Selling of motor spare part)

"……. Surely!! I do venture into uncertain business but with carefulness, normally invest some portion of my money into such business to avoid much loss should in case of negative outcomes…." (Recording Fieldwork, 2019).

This result suggests that ex-juvenile entrepreneur's loss aversion include both actual profits and forgone returns for given up other alternative business with similar costs. This also means That ex-juvenile entrepreneurs evaluate implicit and explicit costs of the decision differently by assigning perceivable weight to costs. Therefore, the extent of perceive weight of costs influence ex-juvenile entrepreneurs' choices of the nature of venture and confidence. Thus, ex-juvenile entrepreneurs who perceives low opportunity costs consequences, would lower investment While ex-juvenile entrepreneurs that perceives high opportunity cost effect would increase investment.

ii. Risk-taking Orientation Behaviours Influence towards Ex-juvenile Entrepreneurs' Delinquent Behavioural Change.

The finding on delinquent behavioural change emerged from five themes, these are: Abstained from drugs addicts, abstained from drugs peddling, desisted Pick-pocketing, quieting from Gang stars activities and stopped School truancy. The finding from the study revealed that ex-juvenile entrepreneurs abstained from different delinquent behaviours due to their risk-taking orientation behaviours. This imply that risk-taking orientation behaviours has positive influence towards ex-juvenile entrepreneurs' delinquent behavioural change. PP8 and PP1 opined that:

> PP8, ***"….*** *I stopped drugs addicts due to the influence of risk-taking orientation behaviours.* PP1"*…. presently, due to my risk-taking orientation behaviour, I gate ride of drugs addict……."*

The study outcomes revealed that Influence of risk-taking behaviours of ex-juvenile entrepreneurs produced drug addict free behaviours and increased business performance. Drug addict behaviours is induced by risk-taking orientation behaviours. This behaviour allows ex-juvenile entrepreneurs to engaged substantially into entrepreneurial activities because the actual risk-taking behaviours tend to be less injury high market involvement or growth in market trends and delinquent behaviour (past drug behaviour and current risk-taking orientation behaviours).

Motivated ex-Juveniles' entrepreneurs to take risk thereby increasing performance and profits margins. However, ex-juvenile entrepreneurs drug addict behaviour tends be highly influenced by high entrepreneurial risk-taking behaviours. Therefore, the research noted that participants drug addicts' behaviours have been influenced by their risk-taking orientation behaviours. In particular, participants PP5 and PP6 replied as follows:

PP5, said: "…. *Presently not involve in drugs peddling due to the influence of my risk-taking behaviours and business commitment*…." As well, PP6 reiterated that: "…*I stopped drugs peddling since my risk-taking behaviours involvement…."*

This finding proposed ex-juvenile entrepreneurs that engaged into entrepreneurial risk-taking behaviours tend to stopped drugs peddling Similarly**,** PP7 and PP3 ex-truant students said:

PP7 mentioned that: **"***…am no longer a truant student due to the influence of business commitment and risk-taking behaviours*…." Similarly, PP3 alleged that: "…. *I stopped truancy due to entrepreneurial risk-taking behaviours…"*

This study finding suggests that participants engagement into entrepreneurial risk-taking behaviours tend to stopped drugs peddling. Similarly**,** PP9 and PP4 ex-truant students said: Also, PP9 and PP4 ex-Gang members described that:

PP9*".... I quit of gang activities, due to risk-taking business activities…"* Correspondingly, PP4 held that: *".... risk-taking behaviours influence me to quit gang activities....."*

The study results exposed that Influence of risk-taking behaviours of participants formed drug addict free behaviours and increased business success. Drug addict behaviours is persuaded by risk-taking orientation behaviours. This behaviour consents participants to engaged significantly into business activities because the risk-taking orientation behaviours tend to be less injury high market involvement or growth in market trends and delinquent behaviour. PP10 and PP2 ex-Pick-pocketers alleged that:

PP10 "…. *I am no longer partaking in pick-pocketing due to risk-taking behaviours* influence…" Likewise, PP2 narrated that: "…*risk-taking behaviours stimulus on me got ride out of pick-pocketing…."*

The study finding revealed that, delinquent behavioural change influenced by risk-taking orientation behaviours. This imply that risk-taking orientation behaviours influence ex-juvenile pick-pocketing behaviours, drugs peddling behaviours, drugs addicts' behaviours, Gang activities behaviours and school truancy behaviours.

4.5.1.3 Ex-juvenile Entrepreneurs Innovation Orientation Behaviours.

Innovativeness behaviours replicates a predisposition to involve in and sustain *new idea, novelty and inventive, and experience* that might move in new products and services, and which may take the business to a new model of success. Innovativeness behaviours measured entrepreneurship to be basically a creative activity and entrepreneur an innovator who carries out new combinations in the field of capital, material, machine and management of the business. An entrepreneur is an economic man who tries to take full advantage of profit by making innovations in any one of these: *new idea into the business, novelty and inventive, and experience*.

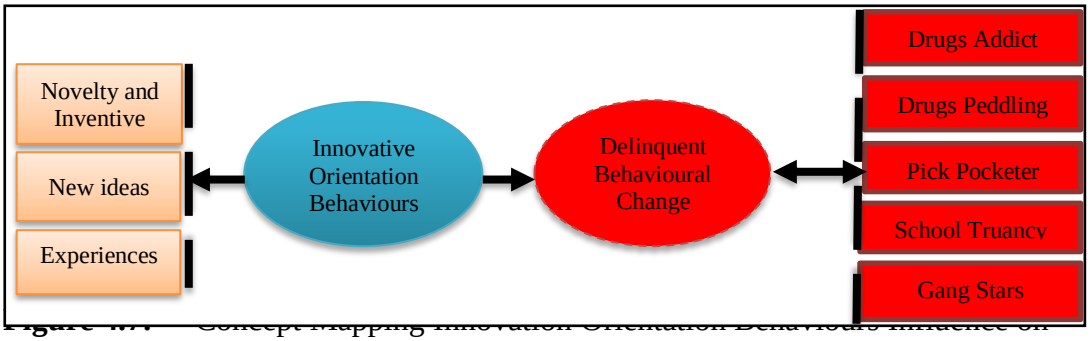
Therefore, side by side of an entrepreneur's innovativeness behaviours predict how far and how profound the innovation will go into the business in order to achieve both the strategic goal articulated for the business and the necessities from the atmosphere. Innovativeness behaviours signifies a willingness to advance from existing practices and venture beyond the present stage. Innovative behaviour is continuously linked with the characteristic of inventiveness.

An innovative planned attitude can be associated to behavioural change as it increases the likelihoods that a business will realize first mover advantage, stay ahead of their competitions and increase a competitive advantage and take advantage of evolving market opportunities that lead to improved behavioural change outcomes. Therefore, how ex-juvenile entrepreneurs employed innovation into their enterprise in this section of the results, ex-juvenile entrepreneurs were presented based on three phases of the innovation orientation behaviours that is; *new idea into the business, novelty and inventive, and experience.*

The interviews focused on ex-juvenile entrepreneur's innovative orientation behaviours of the interviewee and the influence of innovation orientation behaviours. The study found that ex-juvenile entrepreneurs applied innovation into their entrepreneurial activities. The finding emerged from three themes these are: Experiences, New idea, Novelty and inventive processes, However, within the innovation orientation influence we construct five sub categories which described ex-juvenile entrepreneurs' delinquent behavioural change (Drug addicts, Drug peddlers, Gangster, School truancy and Pick pocketing). The innovation orientation usually showed that the interviewees partake Experiences, Novelty and inventive processes, and New idea. These behaviours made to assess ex-juvenile entrepreneur's innovation orientation behaviours.

Consequently, ex-juvenile entrepreneurs need to apply innovation in their entrepreneurial activities. The interviewee perception about innovation is either Experiences, Novelty and inventive processes, and New idea. These behaviours arose because participants feel innovation has positive influence on their entrepreneurial activities and their subsequent behavioural change.

Nevertheless, their experiences and innovation orientation behaviours vary. The major finding which gives more clearness on the graphic interpretation of ex-juvenile entrepreneurs' innovation orientation behaviours and delinquent behavioural change in our conceptual development map in Figure 4.7.



Delinquent Behavioural Change

4.5.1.3.1 Experiences orientation: Experience orientation was one of the themes emerged of ex-juvenile entrepreneur's innovation orientation behaviours. These behaviours rise when these individuals employed an experience into their entrepreneurial activities.

The study finding revealed that ex-juvenile entrepreneurs has applied experiences in running and managing their businesses. This implied that innovation orientation behaviours influence on ex-juvenile businesses. The informants of this study revealed that: PP2 Previously pick pocketing explained that:

> (PP2, M, 25, Trader) *"……Customer service, Yes, customer satisfaction I introduce into my business, I use to be friendly with my customers, due to this my business place become a joint where many people come and relax, as a result of the people attention, my sales increases, in a day I can sell more than two (2) buckets of groundnut. Therefore, my sales growth rapidly……"* (Fieldwork, 2019).

The result revealed that, participant applied experience to create an avenue where customers feel relaxed as a joint but taking advantage of that avenue to sell more of his product. The avenue brings the attention of many customers towards his product which resulted to the higher return and performance of the business which also subsequently increases the profit of the business. PP10 previously a pick pocketer explained that:

> (PP10, M, 18, Furniture) *"……. Yes, I do produce new design and unique to the market so that customers eye will be on my products than competitor's product. I sales more than my competitors in the market and dealers use to ask product made by me…"* (Recording fieldwork, 2019).

The result discovered the used of creativity and experience to produced something unique that customer will be patronized in the market over the competitors' product these also enhances the business performance and profitability.

4.5.1.3.2 Novelty and Inventive Processes: The Novelty and inventive processes were one of the themes emerged of ex-juvenile entrepreneur's innovation orientation behaviours. This behaviour occurred when these individuals employed a Novelty and Inventive Processes into their entrepreneurial activities. It was found that ex-juvenile entrepreneurs have applied novelty and inventive processes in their businesses.

This implied that novelty and inventive processes influence on ex-juvenile businesses. The informants of this study revealed that: In their perception, the former drug users in Semi structured interviews PP9 and PP1 stated that;

> (PP9, M, 30, Vulcanizer) *"……. I came up with new style of vulcanizing tubeless tire, it was imported from Germany though it is expensive but*

qualitative. The new methods ease my work it is time saving and faster than the traditional way of vulcanizing though many customers, see it is simple and faster. The new method impacts my business by sale increases……" (Fieldwork, 2019).

The finding shows that, the participant has the ability to source a needed raw material and also shows how the participant came up with new methods of vulcanizing which is different from the traditional methods of vulcanizing. Therefore, by going forwards there is novelty and inventive process of vulcanizing which have some advantages over the traditional method of vulcanizing in terms of time saving and efficiency.

(PP1, M, 29, Tinker) *"……I realise high demand and patronise from the customers considering the price and quality of the local oven produced here locally comparing with foreign ones. Similarly, I came up with an idea of battery cooker, and watering container all recently. I came up with some new product or I can say improved old product to new design ones……"*

The finding shows the introduction of the new product into the market into market to have advantages over the competitors also better price and quality compare to foreign product. In fact, the finding shows alternative to foreign expensive products, the finding also revealed a novelty of battery cooker, also improved existing product to different shape and design of the old ones.

(PP6, M, Furniture) *"……There are foreign furniture that are Dubai Made that I use to imitate. I have a catalogue that contains many pictures of furniture made from Dubai. Then, I imitate exactly the design and sample. So*

far, this is the innovation employed into this business and it is yielding a positive result because the sales increase dramatically. Therefore, innovation makes impacts in terms of turnover which boosts the business and business eventually influences my wellbeing……" (Recording fieldwork, 2019).

The result revealed the adoption of existing product to a different context for the purpose of taking advantage in the market. Hence, this implies the application of novelty and inventive process by the participant which resulted to positive influence the performance and profitability of the business and subsequently influence ex-juvenile entrepreneur's security among the society.

4.5.1.3.3 New Ideas: The New idea orientation was one of the themes emerged as ex-juvenile entrepreneur's innovation orientation behaviours. These behaviours rise when these individuals employed an experience into their entrepreneurial activities. The study finding revealed that ex-juvenile entrepreneurs has applied new idea in running and managing their businesses. This implied that new idea influence on ex-juvenile entrepreneurial activities. The informants of this study revealed that: Participant PP7 and PP3 past truant student describe that*:*

(PP7, M, 28, Furniture) *"…….Yes! The new idea employed into my business is customer need satisfaction. I use to convey the product to the customers location so, my customers are do not need worried about the inconveniences anywhere the vehicle stop. Applying this idea many customers are happy and patronising my products……"*

The finding revealed how the participant introduced into the business a way of customer satisfaction and pleasing customer by taking the sold product to the customer destination regardless of the cost of transportation but aimed to satisfy and come closer to the customers in order to capture loyalty of the customers, which give rise to business turnover also resulted to the customers satisfaction. Participant PP3 Ex-truant student in his statement during the semi structured interview articulate that:

> (PP3, M, 23, Motorcycle rewire/Spare part seller) *"……I introduced new idea into my business the idea is that, if customer wants to change a motorcycle battery, I use to buy the old one from him so that he pays balance as a replacement of the old one. I came up with this idea in order to make my customers satisfied. I sale the old batteries to somebody as a scrap. Due to this idea, I do sale in large quantity of batteries more than anybody around this market. The Business development and expansion transpired as a result of new idea...."* (Recording fieldwork, 2019).

The finding discovered how an idea of product replacement yield a positive result, increases sales and business performance also revealed how customers been satisfied with the idea. This imply that the new idea of product replacement by the participant resulted to both customers satisfaction and business owners. Correspondingly, the new idea introduced to sale the scrap old batteries also increase the turnover and profitability. Nevertheless, Participant PP5 Ex-drugs peddler in his assertion during semi structured interview pronounce that:

(PP5, M, 28, Defeather) *"……. The new idea is customer service. I do give a maximum satisfaction to my customers. I always maintain customer relation cordial and ensure that, customers go happily. ……."*

The result shows how customer satisfaction used to retain the loyalty of the customers, this imply the use of an idea to established a cordial relationship to make customer happy which at the end will make the customer happy and call back whenever the product and services is needed. Participant PP4 former Gangster during the interviews claim that:

(PP4, M, 19, Selling Used Motor Spare part) *"... The only idea recently employ is going outside the town and buy the stock, this really pay because it brings more profit compare to buy in the town……."* (Recording fieldwork, 2019).

The finding revealed that, the participant introduces new idea on where to source cheaper, quality and needed stock which at end enhances and increase the business profitability due to the source of the stock. Therefore, this imply by the new idea the business performance is influenced.

iii. Innovativeness Orientation Behaviours Influence towards Ex-juvenile Entrepreneurs' Delinquent Behavioural Change.

The finding on delinquent behavioural change emerged from five themes, these are: Abstained from drugs addicts, abstained from drugs peddling, desisted Pick-pocketing, quieting from Gang stars activities and stopped School truancy. The finding from the study revealed that ex-juvenile entrepreneurs abstained from different delinquent behaviours due to their innovativeness orientation behaviours. This imply that innovativeness orientation

behaviours have positive influence towards ex-juvenile entrepreneurs' delinquent behavioural change. PP8 and PP1 stated that:

> PP8 mentioned that: *"…. I stopped drugs addicts due to the influence of innovativeness orientation behaviours.* Also, PP1 said *"…. presently, due to my innovative orientation behaviour, I gate ride of drugs addict…."*

The finding discovered that being committed into innovativeness entrepreneurial orientation activities resulted to drugs addict withdrawal, conferring the finding revealed how being innovatively busy limit the chances of drugs behaviour as the drugs user will have no chance of taking drugs rather thinking how to think innovatively. Likewise, PP5 and PP6 ex-drugs peddlers acknowledged that:

> (PP5 and PP6) *"…. Presently not involve in drugs business due to the influence of business innovative behaviours …."* PP2, *"…I stopped drugs peddling due to innovative behaviours influence…"*

The outcome exposed how the participant quit drug peddling due to available alternative, this imply that with other option an ex-juvenile can transform totally also, it is imply that delinquents' behaviours is associated with lack of opportunity and associating with delinquent friends. This suggest that ex-juvenile entrepreneurial innovation orientation behaviours influence delinquent behavioural change. Similarly, PP7 and PP3 ex-truant students said:

> PP7 **"***…am no longer a truant student due to the influence of innovative behaviours…." PP3 said: I stopped truancy due to entrepreneurial innovative behaviours…"*

The result exposed that entrepreneurial innovation orientation behaviours influence truant student to change their truancy behaviours, this implied that not all kids need to be in the school to the university level some are better off in the market, some are better off in the workshops and some even in the sports, therefore, the study suggest that, entrepreneurial innovation orientation behaviours influence ex-juvenile entrepreneurs school truancy behaviours. Also, PP9 and PP4 ex-gangsters described that:

> PP9*"…. I quit of gang activities, due to innovative business behaviours…"*
> PP4 said *My innovative behaviours influence me to quit gang activities….."*

The result interpretation that, delinquent behavioural change occurred as a result of being in certain business as the participant concentrate to the business. Therefore, being business innovative oriented can change schedule and activities engaged by the participants. This imply that business innovation can influence ex-juvenile Gang activities behaviours to business innovation. PP10, and PP2 ex-pick-pocketers assumed that:

> PP10 *"…. I am no longer partaking in pick-pocketing due to risk-taking behaviours influence…"* PP2, *"…innovative behaviours stimulus on me got ride out of pick-pocketing…."*

The result discovered that being a modern entrepreneur, creating something new into the business, and disengaging from disruptive friends resulting to quietening from pick-pocketing delinquent behaviour. This imply that entrepreneurial innovativeness behaviour influences ex-juvenile pickpocketing behaviours.

4.5.1.4 Ex-juvenile Entrepreneurs Proactive Orientation Behaviours

Proactiveness orientation behaviours is defined as a process of searching a new opportunity which might or might not be linked to the existing action, introduction of new products and brands, ahead of competitors and advantageously disregarding operations which are in the mature or weakened stages of the business life-cycle. This imitates a business's ability to introduce calculated changes, adoption and exclusion of actions based on existing stage in the life-cycle of the business.

The same, individual proactiveness orientation behaviours are seen as the extent to which business engage into an opportunity searching forward-looking perception relating introducing new products or services ahead of the competition and behaving in expectation of forthcoming demand to make change and shape the atmosphere of the business.

Hence, proactiveness give more importance on expectation in pursuing new opportunities in emerging market. The proactive planned attitude can be associated to behavioural change as it increases the likelihoods that a business will realize first mover advantage, stay ahead of their competitions and increase a competitive advantage and take advantage of evolving market opportunities that lead to improved behavioural change outcomes.

Therefore, how ex-juvenile entrepreneurs demonstrate proactive behaviours into their business in this section of the results, ex-juvenile entrepreneurs' proactive behaviours were presented based on three points of the proactive orientation behaviours that is; *Responsive to Market Signals, Improving Product and Service, Access to Scarce Resources.*

The interviews focused on ex-juvenile entrepreneur's proactiveness orientation behaviours of the interviewee and its influence. The study found that ex-juvenile entrepreneurs are proactive. The finding emerged from the themes of proactiveness while the proactiveness orientation behaviours influence on entrepreneurial activities resulting on Responsive to Market Signals, Access to Scarce Resources and Improving Product and Service.

However, within the proactiveness influence we construct five sub categories which described ex-juvenile entrepreneurs' delinquent behavioural change (Drug addicts, Drug peddlers, Gangster, School truancy and Pick pocketing). The proactive behaviours orientation usually showed that the interviewees partake responsive to market signals, access to Scarce resources, improving product and Service. These behaviours made to assess ex-juvenile entrepreneurs proactiveness orientation behaviours.

Therefore, ex-juvenile entrepreneurs need to be proactive in their entrepreneurial activities. The interviewee perception about proactiveness is either Responsive to Market Signals, Access to Scarce Resources and Improving Product and Service. These behaviours arose because participants behave proactively which has positive influence strongly on their entrepreneurial activities and their subsequent behavioural change.

Nevertheless, their understandings and proactiveness orientation behaviours varied. The major finding which gives more simplicity on the graphic interpretation of ex-juvenile entrepreneurs' proactive behaviours and delinquent behavioural change in the conceptual development map in Figure 4.8.

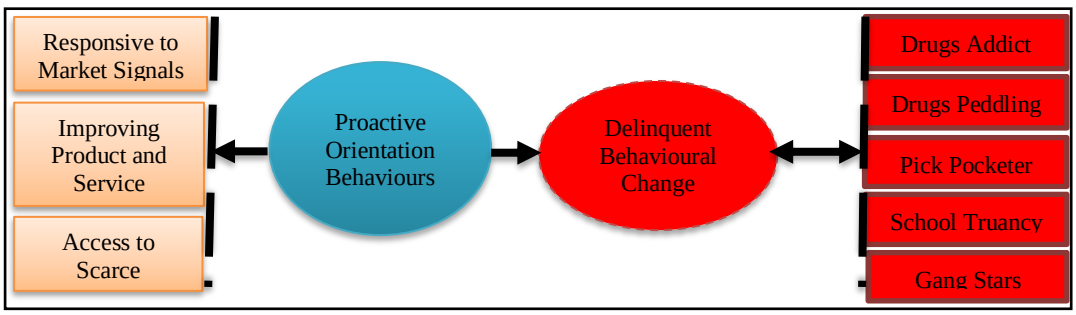


Figure 4.8: Concept Mapping Proactiveness Orientation Behaviours Influence on Delinquent Behavioural Change

4.5.1.4.1 Responsive to Market Signals: was one of the themes of ex-juvenile proactiveness orientation behaviours. This behaviour arises when these individuals respond to the market signal with the aims to be proactive. This implied that ex-juvenile entrepreneurs are proactive. The participants of the study revealed that:

> (PP10, M, 18, Furniture) *"……. I normally produced new design in large quantity before the harvest season (wedding period) and hoard it for some months, immediately we enter into the harvest season around (October to March) the readymade furniture will be scarce then I bring out the stored one and float it into the market……"* (PP6, M, 29, Furniture) *"……I quickly buy materials used for output production before December because on end of the year the materials are scarce in the market and price hike because all shops closed for of the year holiday and festivals…."*
>
> (PP4, M, 19, Vulcanizer) *"……. Previously we wait for the suppliers to bring here in the market which make the price to be very high considering that, presently we go out and buy direct from the customers, this makes my stocks cheaper than other competitors in the market which resulting to increase in sale and increase in turn over…."* (Recording fieldwork, 2019).

The study finding revealed participants proactive orientation behaviours on how to source of raw material at a right time and affordable prices tend to increases business

performance. For instance, participants buy raw material before the end of year festivals when participants have high level of proactive behaviours, based on their long-term business experiences. they tend to grant more affordable price to customers.

Yet, they tend to reduce price to customers due to low level of the raw material price, resulting in high return and performance of the business. This decision reflects participants proactive behaviours belief that loyal customers will be emerged and result in higher sales revenue and increased profits margins than customer.

4.5.1.4.2 Access to Scarce Resources: was one of the themes of ex-juvenile proactiveness orientation behaviours. This behaviour arises when individuals faced Access to Scarce Resources with the aims to be proactive. This implied that ex-juvenile entrepreneurs are proactive. The participants of the study exposed that:

> (PP8, M, 28, Metal work) *"……Even though I have a shortage and limited resources but I manage to start my business with the little and available capital on my possession at the business starter point and this make an impact on the business especially on my previous drug addiction……"* (PP1, M, 29, Tinker) *"……I use my personal saving to initiate this business. If not because of lack of enough capital my business would have grown better. Even though am applying ploughing back profit to increase my capital, because I don't want borrow money at this early stage of my business as a source of capital, to me is very dangerous……"*
>
> (PP6, M, 29, Furniture) *"……Previously I have no permanent shop; I move from one place to another but right now I have my own workshop and display*

room this really make the business expanded....." (PP2, M, 25, Trader) *"……Uncle!!! my main issue is lack of capital otherwise I have a lot of business proposals, my roommate at reformatory centre is doing very well, how I wish I can compete with him, though I know is not easy make that kind capital at the moment but presently am increasing my capital gradually-gradually and am optimistic one day I will reach to any level….."* (Recording fieldwork, 2019).

This evidence suggest that source of capital could be a key factor for business success among ex-juvenile entrepreneurs. That means, such entrepreneurs may be proactive and have ability to spot future business opportunity. Besides, it may as well be triggered by prevailing economic situation in Nigeria and outside Nigeria for which entrepreneurs have positive outlook for business creation, growth and expansion.

On the other hand, access to resources in business could be directly influenced by the high level of participants experience and consistent past performance. This observation indicate that ex-juvenile entrepreneurs could do well in harsh or uncertain business setting, as they their influence on future outcome, especially those with access to resources ability and experiences are better able to identify role opportunities and exploit them to be successful. by adopting different growth strategies such as borrowing from Banks or from friends, and relatives extending sales and creating new business. Thus, access to capital and resources into entrepreneurial activities can be viewed as a means of maximizing higher performance and profitability.

4.5.1.4.3 Improving Product and Service: was one of the themes of ex-juvenile proactiveness orientation behaviours. This behaviour arises when these individuals faced

Improving Product and service with the aims to be proactive. This implied that ex-juvenile entrepreneurs are proactive. The interviewee of the study exposed that:

> (PP9, M, 28, Vulcanizer) *"……I made some improvement on my work particularly the new vulcanizing product this impacted my business positively I was the first person started that type of vulcanizing here in Katsina town from the early days of this methods I make a lot of profit even though it is slowing these days due to the competitor's involvement into the same method. My next target is that I want emulate my boss to start selling fairly used foreign tyres…."* (PP5, M, 28, Defeather) *"……. My economic condition is improved; I even owned a plot which I bought from the proceed of the business activities. Planning to have my permanent site and also presently using defeathering machine and this give me an advantage over competitors in this market because it makes defeathering easier, faster and time saving ……"*

> (PP3, M, 23, Motorcycle rewire/Spare part seller) *"……. I also have a plan, to complement a different line of business for example, I want rear a domestic animal (Cows) for some short period of time Let say 2months to 3months then I will calculate my expenses and sale them (cows). I know this type of business payoff. Just like the way I introduce sales of motor cycle spare parts into rewiring business, you know is good to diversify……."* (Recording fieldwork, 2019).

The evidence suggest that product improvement knowledge may be a privilege for successful entrepreneurs and strength in business might have contributed to complete

understanding of market environments. This might be the reasons such ex-juvenile entrepreneurs could better determine customers' preferences, sales and demand patterns.

iv. Proactiveness Orientation Behaviours Influence towards Ex-juvenile Entrepreneurs' Delinquent Behavioural Change.

The finding on delinquent behavioural change emerged from five themes, these are: Abstained from drugs addicts, abstained from drugs peddling, desisted Pick-pocketing, quieting from Gang stars activities and stopped School truancy. The finding from the study revealed that ex-juvenile entrepreneurs abstained from various delinquent behaviours due to their proactive orientation behaviours. This imply that proactive orientation behaviours have positive influence towards ex-juvenile entrepreneurs' delinquent behavioural change. (PP8 and PP1)

> PP8 alleged that: *".... I stopped drugs addicts due to the influence of proactive orientation behaviours.* As well PP1 whispered that: *".... presently, due to my proactive orientation behaviour, I gate ride of drugs addict.*

The finding discovered that being committed into proactive entrepreneurial orientation activities resulted to stopped drugs addict, conferring the finding revealed how being innovatively busy limit the chances of drugs behaviour as the drugs user will have no chance of taking drugs rather thinking how to think proactively. Equally, PP5 and PP6 ex-drugs peddlers acknowledged that:

> PP5 described that: *".... Presently not involve in drugs business due to the influence of proactive behaviours ...."* PP6 confirmed that: *"...I stopped drugs peddling..."*

The result revealed how the participant quit drug peddling due to available alternative, this imply that with other option an ex-juvenile can transform totally also, it is imply that delinquents' behaviours is associated with lack of opportunity and associating with delinquent friends. This suggest that ex-juvenile entrepreneurial proactive orientation behaviours influence delinquent behavioural change. Correspondingly, PP7, and PP3 ex-truant students alleged:

> PP7*"…am no longer a truant student due to my entrepreneurial proactive behaviours…."* PP3 said: *"…. I stopped truancy due to my involvement into entrepreneurial proactive behaviours…"*

This study finding suggests that participants engagement into entrepreneurial proactive behaviours tend to stopped school truancy. Likewise, PP9 and PP4 ex-Gang members pronounced that:

> PP9 mentioned that: "*…. I quit of gang activities, due to proactive business behaviours…"* PP4 said *"……My proactive behaviours influence me to quit gangsters' activities….."*

The study finding indicate that being a modern entrepreneur, creating something new into the business, and disengaging from disruptive friends resulting to quietening from pick-pocketing delinquent behaviour. This imply that entrepreneurial proactive behaviour influences ex-juvenile pickpocketing behaviours. PP10 and PP2 ex-pick-pocketers assumed that:

> PP10 assured that: *"…. I am no longer partaking in pick-pocketing due to entrepreneurial proactive behaviours influence…"* PP2 guaranteed that:

"……proactive behaviours inducement on me got ride out of pick-pocketing activities…."

The study finding revealed that, delinquent behavioural change influenced by proactive behaviours. This imply that proactive orientation behaviours influence ex-juvenile pick-pocketing behaviours, drugs peddling behaviours, drugs addicts' behaviours, Gang activities behaviours and School truancy behaviours.

4.5.1.5 Ex-juvenile Entrepreneurs Competitiveness Behaviours

Competitive aggressiveness refers to a business tendency to directly and strongly challenge its competitors to improve position that is to outpace competitors in the market. Competitiveness as well replicates the willingness of an entrepreneurs to be alternative rather than rely on old-style method of competing with opponents.

Again, competitiveness is employed to examine how entrepreneurs deals with competitors, and it also refers to an entrepreneur's responsiveness engaged toward attaining competitive gain. entrepreneurs with competitive aggressiveness behaviour have a tendency to assume a confrontational stance towards competitors in an attempt to beat competitors that loom their existence or market position within the business.

The competitive aggressiveness behaviours may be realised in business through responsive behaviours and reactive action. Responsiveness behaviour take the form of direct occurrence towards competitors when an entrepreneur crosses the threshold into the market whereby competitors are presently in existence. In contrast, reactive action is proved through response to competitor action by prices reduction when new products are introduced to the preferred market.

The competitive aggressiveness behaviours can be associated to behavioural change as it enhances the probabilities that an entrepreneur will realize first mover advantage, stay ahead competitors and intensify a competitive advantage and take advantage of growing market opportunities that lead to better behavioural change outcomes.

So, how ex-juvenile entrepreneurs display competitive aggressiveness behaviours into their business in this section of the finding, ex-juvenile entrepreneurs were presented based on three points of the competitive aggressiveness orientation behaviours which comprises; *new idea into the business, novelty and inventive, and experience*.

The interviews focused on ex-juvenile entrepreneur's competitiveness aggressiveness orientation behaviours of the interviewee and its influence. The study found that ex-juvenile entrepreneurs are competitive. The finding emerged from the themes of competitive while the competitive orientation behaviour influence on entrepreneurial activities resulting on Customer Service, Product Specialisation and Customisation.

However, on the competitiveness influence on we construct five sub categories which described ex-juvenile entrepreneurs' delinquent behavioural change (Drug addicts, Drug peddlers, Gangster, School truancy and Pick pocketing). The competitiveness behaviour orientation usually showed that the interviewees partake.

Customer Service, *Product Specialisation* and *Customisation*. These behaviours make to assess ex-juvenile entrepreneurs proactiveness orientation behaviour. Therefore, ex-juvenile entrepreneurs need to be competitiveness in their entrepreneurial activities. The interviewee perception about competitiveness is either *Customer Service*, *Product Specialisation* and *Customisation*. These behaviours arose because participants behave

competitiveness which has positive influence strongly on their entrepreneurial activities and their subsequent behavioural change. Nevertheless, their understandings and competitiveness fluctuate.

Ex-juvenile entrepreneurs' competitive behaviours resulted in aggressive market competition. This result means ex-juvenile entrepreneurs invest into the market for expected higher profit. This means that ex-juvenile entrepreneurs can generate high profits as compared to non-competitive aggressive entrepreneurs. Although participants shared similar experience and preference for engaging more in competitive market settings, this finding is supported by quotation responses from participants below:

The major finding which gives more understanding on the graphic interpretation of ex-juvenile entrepreneurs' Competitiveness Aggressiveness behaviours and delinquent behavioural change in our conceptual development map in figure 4.9.

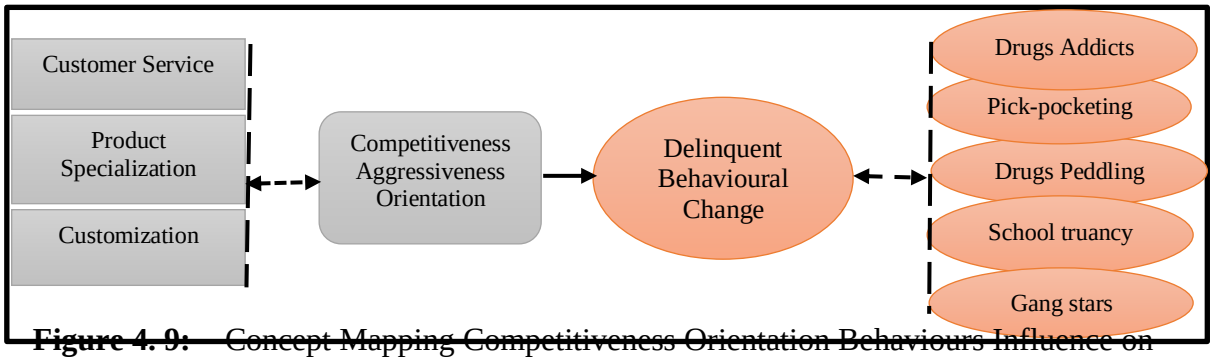


Figure 4. 9: Concept Mapping Competitiveness Orientation Behaviours Influence on Delinquent Behavioural Change

4.5.1.5.1 Customer Service: Customer Service was one themes of ex-juvenile competitiveness orientation behaviours. This behaviour arises when these individuals give customer service because they believe this will increase sales and add value to their business over their competitors. The study finding revealed that ex-juvenile entrepreneurs are competitors in terms of customer service. This implied that ex-juvenile entrepreneurs employ customer service into entrepreneurial activities. The participants of the study revealed that:

(PP5, M, 28, Defeather) *"……. I do give maximum satisfaction to my customers especially in terms of doing the best work and give customer service satisfaction…*" (PP7, M, 28, Furniture) *"…… we accept deposit from the customers after the work is ready, they pay the balance, we do this just to make our customers happy if not it will be better to have full payment to avoid disappointment from the customers because some customers fail to pay the balance at the end....."* (PP9, M, 30, Vulcanizer) *"……. I came up with new style of vulcanizing tubeless tire. The new technique make works easy and more qualitative; it is also time saving compare to traditional way of vulcanizing many customers are happy because it saves customers waiting time. The new method enhances sales increases....."*

The study finding revealed that customer service behaviour in market setting was meant for strategy purpose to maximize higher return on venture. Ex-juvenile entrepreneurs with higher customer service can conduct daily operations smoothly, fulfil market demand, boost revenue and attain expected profit margins. Participants believe that higher customer service contributes to higher performance based on experience.

In addition, customer service in the market settings provides accurate signal to customers and guaranteed profit. This decision indicates that ex-juvenile entrepreneurs having more customer service are more likely to attract more customers than their peers. Since such business can regularly serve their customers thereby increasing profits.

This suggest that ex-juvenile entrepreneurs understand the market trends and could determine the growth trends in the market. Furthermore, customer service in the market serves as a useful competitive tool or strategy. This allows the participants to avert the

possibility of losing loyal customers to other competitors due to insufficient customer service, thereby realizing more profit. This may suggest ex-juvenile entrepreneurs want to lead market. This study observed that ex-juvenile entrepreneurs made this decision based on perfect competitive orientation behaviours.

4.5.1.5.2 Product Specialisation: Product specialisation was one of the themes of ex-juvenile competitive orientation behaviours. This behaviour arises when these individuals make product specialisation because they believe this will increase sales and add value to their business over their competitors in the market.

The study finding revealed that ex-juvenile entrepreneurs are competitors in terms of product specialisation. This implied that ex-juvenile entrepreneurs employ product specialisation into entrepreneurial activities. The participants of the study described that:

> (PP10, M, 18, Furniture) *"…… Seriousness and passions about the business make me to produce and sales good designed product and quality products which make my competitors envious of my success……"* (PP6, M, 29, Furniture). *"……. My competitors are envious of my success I have some measure or action to take, sales more than my competitors I do imitate foreign products and make it confidential so competitors will not outsmart me……."* (PP1, M, 29, Tinker), *"……. I use my specialisation to defeat my competitors by producing quality, design and unique products that more customers patronise, it is descent competition in this market we have a good relation, we even help each other, sometimes we even advise and teach others on how to produce quality products……"* (PP8, M, 26, Metal work) *"…….....I am producing higher quality and exceptional design product by doing so*

customers patronise my product and competitors are thrashing……." (Interviews recording fieldwork, 2019).

The study finding revealed that product specialisation was a key competitive factor for participants. This finding shows that ex-juvenile entrepreneurs' loyalty for customers developed from existing product specialisation. Accordingly, customers loyalty is significant determinant of business performance and profitability and customers' ability to patronise the products.

4.5.1.4.3 Customisation: Customisation was one of the themes of ex-juvenile competitive orientation behaviours. These behaviours ascend when these individuals employ customisation method because they believe this will increase sales and add value to their business over their competitors in the market. The study finding revealed that ex-juvenile entrepreneurs are competitors in terms of customisation. This implied that ex-juvenile entrepreneurs employ customisation into entrepreneurial activities with aims to defeats competitors. The participants of the study explained that:

(PP3, M, 23, Motorcycle rewire/Spare part seller) *"……. Well in terms of competition I always struggle with competitors in the market in terms of price because the always accusing me for spoiling the market because I always sale below my competitor's price though we supposed to have a uniform price, this is because I buy from Kano market or Onitsha market and buy in bulk so that nobody can contest with me in terms of price, quality and products uniqueness....."* (PP4, M, 19, Used motor spare part seller) *"……. I deal directly with my customers and buy better goods from them and sale directly to my customers without the service of any agent, this resulted close*

relationship with my customer. So, in a market situation like this I need to buy at very cheap price so I can sale to customers at cheap and affordable price as well, that is what I normally do……."

(PP2, M, 25, Trader) *"…Customisation, Yes, I use to make customers as my personal friends, resulting to this my business place becomes a joint where many people come and relax, as a result of the people's attention, my sales have increased, in a day I can sell more than two (2) buckets of groundnut. So, my sales growth is rapid……"* (Interviews recording fieldwork, 2019).

These findings suggest that participants worth shortcuts to simplify complex decision-making process regarding customers. Thus, it can be assumed that ex-juvenile entrepreneurs have the requisite ability and experience to identify appropriate customisation strategies suitable for specific decision. Therefore, the ex-juvenile entrepreneurs placed on the competitive orientation behaviours largely influences outcome of the decision.

v. The Competitiveness Aggressive Orientation Behaviours Influence towards Ex-Juvenile Entrepreneurs' Delinquent Behavioural Change.

The finding on delinquent behavioural change emerged from five themes, these are: Abstained from drugs addicts, abstained from drugs peddling, desisted Pick-pocketing, quieting from Gang stars activities and stopped School truancy. The finding from the study revealed that ex-juvenile entrepreneurs abstained from different delinquent behaviours due to their innovativeness orientation behaviours.

This imply that competitive orientation behaviours have positive influence towards ex-juvenile entrepreneurs' delinquent behavioural change. While responding to the question on how competitive behaviours has affected their business performance and their delinquent

behavioural change, they are of the believed it has help out their business and impact their drugs addicts' behaviours, PP8 and PP1 guaranteed that:

> PP8 said: *"…. I stopped drugs addicts due to the influence of competitive orientation behaviours.* On his part PP1*"…. presently, as a result of my competitive orientation behaviour, I gate ride of drugs addict.* Likewise, PP5 and PP6 ex-drugs peddlers acknowledged that: (PP5 and PP6) *"…. Presently not involve in drugs business due to the influence of competitive behaviours …."* PP2, *"…I stopped drugs peddling…"*
>
> Similarly, PP7, and PP3 ex-truant students said:
>
> *"…am no longer a truant student due to the influence of competitive behaviours…."* PP3 said: *I stopped truancy due to entrepreneurial competitive behaviours…"* Also, PP9 and PP4 ex-Gang members described that: PP9 said: "…. *I quit of gang activities, due to competitive business behaviours…"* PP4 said *"…. My competitive behaviours influence me to quit gang activities….."* PP10, and PP2 ex-pick-pocketers presumed that: *"…. I am no longer partaking in pick-pocketing due to competitive behaviours influence…"* PP2, *"…. competitive behaviours stimulus on me got ride out of pick-pocketing…."*

From the above clarification, the researcher presumes how the orientation of competitive behaviour in an entrepreneurial activity can form part of a behaviour's change factor. Having a sense of behavioural change is vital because it enables individuals to

delinquent behavioural change. Likewise, the study finding revealed that, delinquent behavioural change influenced by competitive behaviours.

This imply that competitive orientation behaviours influence ex-juvenile pick-pocketing behaviours, drugs peddling behaviours, drugs addicts' behaviours, Gangsters activities behaviours and school truancy behaviours. Therefore, the implication of this finding highly influences the delinquent behavioural change (drug addict, drug peddling, school truancy, gangsters' activities and pick-pocketing).



Figure 4.10: Entrepreneurial Orientation and Entrepreneurial Self-Efficacy Influence on Delinquent Behavioural Change QSR NVivo 12 Pro Code Analysis

4.5.2 Entrepreneurial Self-efficacy Outcome

For the purpose to remain focused on ex-juvenile entrepreneurial self-efficacy in business start-up. The study found that ex-juvenile entrepreneurs engaged into their entrepreneurial self-efficacy in business start-up. The finding emerged from two themes these are: ESE in business start-up and growth influence.

However, within the ESE in business start-up influence we construct five sub categories of delinquents' behaviours which described ex-juvenile entrepreneurs' delinquent behavioural change.

4.5.2.1 Ex-Juvenile Entrepreneurial Self-Efficacy

It is generally acknowledged that entrepreneurial self-efficacy (ESE), refers to an individual's belief in his/her capability to perform tasks and roles aimed at entrepreneurial outcomes, plays a crucial role in determining whether individuals pursue entrepreneurial careers and engage in entrepreneurial behavior.

Similarly, Self-efficacy is a belief in one's ability to manage and perform the choice of action necessary to create given success self is the perception of one's ability to perform a task successfully. Self-efficacy beliefs affect whether individuals think positively or negatively, in self-attractive or self-weakening conduct. Moreover, it clarifies that people tend to engage in activities based on their sense of competence.

The ESE business start-up and growth can be related to behavioural change as it enhances the probabilities that an entrepreneur will stay ahead and take advantage of emerging market opportunities that lead to better behavioural change outcomes. So, how ex-juvenile entrepreneurs demonstrate ESE behaviours into their business in this section of the

finding, ex-juvenile entrepreneurs were presented based on three points of the ESE which comprises; business start and growth.

The interviews focused on ex-juvenile entrepreneurial self-efficacy in business start-up and ESE business influence. The study found that ex-juvenile entrepreneurial self-efficacy has a significant positive influence to their business start-up performance. The finding emerged from the themes entrepreneurial self-efficacy while their influence on entrepreneurial activities resulting on business start-up and ESE in business start-up influence.

Similarly, on the ESE influence we construct five sub categories which described ex-juvenile entrepreneurs' delinquent behavioural change (Drug addicts, Drug peddlers, Gangster, School truancy and Pick pocketing).

The ESE influence usually showed that the participants partake ESE in business start-up and its subsequent influence These behaviours made to assess ex-juvenile entrepreneurial ESE in business start-up. The interviewee perception about ESE in business start-up. This behaviour arose because participants feel ESE in business start-up which has positive influence strongly on their entrepreneurial activities and their subsequent behavioural change. Nevertheless, their experiences and ESE in business start-up vary.

The major finding which gives more clearness on the graphic interpretation of ex-juvenile entrepreneurial self-efficacy in business start-up and its influence towards their delinquent behavioural change in our conceptual development map in Figure 4.11.

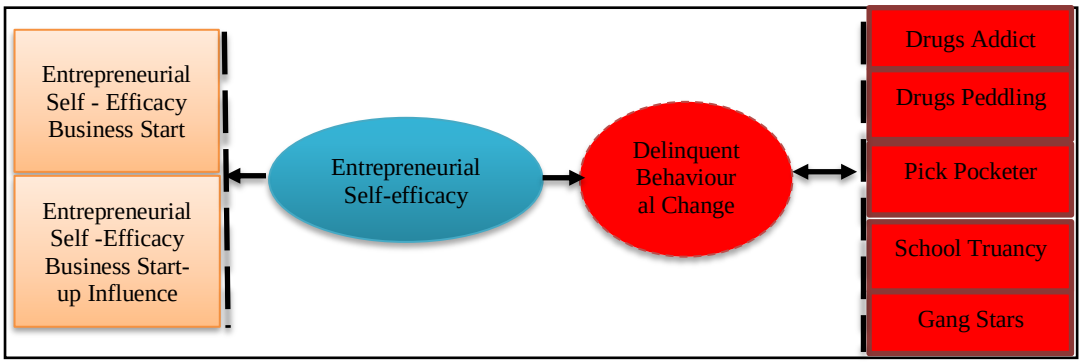


Figure 4.11: Concept Mapping Entrepreneurial Self-Efficacy Influence towards Delinquent Behavioural Change

4.5.2.2.1 Entrepreneurial Self-efficacy in business start-up: Entrepreneurial Self-efficacy in business start-up was one themes of ex-juvenile entrepreneurial self-efficacy. This behaviour arises when these individuals engaged into entrepreneurial self-efficacy because they believe this will add value to their delinquent behavioural change.

The study finding revealed that ex-juvenile entrepreneurial self-efficacy increase their entrepreneurial self-efficacy performance. This implied that ex-juvenile entrepreneurs employ necessity-based entrepreneurial self-efficacy. The participants of the study revealed that:

> (PP2, M, 25, Trader) *"……I decide on my own to take any decision, and involved into entrepreneurial self-efficacy business initiating, I am presently fully engaged and busy have no time for running away from home, no time to take drug or smoke marijuana. business really make positive impact on my drug habit, self-determination become the key success of my business because I am determined to achieve a target always. But still have some issues, such as lack of enough capital, and major issues is lack of trust from the society*

including my own immediate family no one trusted me and the most disturbing is the stigma. ……."

The finding revealed that ex-juvenile entrepreneurial self-efficacy in business start-up significantly influence the participants, as he thinks positively and initiate business on his own this an indication of entrepreneurial self-efficacy in business start-up is influencing previous behaviour of the participant. Participant PP5, 28 years old and a former drug peddler said that:

(PP5, M, 28, Defeather) *"……It was my decision because when started present business my parents didn't believed me, but today everybody can see the impact. This business plays a major role, nobody asked me or advised me to start business but decided to engage into it, on my own without assistance from anybody, is my determination that is the reason it has much impact on me especially my drug dealing habit. Finally, the business is well established and yielding positive result……."*

The evidence revealed that participant ability to initiate business was a key factor for participants entrepreneurial self-efficacy. This finding shows that ex-juvenile entrepreneurs to established from existing business start-up. Thus, ESE is significant determinant of business decision and ability to start up business.

Consequently, study finding revealed that the participant engagement into entrepreneurial activities on his own, believing that he has the ability capability to handle the business. This implied that entrepreneurial self-efficacy in business start-up. The study also found that participant faced some challenges of stigma, shortage of capital and lack of trust from his immediate community. This implied that some challenges faced by the

participants limited his entrepreneurial self-efficacy in business start-up which needed to be overcome for the positive entrepreneurial self-efficacy influence on the business performance. A case in point is participant PP8, ex-gangster member also had a related view:

> (PP9, M, 30, Vulcanizer) *"……. I am determined to engage myself into the business I have passion and interest into it. Am presently concentrated fully in business activities, am financially independent and self-reliance. Skills obtained from reformatory centre, helps in terms of my relation with customers and business start-up because without such experience I might still be in gang activities. Although not exactly the skills I learned from the reformatory Centre put into practising because I was trained as carpenter but now engaging in vulcanizing. It was my decision to initiate the business. For any decision to be considered I used to study the decision very well understand the good side and the bad side of the decision before consideration or jumping into it….."*

Likewise, another participant PP8 26-year-old previous drug user confirmed that:

> (PP8, M, 26, Metal work) *"……. My business was established and is running accordingly. I believed I can do it, that was the main reason I initiated the business and I thank God it is moving successfully. however, this initiatives' touches my delinquent behaviour and my life entirely, therefore, my decision to initiate business is paramount……."*

The same story from the interviewee ascertained that:

> (PP6, M, 29, Furniture) *"..... I start my business because I want stand on own, time has changed nobody can assist forever. Therefore, establishing*

own business become necessary because it is the only solution to my problems. I was detained because of drug peddling. I decided to stop using drugs and start business, which is better for me to be fully engaged. I acquired skills from the reformatory Centre and applying the same skills in running my business. Absolutely, am determined to succeed. Am courageous, passion and confidence about this business always. ....."

It was found that engaging into business activities become necessary as it is the only way of sourcing the basic necessity of the participants. Additional participants had related opinions like many other participants who were asked the same question across the study area, as when asked in IDI, they said that:

(PP10, M, 18, Furniture) *"…….Though I have been in this business for some time but after I was release from the reformatory Centre, I become more regular, serious and committed to the business than before, am also courageous about the business, ..."* Another participant narrated his story in the following lines:

(PP3, M, 23, Petroleum Seller) *"……. I was a motor cycle rewire initially due to the nature of my work, a customer wants to replace a spare part of their motorcycle, if asked customers to go and buy a new one (spare part) some will not come back so, for that reason, I decided to combine my rewiring business and selling the motorcycle spare part (introduce selling of motorcycle spare part) In relation to the challenges major challenge facing now is shortage of capital to boost my business. ....."* Another participant PP7, 25 years stated that:

(PP7, M, 25, Engine Oil Seller) *"…… I initiate business which am relying on totally. I make decision to start the business on my own. I realised that I can do it that was why I started. And as you can see the business is progressing. You can also see the impact and changes of behaviour. One of the important impacts of my business is being self-reliance……"* PP1 29 years in his opinion commented that:

(PP1, M, 29, Tinker) *"……With my ability to initiate and manage my business give income for survival. Businesses are all about confident, passionate and forecast, I believed with my ability to deliver and be successful entrepreneur. Regarding impact, my drug habit is totally stopped, probably as a result of my business. ……"*

Another participant had the unrelated attitude, PP1, ex-gang member narrated that:

(PP4, M, 19, Selling of motor spare part) *"……Am engaged in buying and selling used car spare parts and irons. I am trying my best to succeed. Therefore, by trial I will surely succeed……"*

From the above findings, it is revealed that participants narrated their stories about the delinquent behavioural background and how entrepreneurial activities influenced their delinquent behavioural change. Most of the participants identified the influence of delinquent friend as the major threat to the sustainability of their delinquent behavioural change.

From the researcher observation, support from the relevant stakeholders will make the sustainability of their delinquent behavioural change and continuation of their entrepreneurial activities as majority of the interviewees complained about the lack of support from the government and other relevant stakeholders, especially prior to the release

of the juvenile from the reformatory centre as they started their businesses solely without any assistance from relevant stakeholders.

4.5.2.2.2 Entrepreneurial Self-efficacy in business start-up influence: Ex-juvenile Entrepreneurial Self-efficacy in business start-up influence was one of the themes emerged of ex-juvenile entrepreneurial self-efficacy impacts. These behaviours rise when these individuals influenced by their entrepreneurial self-efficacy. The study found an impact of ESE towards entrepreneurial activities resulting from business start-up.

This implied that ESE behaviours have a positive influence on ex-juvenile businesses. In the case study, the interviewees have mixed perception about how entrepreneurial self-efficacy make impact to them, as a result of their participation into an entrepreneurial activity. One of the participants, PP1, an ex-drug addict 29 years gave his opinion that:

> (PP1, M, 29, Tinker) *"……. well, sometime back I was a drug addict but presently I abstain from using drugs, previously I was violent but now I am responsible, I do respect elders desist from all type of violence, this is also part of the entrepreneurial activities' impact. One of the impacts of entrepreneurial benefit was that, my personality is now restored. As a result, neighbours and other elders regard me as a transformed person. Presently, I am engaging into own business, earning some income for living which I feel independent not begging people for spending money, hence, it is a great achievement and improvement. Engaging into entrepreneurial activities makes me fully engaged and subsequently influence my drug habit. I spent most of my time here at my market shed which makes it difficult for me to go*

out and meet my delinquent friends whose usually, we smoke and take drugs together. In fact, I am always busy with my customers……"

The finding revealed the important of entrepreneurial self-efficacy and its influence towards delinquent behavioural change. The study also found entrepreneurial self-efficacy business as a source of basic needs. we also discovered the influence of peer group as has an influence to delinquent behaviours. This implied that entrepreneurial self-efficacy business influence delinquent behaviours (drug addictions). Also observe that fully engaged influence behaviours as the participant have limited time to extra activities. Another participant PP2 ex-pick-pocketer 25 years also accounts that:

(PP2, M, 25, Trader) *"……. It makes me independent presently. Entrepreneurial self-efficacy in business start-up influences my pick-pocket habit. Even though do encounter some problems in this business but at least it is my major source of income……"*

The finding revealed the important of entrepreneurial self-efficacy and its influence towards delinquent behavioural change. The study also found entrepreneurial self-efficacy business as a source of basic needs. This implied that entrepreneurial self-efficacy business influence delinquent behaviours (pick-pocketing behaviour change).

Also, the study found that entrepreneurial self-efficacy in business start-up encountered some problems and challenges but can still operate, which implied that with ex-juvenile entrepreneurial self-efficacy, the existing actions strengthened the entrepreneurial self-efficacy behaviours of the ex-juvenile entrepreneurs. Among the participants' responses during interviews, one of the childhood ex-truant student of 23 years old explained that:

(PP3, M, 23, Motorcycle rewire & Spare part seller) *"……. The major impact of entrepreneurial self-efficacy activities is being independent, therefore, self-sufficient is the major impact of my business activities. Moreover, my economic status, as well as truant behaviour transformed totally. Sure, my ability, hardworking and determination play a major role…."*

Participant PP4 ex-pick pocketer alleged that: (PP4, M, 19, Car spare part seller)

"……. with the proceed from the business, I use it to satisfy my basic needs. The business also makes me a little busy, in facts I am now self-sufficient and also no longer participating in gang activities ....."

Furthermore, PP5 was asked as to whether entrepreneurial self-efficacy made any impact on his drug trading at the end of the day, and he responded that:

(PP5, M, 28, Defeather) *"……. the business keeps me busy but am sure with time the business is growing and at least self-reliant. One of the key impacts of this business is that it makes me independent. I can fix some problems, feed myself without seeking assistance from anybody. I even assist others especially my immediate family. Doing this business restored my integrity and respect from the society. The community is associating with me, transacting and patronising my business. Entrepreneurial activities decisions impact my drug peddling ....."*

Another response from PP6 ex-drug peddler affirmed that:

(PP6, M, 29, Furniture) *"……. As a result of entrepreneurial activities, I am always busy. I have no time to waste or associate with delinquent friends. In fact, I can say my business has an impact on me, particularly towards my drug peddling habit, so this is a great achievement. I have confidence and faith in my business. ....."*

The above statement was further substantiated by PP7 who was a drug user, where he clarifies that:

(PP7, M, 25, Engine Oil Seller) *"……my determination, hardworking and commitment is the key success of the business, in return its influences my previous school truancy behaviour. Surely, we were trained and oriented on how to run own business in order to stand on our own (Independents). Therefore, I am applying the same knowledge and my ability and determination lead to the achievement of this business and the result is remarkable. Since engaged into entrepreneurial activities my delinquent behaviour begins to change....."*

Moreover, participant PP8, a former drug addict also admitted that:

(PP8, M, 28, Metal work) *"……Entrepreneurial ability affects my drug habit positively because since I ongoing my business am always busy with customers. I am coming to shop as early as 7am and close late 9pm. Therefore, no time for other activities. Similarly, no time for delinquent friends whose usually influence me into drugs and other delinquency. ....."*

The response from this participant substantiated that the entrepreneurial self-efficacy affects his previous behaviours and the type of friends associating with, and he lamented that:

> ***(***PP9, M, 28, Vulcanizer) "……*Self-determination and committed to business are the key determinant that leads to the business success. Entrepreneurial activities influence my gang activities participation. ....."* PP 10 18 years ex-pick-pocketer explain that:
>
> (PP10, M 18, Furniture) *"……. Due to the business activities, I stopped pick-pocketing because, it is very dangerous engaging into such act if caught sometime angry youth can lynch person before police arrived. But now, no time for delinquent behaviours and delinquent friends. I am always busy with my customers, nowadays my neighbours and family are happy with my new life style. I do observe five daily prayers every day. I am self-reliance. Therefore, pickpocketing is no longer taking place. ....."*

Overall, the present study provides evidence that the interviewed shared a similar view but express in different ways. Among other thing decision making is highly important to the participant because this implied entrepreneurial self-efficacy business initiating. Most of them rely so much on their own decisions when initiating business and source of capital. Also, the study found an emphasis on being entrepreneurial self-efficacy and its role on the participant's life as a single source to fulfil their basic need.

Furthermore, the study revealed how the participants avoid delinquents' friends' influence as the majority of them disassociate themselves with delinquent friends as one of

the solutions to their permanent delinquent behavioural change. The study discovered that there are determination, fashion and interest on participant business as displayed by the participants as majority of them displayed such passion which is an indication of their new lifestyle of entrepreneurship behaviour.

In addition, it was discovered that vocational training acquired from the reformatory centre played a role in running their businesses as some of the participants mentioned such orientation implication on their entrepreneurial self-efficacy.

vi. Entrepreneurial Self-Efficacy Influence Towards Ex-Juvenile Entrepreneurs' Delinquent Behavioural Change.

The finding on delinquent behavioural change emerged from five themes, these are: Abstained from drug addictions, stopped drug peddling, stopped Pick-pocketing, quieting from Gangsters activities and stopped School truancy. The finding from the study revealed that ex-juvenile entrepreneurs abstained from different delinquent behaviours due to their business commitment. This implied that entrepreneurial self-efficacy business initiating influences ex-juvenile entrepreneurs' delinquent behavioural change.

4.5.2.3.1 Abstained Drug addictions: Abstained from drug addiction was one of the themes of ex-juvenile delinquent behavioural change This behaviour rises when these individuals abstained from drug addiction. The study found that ex-juvenile entrepreneurs abstained from drug addictions which imply that they withdrawal from the illicit drug habit due to their business commitment.

Drug addiction is influenced by ESE behaviour. Ex-juvenile entrepreneurs tend to be positive being into entrepreneurial self-efficacy resulting to delinquent behavioural change. This implied that ex-juvenile entrepreneurs perceive to ESE undertake and facilitate

entrepreneurial activities. This suggestion affirmed with participants' PP8 and PP1 asserted that:

> (PP8, M, 28, Metal work) *"…. I stopped drug addictions and now always busy in my workshop…"* (PP1, M, 29, Tinker) *"……. I was a drug user and addicted to the highest level due to my independency I gate ride of drugs, and not associating myself with delinquent friends…."* (IDIs recording fieldwork, 2019).

4.5.2.3.2 Stopped Drug Peddling: Abstained from drug peddling was one of the themes of ex-juvenile delinquent behavioural change This behaviour rises when these individuals abstained from drug addiction. The study found that ex-juvenile entrepreneurs abstained from drug peddling which imply that they desist from the illegal drug peddling due to engagement into entrepreneurial activities. The participants PP5 and PP6 described that:

> (PP5, M, 28, Defeather) *"…. being an entrepreneurially autonomous presently, not involved in drug business, I abstained from using drugs, am now comfortable and self-reliant. I can move freely now without any fear …."* (PP6, M, 29, Furniture) *"…Am an entrepreneur at the moment being busy with customers, forced to get rid of drugs because I am in the workshop always; I distance myself from antisocial friends….* (IDIs Recording Fieldwork, 2019).

4.5.2.3.3 School Truancy: School truancy was another more theme of ex-juvenile delinquent behavioural change This behaviour escalated when these individuals change from school truancy. The study finding revealed that ex-juvenile entrepreneur's behaviour

changes from school truancy to entrepreneurial activities. This implied that ex-juvenile entrepreneur's truancy behaviour changes due to their business obligation. So, the informants of the study viewed that:

> (PP7, M, 25, Engine Oil Seller) *"...am no longer a truant student since engaged into legal business activities (Selling of Engine Oil and Petroleum business) I became a businessman and this led to the stoppage of truancy so, am no longer in truancy, am now a businessman..."* (PP3, M, 23, truant student) *"……I was detained in reformatory centre due to the school truancy but now finished school and doing this business. Therefore, no more school truancy am an entrepreneur now, not a student..."* (Interviews recording fieldwork, 2019).

4.5.2.3.4 Gang Activities: Gangsters or gang activities, was another theme of ex-juvenile delinquent behavioural change. This behaviour arises when these individuals stopped school truancy. The study finding discovered that ex-juvenile entrepreneur's gang activities behaviour changes due to their entrepreneurial activities. This implied that ex-juvenile entrepreneur's gang activities behaviour changes due to their business commitments. Accordingly, this means that entrepreneurial self-efficacy positively influenced ex-juvenile gang activities behaviour. The informants of the study views viewed that:

> (PP9, M, 28, Vulcanizer) *"…. I was a gang member, but being in vulcanizing and selling of tires resulting in the walkout of drug habit, I am now focused and fully concentrated on my vulcanizing business..."* (PP4, M, 19, Car spare part seller) *"…. I was a gang member, but, as a result of being independence in business, I quit gang activities and also disconnected myself from gang*

members and I am now always in my place of work….." (Interviews Recording Fieldwork, 2019).

4.5.2.3.5 Pick-pocketers: Pick-pocketing was another theme of ex-juvenile delinquent behavioural change. This behaviour arises when these individuals stopped Pick-pocketing. The study finding discovered that ex-juvenile entrepreneur's Pick-pocketing behaviour changes due to their entrepreneurial activities. This implied that ex-juvenile entrepreneur's pick-pocketing behaviour changes due to their business commitments. Accordingly, this means that entrepreneurial self-efficacy positively influenced ex-juvenile Pick-pocketing behaviour. The participant of the study opined that: PP10, a former pick-pocketer explained that:

(PP10, M, 18, Furniture) *"…. I was a pick-pocketer, but now due to my business activities I am no longer partaking in pick-pocketing……"* (PP2, M, 25, Trader) *"…I was a pick-pocketer but now am engaging into legal business. I stopped pick pocketing, I abstained from all delinquent behaviour and dis-associated myself from delinquent friends…."* (Interviews Recording Fieldwork, 2019).

From the above narration by the participants, it shows that they view an entrepreneur's beliefs about their competences can control negative thoughts and encourage positive feelings during entrepreneurial activities. The responses found that when and why a specific type of entrepreneurial self-efficacy plays an important part during the business start-up. Their entrepreneurial self-efficacy belief that an entrepreneur's perceived competence for successfully starting a new business and, consequently, increasing strength

of beliefs in an individual's capabilities to start a business is likely to promote utilisation and allocation of energy and resources to pursue business start-up aims.

In addition, ex-juvenile entrepreneurs engage in business activities as a necessity-based entrepreneurship as it is difficult to secure jobs. The financial requirements of setting up a formal business also influenced ex-juveniles into entrepreneurial activities so as to control the availability of resources and this is consistent with related practice in the context of developing countries, particularly Nigeria. Some ex-juvenile entrepreneurs may also perceive informal businesses as a means of trial business and vocational skills obtained from correctional homes before deciding to permanently set up business.

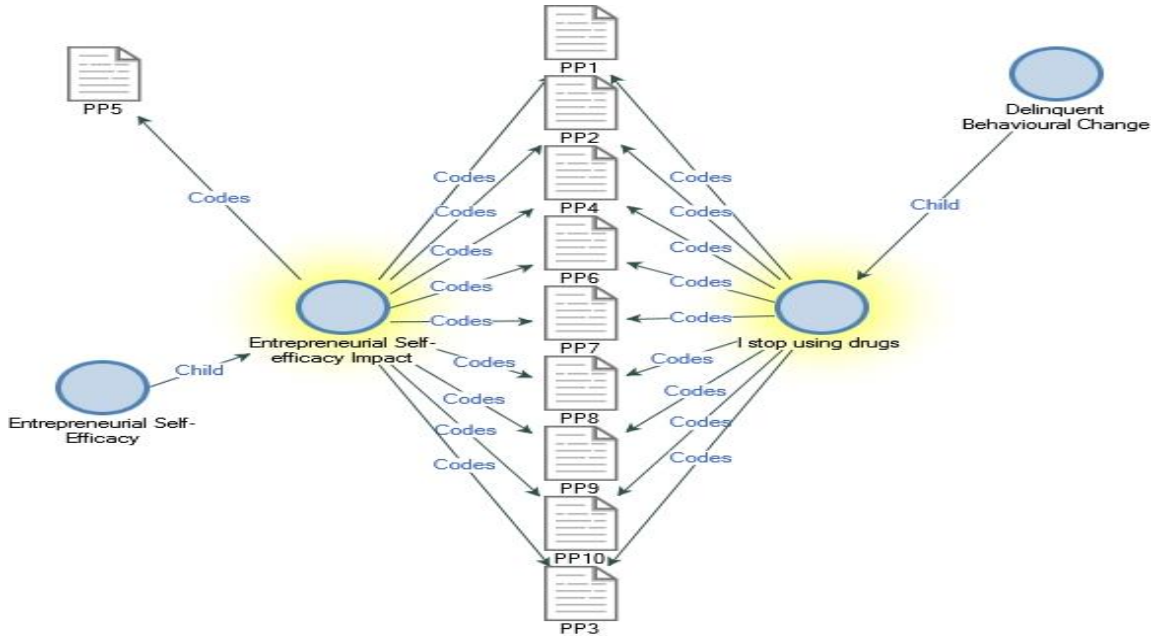


Figure 4.12: Entrepreneurial Self-efficacy Influence Delinquent Behavioural Change NVivo 12 Pro Analysis

4.6 Summary of the Chapter

This chapter has presented the interview findings covering the two main research questions of the study. The findings of the study were gathered through a qualitative approach which includes interview and observation which supplements the previous. The

chapter presented an overview of the research participants based on their characteristics such as age, business currently engaged, previous delinquent behavioural record, skills obtained from reformatory centre as well as educational level.

All this together presents the demographic profile of ex-juvenile entrepreneurs in the Katsina state, Nigeria. The EO and ESE influence among ex-juvenile entrepreneurs were presented based on the various themes that emerged during the data coding processes. The succeeding chapter presents the discussion of the research findings.

CHAPTER 5

DISCUSSIONS

5.1 Introduction

This section begins with a discussion of findings related IEO dimensions in this research. The question was designed to evaluate the influence of innovativeness on ex-juvenile entrepreneurs. This dimension was evaluated using in-depth-interview. Likewise, discussed also, entrepreneurial self-efficacy business starting and its influence towards ex-juvenile delinquent behavioural change.

5.2 Research question 1: Entrepreneurial Orientation Influence

The research proposes wanted to examine if individual entrepreneurial orientation dimensions of Autonomous, Risk taking, Innovativeness, Competitiveness and Proactiveness has positively influence to relate to ex-juvenile entrepreneurial activities and its influence towards ex-juvenile entrepreneurs' delinquent behavioural change. It was found that there is influence between IEO dimensions and ex-juvenile entrepreneurial activities success.

This means that increases in entrepreneurial orientations behaviours will be associated with increases in ex-juvenile entrepreneurial activities. In the following discusses each dimension of IEO and influence to ex-juvenile entrepreneurial activities and its influence towards delinquent behavioral change.

The IEO resulted in five separate factors that demonstrated reliability and validity. These five EO dimensions: Autonomous, innovativeness, risk-taking, and proactiveness and

competitiveness. It is possible that autonomy for the of these ex-juvenile entrepreneurs is a behaviour that develops as business growth which would also contribute to entrepreneurial orientation behaviour. The competitive aggressiveness orientation behaviour also has a positive influence on ex-juvenile entrepreneurial activities. This behaviour may be something that is a learned behaviour or only applicable when an actual business and finances are at risk. Risk-taking, proactiveness and innovativeness were positively influenced ex-juvenile entrepreneurial activities and subsequent delinquent behavioural change as reported in this study.

5.2.1 Autonomous Orientation Behaviours Influence

The study examines autonomous orientation influence towards ex-juvenile entrepreneurial activities and its influence towards ex-juvenile delinquent behavioural change. The study found that ex-juvenile entrepreneurs have financial freedom, decision freedom and initiating entrepreneurial activities. This imply that ex-juvenile entrepreneurs are autonomous which is consistent with the assumption of (Lumpkin & Dess, 1996) and (Callaghan & Venter, 2011). This also confirm previous empirical studies (Dawson & Henley, 2012; Jayawarna, Rouse, & Kitching, 2013. Stephan, & Erker, 2015; Stephan, 2018).

However, on the autonomous orientation influence on ex-juvenile entrepreneurs' delinquent behavioural change. the study finding revealed that, ex-juvenile entrepreneurs stopped drug peddling, drugs addict, pick-pocketing, school truancy and gang activities due to their engagement into entrepreneurial activities, which implied that ex-juvenile entrepreneur's delinquent behaviours changed due to the autonomous orientation influence.

This is consistent with previous empirical studies (Downing, 2012; Soloman, 2012; Sonfield, 2013; Cai et al., 2019).

This implies that, autonomous orientation behaviours influence delinquent behavioural change. And this may also suggest that being financial freedom make ex-juvenile risk-taker, because financial freedom comes with risk taking so, individual should either be risk taker or risk aversion, this finding is affirming previous empirical study by (Lamptey & Marsidi, 2020).

5.2.2 Risk-taking Orientation Behaviours Influence

The research objectives of this study are sought to ascertain risk-taking orientation influence towards delinquent behavioural change. The ex-juvenile entrepreneurs risk taking orientation behaviour emerged from three categories these are venturing into unknown business, heavy borrowing and venturing relatively portion of resource.

The finding revealed that ex-juvenile entrepreneurs are risk-takers. It was found that ex-juvenile entrepreneurs fall in different categories due to their different risk behaviours some of ex-juvenile entrepreneurs' willingness to invest into unknown, willingness to barrow heavily and willingness to invest a relatively portion of their resources, therefore, this implied that ex-juvenile entrepreneurs are categorize as risk-takers. This research finding supported the findings of earlier entrepreneurial orientation theory (Baird & Thomas, 1985; Lumpkin & Dess, 1996; Lumpkin, & Brigham, 2011; Kollmann & Stockmann, 2014).

Empirically the analysis indicates a positive influence of risk-taking orientation on ex-juvenile entrepreneurial activities success. This also implied that, willingness to take risk increase ex-juvenile entrepreneur's business performance and lead to business success. This

finding is affirmed with the previous empirical research (Boohene et al., 2012; Karaoglu et al., 2013; Matchaba-Hove & Vambe, 2014). But, opposed the finding of Boohene et al. (2012) that no significant relationship exists between risk-taking and business success. This implies that an increase in the ex-juvenile entrepreneurial risk-taking behaviour increase in the entrepreneurial activities.

Further suggest that the ex-juvenile entrepreneurs are always willing to allocate more resources or borrow heavily to opportunities in the market in order to get high profit (Miller & Friesen, 1978).

However, on the influence of risk-taking orientation towards delinquent behavioural change, the ex-juvenile entrepreneurs delinquent behavioural change emerged from five themes viz drugs addict, drugs peddling, school truancy, gang stars and pick-pocketing. The finding revealed that ex-juvenile entrepreneurs change their delinquent behaviours. This implied that they stopped drugs addict, drugs peddling, Pick-pocketing and School truancy (delinquent behaviours), due to their involvement into an entrepreneurial risk-taking.

Therefore, risk-taking orientation has an influence towards ex-juvenile entrepreneurs' delinquent behavioural change. This is consistent with the assumption of entrepreneurial orientation theory (Downing, 2012; Soloman, 2012; Sonfield, 2013; Cai et al., 2019).

Empirically, several studies have bow to entrepreneurial risk-taking attitudes as a major factor that influences business performance (Wang & Juan, 2016). The findings from this research have proved that risk taking have important influence on ex-juvenile entrepreneur's business performance also has a positive influence on individual level such

as ex-juvenile entrepreneurs' delinquent behavioural change. As evidence available from the finding shows risk-taking behaviour resulting into a permanent delinquent behavioural change among ex-juvenile entrepreneurs.

This is also in line with EO theory (Wales, 2016; Zahra, 2005), this imply that ex-juvenile entrepreneurs' readiness to take calculated risk such as heavily borrowing to venture business, investing into unknown venture and investing a high percentage of resources to projects with unsure result are likely to achieve high level performance. This is also corresponding with previous literature such as (Cruz & Justo, 2017; Gomez-Mejia et al., 2018). In another development, this study found that EO risk-taking dimension has a positive influence towards ex-juvenile entrepreneurs' performance consistent with EO theory.

5.2.3 Innovation Orientation Behaviours Influence

Furthermore, the study found that entrepreneurial innovation has significant positive effect on ex-juvenile entrepreneurial activities. The study finding revealed that ex-juvenile entrepreneurs has applied experiences in running and managing their businesses. It was also found that, ex-juvenile entrepreneurs have applied new idea in their businesses. Similarly. it was found that ex-juvenile entrepreneurs have applied novelty and inventive processes in their businesses.

Therefore, the study found that ex-juvenile entrepreneurs employ innovation into their entrepreneurial activities which shows a positive influence towards their entrepreneurial activities. And this imply that ex-juvenile entrepreneurs are innovative. This is consistent with EO theory (Lumpkin & Dess, 1996; Wiklund & Shepherd, 2005). This

also confirm previous empirical studies (Boohene et al., 2012; Fatoki 2014; Matchaba-Hove & Vambe, 2014; Buli, 2017).

However, on the innovation orientation influence towards ex-juvenile entrepreneurs delinquent behavioural change; the study finding revealed that, ex-juvenile entrepreneurs stopped drug peddling, drugs addict, pick-pocketing, school truancy and gang activities due to their entrepreneurial innovation behaviour, the finding affirmed with the SCT theory (Bandura 1977; Bandura 1986,). This also consistent with previous empirical studies (Downing, 2012; Soloman, 2012; Sonfield, 2013; Cai et al., 2019).

5.2.4 Proactiveness Orientation Behaviours Influence

The study proposition was to examine proactiveness orientation influenced towards ex-juvenile entrepreneurial activities and its influence towards ex-juvenile delinquent behavioural change. The study found that ex-juvenile entrepreneurial proactiveness has positive influence on ex-juvenile entrepreneurial activities. This imply that increase in the performance of ex-juvenile entrepreneurial activities will be related with their entrepreneurial activities.

The study is consistent with the EO theory (Day & Wensley, 1988; Wright et al., 1995). also consistent with previous empirical studies. (Kraus et al., 2012; Karaoglu et al., 2013; Muthee-Mwangi & Ngugi 2014). The study finding describe business owners continuously involve anticipating considering future benefit in the market, therefore, to take the first-mover advantage against opponents (Lumpkin & Dess, 1996).

Nevertheless, on the proactiveness behaviours influence towards delinquent behavioural change. The study finding revealed that ex-juvenile entrepreneurs abstained

from drugs addict, stopped drugs peddling, gate ride of gang activities, stopped pick pocketing and stopped school truancy due to proactiveness orientation. This also imply that being proactive influences ex-juvenile entrepreneurs positive delinquent behavioural change. This is also consistent with previous studies (Downing, 2012; Soloman, 2012; Sonfield, 2013).

5.2.5 Competitiveness Orientation Behaviours Influence

The study examines ex-juvenile entrepreneur's competitiveness aggressiveness orientation behaviour influence towards ex-juvenile entrepreneurial activities and its influence towards ex-juvenile delinquent behavioural change. The study found that ex-juvenile entrepreneurs have applied customization, product specialization and customer service. This imply that ex-juvenile entrepreneurs are competitiveness aggressiveness behaviours, which these is consistent with the assumption of the theory (Deeks, 1976; Stegall et al., 1976). This also confirm previous empirical studies (Madhoushi et al., 2011; Arshad et al., 2013; Setiawan et al., 2015).

Though, on the competitive orientation influence on ex-juvenile entrepreneurs' delinquent behavioural change. the study finding revealed that, ex-juvenile entrepreneurs stopped drug peddling, drugs addict, pick-pocketing, school truancy and gang activities due to their engagement into entrepreneurial activities, which implied that ex-juvenile entrepreneur's delinquent behavioural changed due to the competitiveness aggressiveness orientation influence. This is consistent with previous empirical studies (Downing, 2012; Soloman, 2012; Sonfield, 2013; Cai et al., 2019).

Through the above discussions, this research has established that ex-juvenile entrepreneurial orientations behaviours influence the business performance and their following delinquent behavioural change particularly in the case of Nigeria that these entrepreneurial orientation behaviours matter.

5.3 Research Question 2: Entrepreneurial Self-efficacy (ESE) Business start

The study examines ex-juvenile entrepreneurial self-efficacy business starting and its influence towards ex-juvenile delinquent behavioural change. The study found that ex-juvenile entrepreneurial self-efficacy business starting has a positive influence on ex-juvenile entrepreneur's business success. This is consistent with the theory assumption by (Bandura, 1986c; Boyd & Vozikis, 1994; Markman et al., 2002; Krueger, 2003; Segal et al., 2005). This also confirm previous empirical studies (Hallak et al., 2012; Snell et al., 2015; Gielnik et al., 2017; Biraglia & Kadile., 2017).

Nevertheless, on the ESE business start influence on ex-juvenile entrepreneurs' delinquent behavioural change. the study finding revealed that, ex-juvenile entrepreneurs stopped drug peddling, drugs addict, pick-pocketing, school truancy and gang activities due to entrepreneurial self-efficacy business initiating, which implied that ex-juvenile entrepreneur's delinquent behaviours has been changed due to the ESE business starting influence. This is consistent with the social cognitive theory ESE assumption (Bandura, 1995, 1998, 2004, 2006b) which shows that self-efficacy is a belief about individual's ability or capacity to execute behaviours successfully. This is also consistent with previous empirical studies (Downing, 2012; Soloman, 2012; Sonfield, 2013; Cai et al., 2019). This implies that, ESE influence ex-juvenile entrepreneurs delinquent behavioural change.

Concluded the above discussions, this research has established that ex-juvenile entrepreneurial self-efficacy behaviours influence the business performance and their following delinquent behavioural change particularly in the case of Nigeria that these entrepreneurial self-efficacy behaviours matter.

5.4 Summary of the Chapter

In summary, the technique of self-reporting has provided appreciable guide in examine entrepreneurial orientation influence among ex-juvenile entrepreneurs. The reliability and validity tests have confirmed the prepositions understudy constructs. The section begins with an overview of the research questions and the summary of the findings that is acquired from the qualitative research conducted which indirectly reflect upon the information gathered from the empirical studies.

The aim of this chapter shows the steps undertaken to address the research questions This study employed qualitative case study design. The ten (10) ex-juvenile entrepreneurs participated in this study were recruited through purposively sampling and snow balling. Data were obtained through semi-structured interviews and analysed using thematic data analysis process.

In analysing the data, codes were generated, followed by construction of initial categories or themes. The final themes represent the findings of EO and ESE influence among ex-juvenile entrepreneurs' delinquent behavioural change. Conclusion along with its implications, limitation, contributions and useful areas for future research are presented in the following chapter 6.

CHAPTER 6

CONCLUSION, IMPLICATION AND RECOMMENDATIONS

6.1 Introduction

Generally, this study explored the views of ex-juveniles engaged in entrepreneurial activities in the Katsina state, Nigeria. The main aim to underpin this thesis is to record ex-juvenile entrepreneurs' narratives about entrepreneurial orientation and entrepreneurial self-efficacy and their involvement in it. This thesis studied the role of ex-juvenile entrepreneurial behaviours and their influence on delinquent behaviours.

This study also used the concept of ex-juvenile entrepreneurs. The ex-juvenile entrepreneurs are the juvenile release from Katsina reformatory and presently involved in various entrepreneurial activities in Katsina state, Nigeria. These ex-delinquents choose to engage in entrepreneurial activities on their own as an alternative to delinquent behaviours and also as necessity-based entrepreneurship, as they totally rely on their entrepreneurial activities as a means of survival.

The results of this research are finalised in Chapter 5 of the thesis. The aim of this chapter is to stress more on the findings on ex-juvenile entrepreneurial orientation behaviours and their delinquent behavioural change and demonstrate how the qualitative data gathered through semi structured interviews with ex-juvenile entrepreneurs and thematic data analysis approach has contributed to the study findings to achieve the overall objective of identifying and understanding individual entrepreneurial orientation behaviours among ex-juvenile entrepreneurs. Furthermore, the contributions of the study are presented here as well as limitations of the study. The chapter also highlights limitations of the study

and provides critical recommendations for future researchers in building rigorous empirical research frameworks.

6.2 Conclusions

This study has demonstrated and documented how individual entrepreneurial orientation behaviours influenced ex-juvenile behavioural change. The study found the ex-juvenile entrepreneurial orientation behaviours to be autonomous, risk takers, innovators, proactive and competitive oriented. In view of these, the research questions outlined in the section guided the study. For emphasis, the first research question is to what extent that entrepreneurial orientation and entrepreneurial self-efficacy (ESE) influences ex-juvenile entrepreneurs delinquent behavioural change?

Individual entrepreneurial orientation behaviours enhanced ex-juvenile entrepreneurial activities and influence their delinquent behavioural change. Ex-juvenile entrepreneurs are prone to entrepreneurial orientation behaviours in their entrepreneurial activities. To achieve these findings, the study adopted a case study qualitative method. Qualitative data was gathered through a semi structured interview with ex-juvenile entrepreneurs.

The data was transcribed, coded and analysed through thematic data analysis approach and NVivo 12 Pro was used to organise the data obtained from the interviews. Once the research questions have been answered and objectives met, this research becomes a novelty that has opened fresh research opportunity on how ex-juvenile entrepreneurial orientation influences delinquent behavioural change.

The sample for semi structured interviews consisted of 10 ex-juvenile entrepreneurs. In addition, data was analysed through themes till the saturation point by applying Maykut and Morehouse's comparative method (1994). The study dealt with critical epistemology to reflect the influence of IEO and ESE on ex-juvenile entrepreneurial activities and further explored the influence of IEO and ESE on ex-juvenile entrepreneurs' delinquent behavioural change.

As observed in the literature, most previous studies focused on effects of EO influence on organisational performance and profitability but this is the first at the time of writing this thesis to examine critically EO influence at the individual level and particularly on the delinquent populace (ex-juvenile entrepreneurs) through the qualitative approach. In this line, this study offers a fresh approach of exploring IEO behaviours and has extracted hidden experiences, beliefs, and intuitions embedded in the minds of ex-juvenile entrepreneurs to identify their entrepreneurial orientation behaviours: autonomous, risk-taking, innovativeness, proactiveness and competitiveness orientation behaviours, thus showing the IEO behaviours among ex-juvenile entrepreneurial activities.

The study has discovered new ways of studying EO behaviours at the individual entrepreneurial orientation level. Concerning the conventional way of theorising and conceptualising EO which has been the set up in previous studies, the present study found new themes which have never been existed in the studies of EO behaviours' influence to delinquent behaviours.

The findings of this study are in the context of individual entrepreneurial orientation and entrepreneurial self-efficacy narrations on the perspective and engagement of ex-juvenile entrepreneurs and their delinquent behavioural change. The findings in this chapter

have discovered that individual entrepreneurial orientation and entrepreneurial self-efficacy (ESE) influenced ex-juvenile entrepreneurs' delinquent behavioural change. This influence set the attitude of findings of the whole chapter: as part of delinquent behaviours change, the ex-juvenile narrative is to correct their behaviours by means of various entrepreneurial activities involvement.

In this present chapter, firstly, the key findings are described based on the research objectives used for this study. Secondly, theoretical contribution and research implications are also elaborated. Thirdly, theoretical limitations are defined in detail in this chapter. Lastly, some suggestions and recommendations for the future researchers are provided in the last chapter of this thesis.

6.2.1 The Key Findings on Entrepreneurial Orientation Behaviours

Ex-juvenile entrepreneurial orientation behaviours are behaviours portrayed in undertaking entrepreneurial activities, displaying knowledge relative to their peers, possessing perfect entrepreneurial behaviour knowledge, are expectant about business success and less likely to experience business failure. All these behaviours are consistent with prior studies which largely conceptualised EO influence on firm's performance and profitability (Lampkin & Dess 1996).

Nevertheless, this study drew its conclusion based on EO influence at the individual level. Accordingly, there are numerous projecting themes that emerged in the findings chapter based on an in-depth analysis. These findings were frequently presented by most of the research participants during field study and in the researcher's view, are the most

attractive and focused on the influence of the theory and practice. The following are the key findings of these themes.

Autonomous Orientation Behaviours: The finding concludes that autonomous orientation has a positive influence towards ex-juvenile delinquent behavioural change. IEO autonomous orientation literatures are conversant of autonomous on firms' performance but not much is well-informed about the influence of autonomous orientation on individual (ex-juvenile) delinquent behavioural change among ex-juvenile entrepreneurs. These ex-juvenile entrepreneurs rely on their financial decision, and decision freedom and enacting entrepreneurial activities to be autonomous.

Risk-taking Orientation Behaviours: Furthermore, we conclude that risk-taking orientation behaviour influenced ex-juvenile delinquent behavioural change. It is clear that risk-taking orientation literatures are conversant of risk taking on firms' performance and profitability whereas few investigated on the influence of risk-taking orientation behaviour on delinquent behavioural change among ex-juvenile entrepreneurs. The finding of the study revealed that ex-juvenile entrepreneurs applied risk taking in their entrepreneurial activities and found that risk taking orientation influenced entrepreneurial activities as well as their previous delinquent behavioural change.

Innovation Orientation Behaviours: The study concludes that innovativeness orientation behaviours influence towards ex-juvenile entrepreneurial innovation activities and ex-juvenile entrepreneurs' delinquent behavioural change. EO innovation orientation literatures are up-to-date of the innovation on businesses' performance and profitability nonetheless, but not much is known about the influence of innovation orientation on delinquent behavioural change among ex-juvenile entrepreneurs. The finding of the study

revealed that ex-juvenile entrepreneurs applied innovation orientation behaviours in their entrepreneurial activities and we found that innovation orientation influenced ex-juvenile entrepreneurs' delinquent behavioural change.

Proactive Orientation Behaviours: The research examined proactiveness orientation influence towards ex-juvenile entrepreneurs' delinquent behavioural change in Nigeria. The researcher concludes that proactiveness orientation behaviour influence towards ex-juvenile entrepreneur's delinquent behavioural change. Entrepreneurial proactiveness behaviour influence ex-juvenile entrepreneur's delinquent behavioural change.

Competitive Orientation Behaviours: Equally, we conclude that competitive aggressiveness orientation behaviours influence towards ex-juvenile delinquent behavioural change. Competitive aggressiveness orientation literatures are conversant of competitiveness aggressiveness on businesses' performance and profitability but not much is known about the influence of competitiveness aggressiveness orientation on delinquent behavioural change among ex-juvenile entrepreneurs. These ex-juvenile entrepreneurs demonstrated customisation, product specialisation and customer service, which implied that ex-juvenile entrepreneurs display competitive aggressive oriented behaviours influence.

Delinquent Behavioural Change: The current research discovered important knowledge and influence of IEO and ESE on delinquent behavioural change as research participants alleged that they abstained from drug addiction, drug peddling, pick-pocketing, school truancy and gang activities.

6.2.2 Key Findings on Entrepreneurial Self-efficacy (ESE)

This objective investigated the entrepreneurial self-efficacy in business start-up and ESE influence towards ex-juvenile entrepreneurs' delinquent behavioural change. The research concludes that ESE in business start-up has a positive influence towards ex-juvenile entrepreneurial activities.

Business Start-up: The researcher also concludes that ESE business initiating influenced ex-juvenile entrepreneurial activities and their delinquent behavioural change. SCT theory on ESE business initiating is well-informed about the influence of entrepreneurial self-efficacy on business performance but none explored ESE influence towards delinquent behavioural change among ex-juvenile entrepreneurs. Also, ESE influenced ex-juvenile delinquent behavioural change.

6.3 Research Contributions to the Body of Knowledge

Regarding the contributions to the body of knowledge, this study covered various perspectives that included the research method, research setting, theoretical perspective, and theoretical lens. In the course of planning and designing, this study exploited a case study research approach to contribute to the body of existing knowledge on individual entrepreneurial orientation, particularly on ex-juvenile entrepreneurs.

It appears that a large part of studies relating to entrepreneurial orientation have predominantly been conducted at the firms' level. Similarly, the majority of the studies on individual entrepreneurial, and using IEO unidimensional and majority have been conducted in most developed countries through the usage of case studies. There are considerably limited

studies relating to individual entrepreneurial orientation in African developing countries similar to Nigeria, and particularly on ex-juvenile entrepreneurs in the Katsina state.

Even though the case study strategy has expected limitations as it cannot compromise generalisable inference as advocated by (Tellis, 1997; Dul & Hak, 2008), yet the contribution of the study achieved benefits from this strategy in terms of the IEO dimensions' influence towards ex-juvenile delinquent behavioural change in Nigeria for example, which can be clearly understood through this research approach.

In fact, this was conceivable because the case study research strategy motivates the researcher to develop their understanding of an in-depth rationale of an individual within a phenomenon that influences their understanding in social and management context (Humphrey, 1996).

Hence, the use of this research strategy for future research should be considered in relation to ex-juvenile entrepreneurs and IEO dimensions impacts. This research provides exceptional contribution and solution regarding its natural setting as it has been shown in this study that Katsina state is part of northern Nigeria where the current security situation is troublesome where the criminal activities are at their peak.

This study also contributes to the body of knowledge through the theorisation paradigm made by the researcher, particularly in theorising ex-juvenile entrepreneurs through the theory of SCT and EO, which has opened a new perspective in studying ex-juvenile entrepreneurs, especially when dealing with individual entrepreneurial orientation dimensions' influence on delinquent populace.

Regarding to the old-style way of theorising delinquents' populace which has been dominated by delinquencies theories and related SCT theories as they have been linked in this study, yet this study has opened a new chapter of studying the delinquent's populace by linking ex-juvenile entrepreneurs with social cognitive theory and EO theory which appear to be unconsidered in the previous study of IEO, particularly among ex-juvenile entrepreneurs. The majority of the previous studies have vastly attempted to explore juvenile issues by theorising the delinquency theories.

Studying the insight of ex-juvenile entrepreneurs done by this study has provided a new viewpoint in studying IEO dimension and feelings of ex-juvenile entrepreneurs. It has been found in this study that delinquency entrepreneurship can be managed and disciplined as well, since ex-juvenile entrepreneurs are closely interrelated with management disciplines. Thus, the SCT theory is used to establish the foundation of this study and it is perceived as a new approach in studying ex-juvenile entrepreneurship.

Theoretically, the researcher asked ex-juvenile entrepreneurs to explain and justify their decisions or actions regarding their entrepreneurial orientation behaviours; this was done through questioning and examining the understanding level of a particular business ownership from a theoretical lens approach, understanding that SCT can be used as a guide as management researchers take a fundamental position in revealing the level of understanding of IEO dimensions in Nigerian settings.

The study provides a framework for discussion on the subject of individual entrepreneurial orientation by the ex-juvenile entrepreneurs. The results obtained from this phenomenon contribute and open the room for more theoretical scholarly discussion

nationally and internationally to debate on the IEO as a subject matter of juvenile entrepreneurs.

Individual entrepreneurial orientation (IEO) is subjective and understanding is gained based on individuals' felt experience. In addition, this research has been critically expected to contribute to the existing theoretical and conceptual debate on the ex-juvenile entrepreneurs in terms of examining the deepest personal understanding of the concepts at the micro level of ex-juvenile entrepreneurs in Nigeria. The most important part of this study is the contribution made by participants themselves to describe IEO on their feelings which is not well articulated in previous studies (Sonfield et al., 2001; Downing, 2012).

From this study, it was found that e-juvenile entrepreneurs and interpretation of IEO dimensions concept is undeniable since it comes out of their life experience, though the previous studies and the existing theories of SCT to some extent established the comprehensive conceptualisation dimensions of the concept regardless of the uniqueness of a discipline itself. When it is revealed, interpreted and discussed in this study that these were the ex-juvenile entrepreneurs' view, simply, the study wanted to reflect ex-juvenile entrepreneurs to those particular IEO dimensions used to describe the way their notion is conceptualised, making it the most acceptable theoretical framework of EO dimension.

Consequently, the SCT is capable of contributing a profound understanding of how ex-juvenile entrepreneurs' view is practiced in the Katsina state of Nigeria. Furthermore, the immense majority of ex-juvenile entrepreneurs appeared to appreciate that they have been practicing entrepreneurial activities. The discussion of data is not meant for generalisation of the situation, but the information obtained from this study may be used by academicians and other stakeholders to further investigate more untouched areas from this research in

order to advance knowledge that can be used to lessen the impact of predominant phenomena.

Finally, the results of this study have important implications to theory, methodology, and practice. These findings are in line with the generalisability of the theory across different settings. It is also critical to consider how the methodological approach as well as Nigerian juvenile delinquents' populace and other parts of the world are involved in making good utilisation of these findings to improve methods of tackling delinquent behavioural issues through means of individual entrepreneurship orientation. The implications are consequently discussed in the following sub-sections.

6.3.1 Theoretical Contributions

This thesis sets to draw contribution in the EO and SCT. It draws its attention heavily on the concept of economic participation in solution to delinquency and crime rates in a civilised society and argues that only force of argument should prevail than traditional punishment and incarceration methods. The present study utilised EO and SCT as a whole and its dimensions and influence towards delinquent behavioural change for theoretical underpinning. It is important to explore the influence of EO and ESE towards delinquent behavioural change.

The EO and SCT theoretical concept yielded economic forces interaction in important decision-making and behaviours, hence rendering ex-juvenile entrepreneurs' delinquent behavioural change. However, EO has argued for positive influence on firm's performance and profitability but not knowing that individual EO behaviours can also

influence delinquent behavioural change. Moreover, there is the ESE influence on delinquent behavioural change.

Accordingly, the present study has provided important insights on the EO and IEO influences on delinquent populace. This study provided valuable input which may improve IEO as some of the concepts may withstand in the individual entrepreneurial orientation behaviours. It is because of the obvious fact that EO influence on firms is established, which rectifies that the current IEO influence is at the similarity basis.

Therefore, utilising IEO framework with the addition of contribution for the present study, this approach enabled the researcher to provide new insights on ex-juvenile entrepreneurial orientation research arena which was not used before, except incompletely or sketchily applied by Sonfield (2013) in his study within different contexts of prison entrepreneurship programmes on adult prisoners in Bolivia.

The presented theoretical implications are through the provision of additional empirical basis in the purview of EO and SCT. EO influence application is extended to delinquent behavioural change. Also, SCT application is extended to delinquent behavioural change. Furthermore, the current study brought an additional implication to theory and EO. Explicitly, the study has, for almost the first time, established a positive impact on individual entrepreneurial orientation, particularly ex-juvenile entrepreneurs as well as ESE influence on delinquent behavioural change.

From a theoretical lens approach, understanding that EO and SCT theories can guide social researchers to take a fundamental position in exposing the level of understanding of ex-juvenile entrepreneurs engaged in entrepreneurial activities. In the Nigerian setting, the

study provides a framework for discussion on the subject of individual EO of ex-juvenile entrepreneurs. The results obtained from this phenomenon contribute and open the room for more theoretical scholarly discussion locally, and internationally to debate on the ex-juvenile entrepreneurial orientation behaviours as a subjective and internal fingered understanding at the individual experience.

In addition, the current research has been critically expected to contribute to the existing theoretical and conceptual debate on the individual entrepreneurial orientation in respect of examining the deepest personal understanding of concepts at the micro level of individual entrepreneurial orientation in the Nigerian context. The most important part of this study is the contribution made by participants themselves to define IEO behaviours based on their feeling and understanding which is not well explored in previous investigations (Lumpkin & Dess, 1996; Wiklund & Shepherd, 2005).

From this study, it was found that ex-juvenile entrepreneurs' understanding and interpretation of IEO concept is undoubted since it comes out of their life and practical experience, though the previous studies and the existing theories of EO and ESE to some extent established the comprehensive conceptualisation dimensions of the idea regardless of the uniqueness of the discipline itself.

Henceforward, it is revealed EO dimensions and ESE influenced ex-juvenile entrepreneurial activities and most importantly EO and ESE influenced ex-juvenile entrepreneurs delinquent behavioural change; simply, the study wanted to reflect the ex-juvenile perception to those particular EO dimensions and ESE used to measure the way EO and ESE concept is conceptualised and defined in the most acceptable theoretical framework of EO and ESE. Consequently, the theories of EO and ESE is capable in contributing a

profound understanding of how IEO and ESE is perceived by ex-juvenile entrepreneurs in Katsina state, Nigeria.

Moreover, the enormous majority of ex-juvenile entrepreneurs appeared to appreciate that they have been experiencing EO and ESE behaviours in conceptualising and engaging their entrepreneurial activities in the market settings, since there is no complete initiative to help them understand thoroughly the way EO behaviours and ESE can be put into practice to maximise their business performance and potentiality.

Previously, researches on juvenile basically centred on punishment and detention in the reformatory centres aims at reforming juveniles thereby, miscalculating other entrepreneurial methods. However, the existing research flourished in examining other relevant common consequences and improvements which offers a comprehensive understanding of entrepreneurship theory further down an exceptional background. Accordingly, the research displays that apart from detention, ex juveniles' entrepreneurs habitually object at engendering further social values and act as an agent of social change.

6.3.2 Empirical Contributions

The study's new findings have empirically provided a new knowledge about IEO influence, disclosing that IEO has a positive influence on the delinquents' behavioural change. Accordingly, this study has essentially improved the borderline of knowledge by providing empirical evidence about the ex-juvenile ESE business initiatives and impact on delinquent behaviour.

However, the conceptual framework of this study was put together on the grounds of theoretical and empirical gaps identified in past literatures. This was explained and supported

from the viewpoints of SCT (1986), Lent (1994) model and prior empirical research findings on IEO multi-dimensional.

The contributions of this study are to rectify the inadequacies in the past literature by confirming the impact of ESE on delinquent entrepreneur's behavioural change and also IEO influence on ex-juvenile delinquent behavioural change. Precisely, this research implied that providing IEO influence and delinquent behavioural change might not be sufficient to adequately motivate ex-juvenile entrepreneurs for delinquent behavioural change.

Hence ESE impact is crucial. Without proper support from the relevant stakeholder, it is tough to influence ex-juvenile entrepreneurs for delinquent behavioural change as well as employ the IEO onto their businesses.

As a result of the inconsistencies in IEO literature, numerous researchers such as (Levenburg & Schwarz, 2008; Raposo et al., 2008; Rauch et al., 2009) suggested that it is of benefit to develop a confirmed portion for individuals' entrepreneurial orientation rather than organisations. Individual Entrepreneurial Orientation is developed by a few researchers to address this need; therefore, they indicate that there is a significant gap in the literature of IEO, particularly on the issue of the delinquent populace.

They also asserted that the existing IEO is unidimensional, predominantly partial and insufficiently analysed. It has likewise been recommended that future studies ought to explore the IEO multidimensional. Researchers have found that the Entrepreneurship Orientation construct including these five dimensions can be considered jointly (Runyan et al., 2008; Lumpkin et al. 2009).

In response to these research calls, this study examined the IEO influence towards ex-juvenile delinquent behavioural change. Imaginatively, the findings of this study showed that IEO influenced delinquent behavioural change where participants were more interested to engage more IEO into their business. In this regard, ex-juvenile entrepreneurs who employed more IEO into their businesses reported to have a higher ability to utilise the business (Rauch et al., 2009).

The implications of this study are that the success of ex-juvenile entrepreneur does not only entirely depend on the influence of IEO. Hence, to bring forth improved understanding, more efforts are required to verify and identify the key IEO dimensions and delinquent behavioural change.

Based on the findings and discussion of this research, it can be concluded that the five IEO dimensions of self-reliance, uncertainty into the business, new idea into the business, personal business start-up and competition into the market were the significant determinants of ex-juvenile entrepreneurs' delinquent behavioural change in Katsina, Nigeria.

Therefore, it is imperative to give full attention to these dimensions in ensuring delinquent behavioural change on businesses, especially in terms of slow levels of delinquent behavioural change that is persistently exhibited by ex-juvenile entrepreneurs in Katsina state, Nigeria.

6.3.3 Methodological Contributions

The methodological implications of this study rely in evaluating the criteria objectives using some specific IEO procedures. Specifically, this study is guided by the

interpretivist ontological and epistemological philosophy of making scientific premises in investigating the nature of ex-juvenile entrepreneurs; thus, this study has contributed to the research methodology. Furthermore, in an attempt to bridge a methodological gap, the present study assessed the IEO multi-dimensions (Rauch et al., 2009).

Furthermore, the current study removed irrelevant statements from the adopted research instrument on IEO dimensions and added relevant statements in an effort to actually obtain the degree to which the IEO influence on ex-juvenile entrepreneurs happens in the context of the study (Rauch et al., 2009).

By removing the irrelevant statements and adding the relevant ones from the original measure, this study validated the instruments of delinquent populace in Katsina state, Nigeria, which is geographically and culturally different from the initial settings in which the instruments were developed which is EO at firm level to EO at the individual level.

Another methodological implication of this study is concerned with the application of NVivo 12 Pro, one of the recent and sophisticated computer software for data analysis. However, prior studies on prison entrepreneurs have used various analytical tools such as NVivo 9. SPSS and SEM AMOS to produce results (Downing, 2010; Petter, 2011, 2012, Lockwood et al., 2012).

This study had employed a relatively new analytical tool (NVivo 12 Pro) to explain the structural relationships of the objectives of this study. The usage of NVivo 12 Pro provided a room for help in coding and organising the data and strengthening of the tool in a study that examined the integrative IEO and ESE. Additionally, the usage of IEO and delinquent behavioural change model by this study led to the emergence of a new framework

for IEO influence of delinquents' persons compared to the results of the past which employed the use of different analytical tools.

Then, the usage of this relatively new analytical tool by the current study has presented unique and pertinent methodological implications to ex-juvenile entrepreneurs' literatures. Lastly, the qualitative method has contributed in this study by providing rich and in-depth descriptions and complement the phenomenon of ex-juvenile entrepreneurs among the delinquent's populace in the Katsina state of Nigeria.

6.3.4 Practical Contributions

Delinquency and crime rate such as banditry, drug addiction, drug peddling, gang activities are the major security issues bothering Katsina state, Nigeria, where a huge number of people are impacted by insecurity. However, ex-juvenile entrepreneurs vary in their efforts and performances.

Accordingly, findings of the present study are set to have implications for policymakers and some of the revelations can also play role of substance in effective insecurity issues reduction strategy. Particularly, this study addressed delinquency and crime rate among ex-juvenile entrepreneurs which can be utilised by government actors for other communities endangered by insecurity issues in Katsina state, Nigeria.

There are important practical implications in the use of this IEO instrument for researchers, educators, trainers and career planners. This research provides an important beginning to understand ex-juvenile entrepreneurs EO at a relatively individual stage development. This understanding of the dimensions of IEO will allow researchers opportunities to explore the link between these five dimensions and other factors of interest.

It will also help to better understand the strengths individuals might use to develop their own entrepreneurial ventures. The relationship between IEO and other areas of ex-juvenile entrepreneurs and individual performance should also be examined. An individual's EO could be used as a factor of influence in various decisions such as occupation choices and business endeavours.

The study itemises the following practical implications for policymakers: Firstly, it suggests that governments should develop entrepreneurship orientation capacity programmes at the individual level and provide orientation more specifically on juveniles at correctional centres by creating a formal entrepreneurship framework, entrepreneurship capacity building, and curriculum which will enable access to entrepreneurship skills. Secondly, this support would be more effective if it started right from the reformatory centre and ensure a proper follow-up upon release from the reformatory centre. Some basic knowledge of entrepreneurship could be obtained at earlier stages of rehabilitations.

Lastly, policymakers in Katsina state, Nigeria and somewhere else should enact policies and programmes to improve ex-juvenile entrepreneur's financial management and practices. For instance, Financial institutions, Banks, Microfinance institutions and other lending institutions should include ex-juvenile entrepreneurs' autonomous behaviours into credit assessment for loans by classifying and assessing the ex-juvenile entrepreneurs to modify their credit needs.

Exploiting on the research findings, the current study has portrayed a number of practical implications in relation to IEO practices in the context of ex-juvenile entrepreneurs in Katsina state, Nigeria. The fact that the present study has provided additional practical evidence on which the IEO dimensions were positively and meaningfully related to ex-

juvenile entrepreneurs, indicated that IEO dimensions at the individual level can establish a style of utilising the impact onto the delinquent behaviour change. Likewise, it is vital for behavioural change to realise the positive influence of IEO dimensions. On this note, the IEO and ESE should promote, prioritise, and encourage, the culture of improved individual behavioural change.

Accordingly, relevant stakeholders can prioritise reformatory entrepreneurship skills acquisition policies and practices. Specifically, support to ex-juvenile entrepreneurs should require more effort in improving commitment from the side of the behavioural change as well as encouraging ex-juvenile entrepreneurs in performing their businesses, particularly by patronising the product produced by the ex-juveniles. This could be done by conducting programmes aimed at sharpening the ex-juvenile entrepreneurs' knowledge and skills in role and responsibilities of the relevant stakeholders, as well as ability to integrate the juvenile delinquents into society.

Certainly, improved support by the relevant stakeholders through enlightenment and awareness about the ex-juvenile entrepreneurs and positive business outcomes could help in delinquent behavioural change in Katsina state, Nigeria. It is a clear phenomenon that if relevant authority shows concern, the delinquents' populace is likely to utilise most of their businesses and behavioural change which would benefit both the delinquents and society in general.

More so, the findings of this study disclosed that stakeholders associated delinquents to participate in transferring the business activities within the society in which they operate. When influences of stakeholder's support are practiced, the ex-juvenile entrepreneurs can

develop the culture of motivating others to follow their steps. Hence, policymakers must expand the roles of IEO and ESE into the society.

The current study has uncovered that the importance of ex-juvenile entrepreneurs as a significant icon which motivates others to emulate can never be overemphasised. This finding posed yet another importance for policymakers to take advantage on motivating and enhancing IEO dimensions on ex-juvenile entrepreneurs among the delinquent populace. In view of this, the Nigerian policymakers should welcome the positive impact of ESE and IEO influence so as to tackle the menace of juvenile delinquency and behavioural sustainability among delinquent's populace. Indirectly, the Nigerian policymakers should support and encourage the delinquent perceptions of entrepreneurial activities among juvenile delinquents in the Katsina state, Nigeria.

Moreover, the current study has statistically reported the important influence of IEO on delinquents' behavioural change. The actions of Nigerian policymakers should create a feeling of motivation among juvenile delinquents by showing a genuine concern and encouragement to them. In other words, it is crucial for Nigerian policymakers to concentrate in putting more effort to promote ex-juvenile indentureship. This can be done by seeking the opinions of ex-juvenile entrepreneur delinquents' populace themselves about their expectations and needs.

Finally, it is suggested to address the juvenile delinquency issue as an element in improving unemployment among the society. The stakeholders can make substantial efforts in overcoming or minimising the occurrence of juvenile delinquency issues by enhancing ex-juvenile entrepreneurs' perceptions of the IEO dimensions influence. By creating a credit facilities system, the financial institution practitioners in Katsina State, Nigeria can address

or minimise the tendency of children engagement in negative behaviours. For example, loans should be provided to ex-juvenile entrepreneurs who diligently initiate their business willingly or behave in ways and manners that are consistent with stated norms and values of the society. Credit facilities system that was tailored based on ex-juvenile entrepreneurs with reasonable distribution might motivate them to engage in entrepreneurial activities.

6.3.5 Implications for Ex-Juvenile Entrepreneurs

It is important to emphasise the potential impact of individual entrepreneurial orientation dimension influence on the ex-juvenile entrepreneurs. Delinquents have lesser educational achievement than the general public according to Lochner and Moretti (2001). Not only educationally backward, delinquency is also related to lack of post-release opportunities. For instance, Petersilia (2001) explained that many delinquents have unachieved needs, such as educational attainment and health related problems as well. The SCT approach with individual entrepreneurial orientation dimensions seems to effectively address these deficiencies.

It is important, however, to mention the enormous range of quality and access to those opportunities for the delinquent populace in discussing the stated purpose and actual consequence of IEO influence and ESE impact on ex-juvenile entrepreneurs. The objective of IEO influence, ESE impact opportunities and delinquent behavioural change is to transform the mood of the environment and encourage more participant engagement into entrepreneurial self-efficacy. From the research finding, there is a need for skill development for juvenile entrepreneurial self-efficacy which could begin with assessment.

The SCT approach posits that supporting ex-juvenile entrepreneurs to changeover from delinquent behaviours to entrepreneurs is a matter of social justice. This is also in agreement with Varghese and Cummings (2012) who contended that helping delinquents gain employment (engagement) would promote fairness in society and make delinquents feel not stigmatised and rejected among the society and better about themselves and their ability to create businesses for themselves in permissible pursuits.

This includes starting a business even though it is not easy for according to most of the participants but it is important to start, even when ex-juvenile delinquency entrepreneurship is typically at a weakness from the starting point. This is consistent with a study by Petersilia (2001) who stated that "majority of the delinquent populace come from a poor family background".

Therefore, IEO influence and ESE offered ex-juvenile entrepreneurs an opportunity to be self-reliant. Gaining an understanding of delinquents' background and experiences, too, can inform interventions according to SCT principles to hopefully increase the possibility of a successful changeover to self-determination.

Table 6.1: How the Major Gaps in the Study were Addressed

Types of Gaps	Statement	How the Gaps were Bridged
Theoretical	▪ Entrepreneurial orientation has positively influenced the Firms performance and profitability. So far, the theory is partial in terms of EO influence delinquent populace specifically ex-juvenile entrepreneurial performance and their subsequent delinquent behavioural change.	▪ Ex-juveniles who exhibit the entrepreneurial commitment, improved business performance and subsequent delinquent behavioural change.
	▪ Self-efficacy in the Bandura theory established the context of a descriptive model of human behaviours, in which self-efficacy influences expected outcomes of behaviours, but then again not on ESE business start influence on ex-juvenile entrepreneurs delinquent behavioural change.	▪ Ex-juvenile entrepreneurial self-efficacy business start-up influence delinquent behavioural change
Empirical	• Existing literature centered around recognizing the influence of the earlier established three and five EO dimension on at organizational level and brought to light inconsistent findings whilst ignoring and omitting the influence of EO on delinquent populace specifically towards ex-juvenile entrepreneurs (Lumpkin & Dess Model).	▪ Provided empirical evidence about the influence of individual entrepreneurial orientation on business performance and ex-juvenile entrepreneurs delinquent behaviours change.
	▪ For the meantime, existing literature on entrepreneurship for offenders discovers that majority of the studies largely centred on the prison entrepreneurship programmes (PEP) towards adult prisoners and reflected inconsistent findingswhile complete absent of study arising from the entrepreneurial orientation behaviours.	▪ Provided that entrepreneurial orientation behaviours improve entrepreneurial performance and delinquent behavioural change.
	▪ Researches revealed that self-efficacy of entrepreneurs has emerged as an important construct for understanding entrepreneurial success, and a substantial body of evidence supports its influences on start-up and business growth processes.	▪ Examined the ESE business start-up influence on ex-juvenile entrepreneurial performance and delinquent behavioural change.

Table 6.1 continued

	▪ The lack of the support from the government and NGOs while carrying out their entrepreneurial activities, limited the opportunities of positive influence of entrepreneurial orientation behaviours.	▪ Ex-juvenile entrepreneurs are committed to attend and put more effort to their entrepreneurial activities and following delinquent behavioural change if actively supported by both government and NGOs.
Practical	▪ Investments made on juvenile rehabilitation should be justified in terms of improved delinquent behavioural change.	▪ The amount spent could only be justified when the ex-juvenile entrepreneurs delinquent behavioural changed.
	▪ Government is less concerned about the motivational elements on ex-juvenile entrepreneurial activities towards their social support.	▪ Government should promote, and improved entrepreneurial commitment and delinquency rate reduction.
	▪ Entrepreneurship practitioners have less or very little information and awareness of the ex-juvenile entrepreneurs (entrepreneurial activities performance) and their delinquent behavioural change.	▪ This study increased policy makers enlightenment and awareness about the EO dimensions that can influence positive delinquent behavioural change.
	▪ Previous researchers based their studies on western context.	▪ This study reported the views of ex-juvenile entrepreneurs in Nigerian context.
	▪ Research in the Nigerian context has shown enormous contribution on the other entrepreneurial orientation, but a dearth of research individual entrepreneurial orientation on ex-juvenile entrepreneurs.	▪ The implication of ex-juvenile entrepreneurial orientation behaviours understudy variables has been discovered.

Source: Researcher's Construction

6.4 Limitations of the Study

Like any other study, this present study also has certain limitations. The findings should be considered under the following limitations. These limitations should be taken into

concern while conducting future studies. Even though the findings of this study have contributed in different ways and supported several propositions in relationships between the understudied variables, it is not without limitations. The findings in this study are subject to at least three limitations.

Firstly, and foremost, the present study examined all the dimensions of IEO, but not individually and excluded comprehensive investigation of IEO dimensions independently. The omission of some important variables in this research might limit the general understanding of IEO influence.

Even though, present study has given a fresh insight into the influence of entrepreneurial orientation and entrepreneurial self-efficacy towards ex-juvenile delinquent behavioural change in Katsina state, Nigeria. Nevertheless, the limitation of the study in the areas of methodology approach, scope and coverage. In relation to the methodology, the study is qualitative in nature and, it uses a non-purposive sampling.

Also, in spite of many delinquent, banditry and other criminal cases in Nigeria, the scope of the existing study covers only a single case and, out of the seven states that made-up the north west region, the scope covers only Katsina State, Nigeria.

6.5 Recommendations of the Study

These findings suggest several courses of action the following recommendations are useful. Policymakers, NGOs and other relevant stakeholders should collectively find permanent resolutions to the menace of juvenile delinquency by using entrepreneurship opportunities for them and vocational acquisition programmes in Katsina state, Nigeria. There should be a review on school curriculum right from the primary school to secondary

school. The policymakers in the state should expand existing employment opportunities and agricultural activities and ensure delivery of basic necessity services to people of all age groups.

The existing literature and this present research findings revealed that the federal government of Nigeria and Katsina State government developed policies that would improve the delinquent populace wellbeing. Such of these policies are the Nigerian access to credit facilities policies, redesigning correctional centres policies, and many other initiatives designed to promote responsible and sustainable delinquent behavioural change.

This research discovered that there are a large number of ex-juvenile entrepreneurs scattered within the Katsina state and neighbouring states like Kano, Sokoto, Zamfara, Jigawa and Kaduna who do not benefit from government involvements that will promote sustainable juvenile delinquent behavioural change.

Policymakers should quicken their actions, involve communities, update and enforce laws about drug trafficking in and out of the country. As a majority of the respondents are either drug users or drug traders at a young age, the government should stop politicisation of intervention as well as using them as political thugs. Strict implementation of these policies would eradicate the use of juvenile delinquency, discourage drug trafficking, and re-establish the modern and standard correctional centres. Increasing ex-juvenile entrepreneur's access to finance for productivity improvement could gain better earnings and revitalisation of ex-juvenile entrepreneurship.

Nevertheless, this study shows that the present ex-juvenile entrepreneurship and delinquent behavioural change are challenges among the ex-juvenile entrepreneurial

activities in the communities. These findings will help the policymakers to come up with better strategies that can aid in diffusing policies to the delinquent populace in ways that its transmission will be warmly accepted and adopted.

Consequently, these findings should motivate the government to put total innovation of the correctional centre system into its budget to create an enabling environment for delinquent behavioural change practices in Katsina state. All of these can be achieved by ensuring the active participation of ex-juvenile entrepreneurs and communities in the transformation process by developing bottom-up policies that can promote sustainable delinquent behavioural change management and contribute to the existing ex-juvenile entrepreneurs' efforts.

Unlike the top-down approaches which lay more emphasis on policy formulation, the bottom-up approach focuses on building procedures that will lead to policy establishment. In this context, the bottom-up approach is an approach that is expected to consider the juveniles who are mostly affected by delinquent behaviour. This approach can be achieved by applying an inductive approach to support the capacity of ex-juvenile entrepreneurs.

Therefore, there must be an introduction of human capacity building strategies such as rigorous training at the reformatory centre and physical capital development such as the provision of tangible assets to support human capital development. Meanwhile, the next approach should focus on training in the social development department of the local government.

6.6 Generalisability of the Study

This section discusses possible generalisabilities of the present study within and outside the Nigerian context in academic research. The researcher makes useful recommendations for future studies as well. Critical realism maintains that reality must be critically examined in order to facilitate and apprehend the actual reality of events and experiences as closely as possible (Guba & Linclon, 1994).

Hence, critical perspective in this study attempted to criticise and explore the elements in the form of ex-juvenile entrepreneurs and practices to investigate the real IEO influence on their delinquent behavioural change. However, ex-juvenile entrepreneurs' knowledge, claims and experiences can be either convergent or divergent with IEO dimension claims and practices.

Serious common sense in existing study also draws readers' attention towards ex-juvenile entrepreneurs and engagement status in ESE business start-up endeavours. Furthermore, this study investigated that ex-juveniles are still engaging in decision-making due to autonomy (ex-juvenile entrepreneurs). In this regard, this research indicates a very significant position that can be valuable and knowledgeable for undertaking similar studies in Nigeria and also in other countries regarding IEO, among particularly delinquent populace entrepreneurs.

Moreover, keeping in view about the dearth of research on ex-juvenile entrepreneurs, the present study offers future studies to identify the challenges related to ex-juvenile entrepreneurs' endeavours in Nigeria and be disposed to countries across the world.

Finally, the participants of the present study were drawn from ex-juvenile entrepreneurs of a single state from 36 states of Nigeria. This presented a rather limited scope of the study and limited generalisability as it was based on ex-juveniles from reformatory centres under Katsina State, Nigeria.

Accordingly, additional research work is needed to expand the size of the population by taking cognizance of additional state to cover the seven north western states of Nigeria. Also, cognizance should be taken of other actors in the study participants such as reformatory staff, juvenile family victims so as to generalise the findings. This may increase the generalisability of these research findings.

6.7 Future Research

Present study rises quite a lot of questions that necessitates further investigations in future research. Accordingly, with the increased recognition of the complexity nature of delinquency and crime rate (Banditry, kidnapping and insurgency) in Northern Nigeria. Delinquent/antisocial populace entrepreneurship context, substantial information still leftovers to be identified hence, quite a lot of areas look auspicious.

Therefore, future research needs to investigate IEO dimensions influence individually such as Autonomous influences towards delinquent behavioural change, Risk-taking and ex-juvenile delinquents behavioural change, Proactiveness, Competitiveness and Innovation as well as ESE in business growth. The insertion of these important variables in future studies might provide a thorough and crucial understanding about the influence of each IEO dimensions and its contextual influences towards ex-juvenile entrepreneurs.

Likewise, present study is limited as it only considered the influence of IEO and ESE. On this note, proposals for other objectives on the IEO dimensions have been provided. For instance, future research can examine the possibility of using other essential delinquents' behaviours variables such as drug peddlers and Influence by IEO unidimensional. This is because the IEO focused on identifying and providing ex-juvenile behavioural change which comprised many different delinquent behaviours such drug user, gang member, pick-pocketer and so on. This may perhaps provide a clearer picture of the concept of IEO influence on a specific delinquent behaviour which in exchange could contribute to the proper understanding of the matters that influence delinquent behavioural change.

6.8 Summary of the Study

The objectives of the present research work are to examine entrepreneurial orientation influence towards ex-juvenile delinquent behavioural change, and explore the entrepreneurial self-efficacy impact towards ex-juvenile entrepreneur's delinquent behavioural change. This was conducted on the ex-juvenile entrepreneurs operating in Katsina state, Nigeria which involved 10 participants.

To summarise, this study is categorised into five chapters. The first chapter dealt with the introduction of the study, the second was concerned with literature review, the third was about research methodology, whereas the fourth has to do with findings, fifth discussion and lastly, the sixth chapter was related to the summary, recommendations and conclusions. The first chapter deliberated on the background of the study, statement of problem, conceptual framework, objectives of the study, significance of the study, definition of terms, scope of the study, and organisation of the thesis.

The second chapter reviewed related literatures regarding prior empirical studies and past theory. The literature review was conducted on analysing the related journal articles and texts. In this chapter, issues that are relevant to the concept of individual entrepreneurial orientation and delinquent entrepreneurial self-efficacy were discussed to explain, support and argue about the IEO influence and ESE impact. In addition, past studies were identified and discussed in order to articulate the propositions and conceptual framework of this study.

In other words, the reviews of studies that are relevant were done in order to establish the theoretical and conceptual frameworks for this study. Previous literatures were thoroughly reviewed; thus, the scope and directions of the present study were identified, background and concepts of this study were explained, the empirical and documentary base of the research were provided, and the proposed objectives were clarified (Rauch et al., 2009). These served as evidences which further strengthen the suggested role of IEO influence and ESE impact. Hence, large empirical evidences supported such relationships.

The third chapter presented the methodology employed in carrying out this study. The chapter described the philosophical stance of the research, research design, the population and sample of the study, data collection methods and procedures, instruments, data collection, and data analysis procedures. Explicitly, this study employed semi structured interview. In addition, purposive sampling methods were utilised for data collection. NVivo 12 Pro was used for data analysis constructed in this study and thereafter analysed the collected data. However, interview data analysis was done through thematic analysis.

The fourth chapter discussed the findings of this study; the chapter contained the data screening and preliminary analysis, demographic profile of the participants, revision of the proposed theoretical model, and analysis of qualitative data. From the results, this study

found that there is an IEO influence on ex-juvenile delinquent behavioural change. It is also revealed that ESE impacted ex-juvenile delinquent behavioural change in Katsina State, Nigeria.

The fifth chapter is concerned with the discussion of the finding and the sixth chapter is about the summary, conclusion and recommendations of this study. This chapter summarised every chapter that had been discussed earlier in this study. The important and interesting findings of this study are concluded in this chapter. Additionally, the contributions of this study to theory, methodology, and practitioners are discussed. More so, the limitations of this research and several recommendations for future studies are also discussed.

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APPENDICES

Appendix 1: Publications and Conferences

Usman, B., & Hashim., S. Bn. (2020). Autonomous Orientation and Delinquent Behavioural Change: A Case Study of Ex-Juvenile Entrepreneurs in Katsina State, Nigeria. *International Journal of Academic Research in Business and Social Sciences, 10(*6), 164–183.

Usman, B., Hashim., S. B., Lamptey, J., & Ali, A. B. (2020). Autonomous Orientation Behaviours Influence Towards Ex-Juvenile Entrepreneurs Delinquent Behavioural Change in Katsina State, Nigeria: A Conceptual Paper. *Malaysian Journal of Social Sciences and Humanities, 5*(7), 23-31.

Usman, B., Hashim., S. bn, Lamptey, J., Ali, A. B., Suleiman, W., & Bilyaminu, A. Y. (2020). Innovativeness Orientation Behaviours and Delinquent Behavioural Change: A Case Study of Ex Juvenile Entrepreneurial Orientation in Katsina State, Nigeria. *International Journal of Academic Research in Business and Social Sciences, 10*(6), 718–737.

Usman, B., & Hashim, S. (2020). A Conceptual Paper Approach of Risk-taking Orientation Behaviours influence towards Ex-Juvenile Entrepreneurs Delinquent Behavioural Change in Katsina State, Nigeria. *International Journal of Academic Research in Business and Social Sciences, 10*(9), 319-332.

Lamptey, J., Marsidi, A. Bin, Usman, B., Ali, A. B., & Suleiman, W. (2020). Overconfidence Bias in Working Capital Management and Performance of Small and Medium Enterprises: The Perspectives of Ghanaian SME Managers. *International Journal Academic Research in Business and Social Sciences, 10(6), 751–765.*

Lamptey, J., Marsidi, A. B., Usman, B., & Ali, A. B. (2020). The Overconfidence Behavioural Bias in Working Capital Management and Performance of Small and Medium Enterprise in Ghana: A Conceptual Paper. *Malaysian Journal of Social Sciences and Humanities, 5*(7), 124-129.

Ihsan, R. H., Jaafar, N., Ayyup, K., & Usman, B. (2020). A Conceptual Paper Approach on the Effects of Psychological Contract Breach among University Employees in Pakistan: Moderating Role of Perceived Organisational Support. *International Journal of Academic Research in Business and Social Sciences, 10*(3), 150-159.

Conferences Proceeding

Hashim, S. bn. & Usman, B. (2018). Proceedings of the 8th International Borneo Business Conference (8th IBBC 2018), DEGINOMICS Pg. 517-526/1179 4th and 5th October, 2018: Promise & Peril (Kuching, Sarawak, Malaysia). Review on Exploring the Effects of Entrepreneurship Orientation towards Juvenile Behavioural Change in Nigeria. University Malaysia Sarawak: ISBN 978-967-2008-73-6.

Appendix 2: To Whom It May Concern



Fakulti Ekonomi dan Perniagaan
Faculty of Economics and Business

UNIMAS/NC-22.02/04-09 (44)

29th November 2018

TO WHOM IT MAY CONCERN

Dear Sir/Madam

DOCTOR OF PHILOSOPHY (PhD.) CANDIDATE STATUS

This letter is to certify that **Mr Bilyaminu Usman (Student ID: 16010096)** is pursuing his doctorate programme at Faculty of Economics and Business, Universiti Malaysia Sarawak (UNIMAS), under the supervision of Dr Sharizal Hashim.

He is currently in a process of collecting and analyzing data for his thesis.

Should you have further inquiries, you can contact his supervisor either using **email: hsharizal@unimas.my**, or **office phone: +60 82 581000 ext 4302.** You can also contact our Deputy Dean (Research and Graduate) for any inquiries.

Thank you.

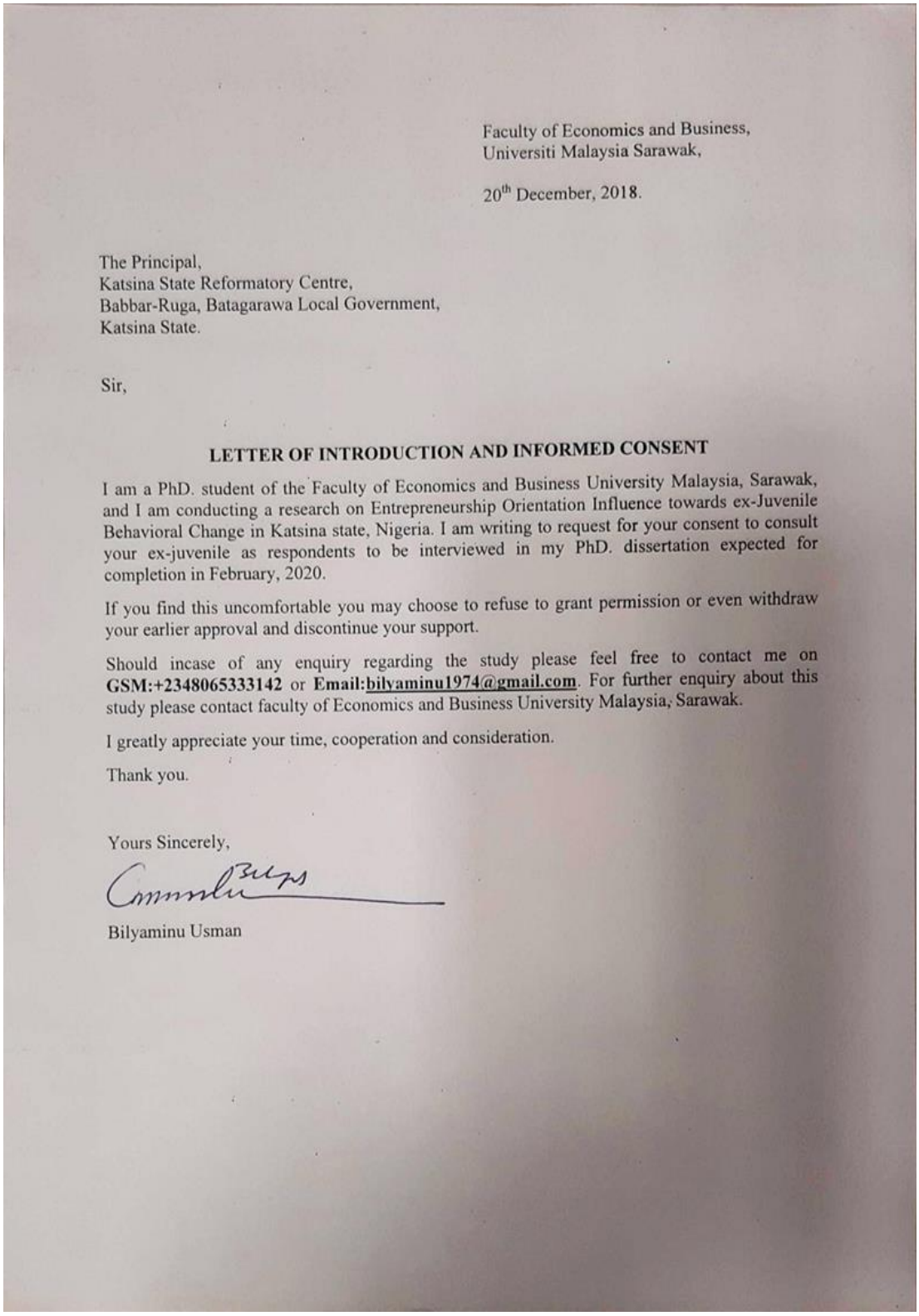
Best regards,

Associate Professor Dr Rossazana bt Ab Rahim
Deputy Dean (Research & Graduate)
Faculty of Economics and Business
Universiti Malaysia Sarawak

MSC-Status

94300 Kota Samarahan, Sarawak, MALAYSIA | Tel + 60 82 584 499 | Fax + 60 82 583 999

Appendix 3: Letter of Introduction and Inform consent to Katsina Reformatory Centre



Faculty of Economics and Business,
Universiti Malaysia Sarawak,

20th December, 2018.

The Principal,
Katsina State Reformatory Centre,
Babbar-Ruga, Batagarawa Local Government,
Katsina State.

Sir,

LETTER OF INTRODUCTION AND INFORMED CONSENT

I am a PhD. student of the Faculty of Economics and Business University Malaysia, Sarawak, and I am conducting a research on Entrepreneurship Orientation Influence towards ex-Juvenile Behavioral Change in Katsina state, Nigeria. I am writing to request for your consent to consult your ex-juvenile as respondents to be interviewed in my PhD. dissertation expected for completion in February, 2020.

If you find this uncomfortable you may choose to refuse to grant permission or even withdraw your earlier approval and discontinue your support.

Should incase of any enquiry regarding the study please feel free to contact me on **GSM:+2348065333142** or **Email:bilyaminu1974@gmail.com**. For further enquiry about this study please contact faculty of Economics and Business University Malaysia, Sarawak.

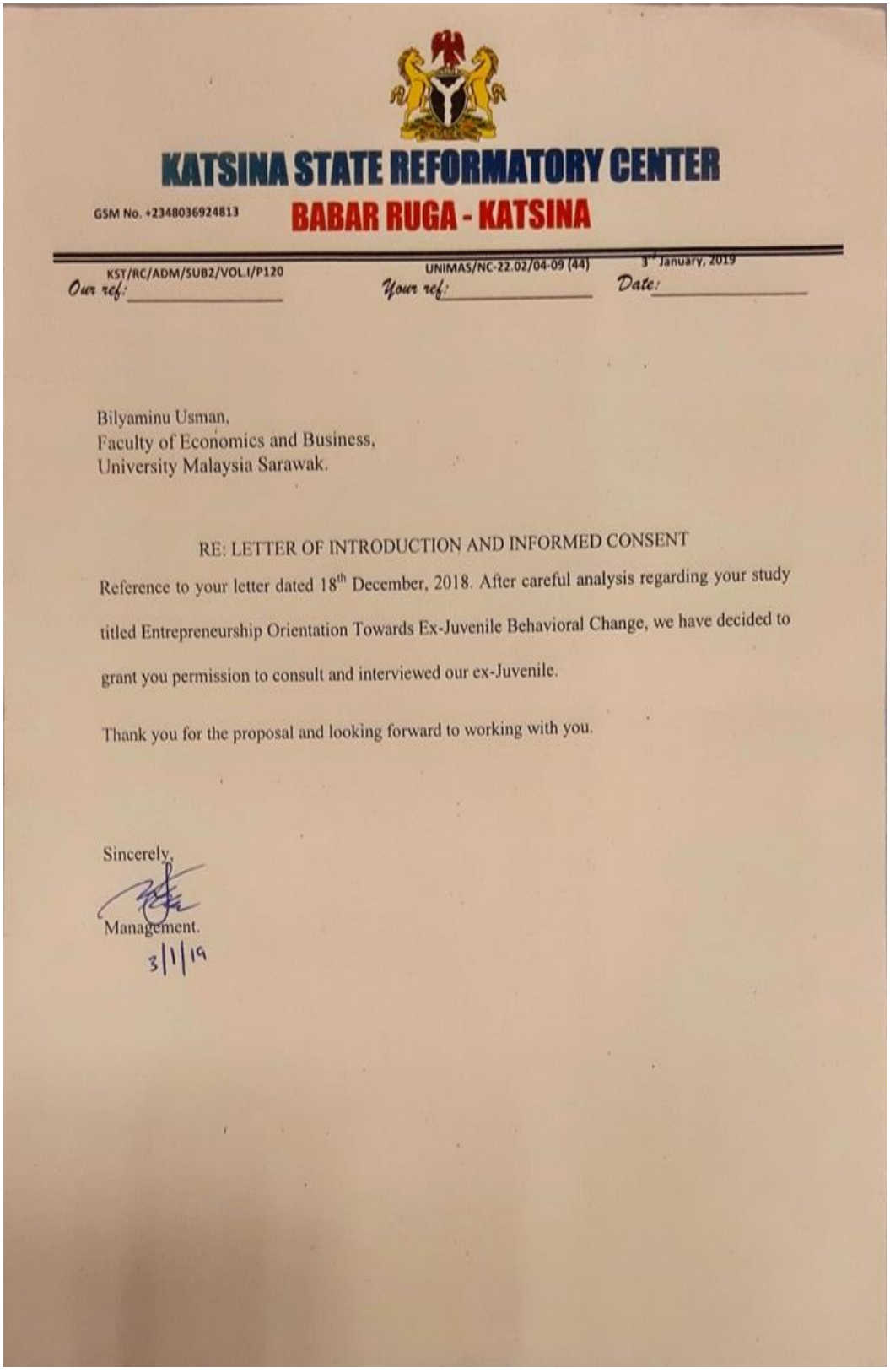
I greatly appreciate your time, cooperation and consideration.

Thank you.

Yours Sincerely,

Bilyaminu Usman

Appendix 4: Approval Letter from Katsina Reformatory Centre



KATSINA STATE REFORMATORY CENTER

GSM No. +2348036924813

BABAR RUGA - KATSINA

Our ref: KST/RC/ADM/SUB2/VOL.I/P120

Your ref: UNIMAS/NC-22.02/04-09 (44)

Date: 3rd January, 2019

Bilyaminu Usman,
Faculty of Economics and Business,
University Malaysia Sarawak.

RE: LETTER OF INTRODUCTION AND INFORMED CONSENT

Reference to your letter dated 18th December, 2018. After careful analysis regarding your study titled Entrepreneurship Orientation Towards Ex-Juvenile Behavioral Change, we have decided to grant you permission to consult and interviewed our ex-Juvenile.

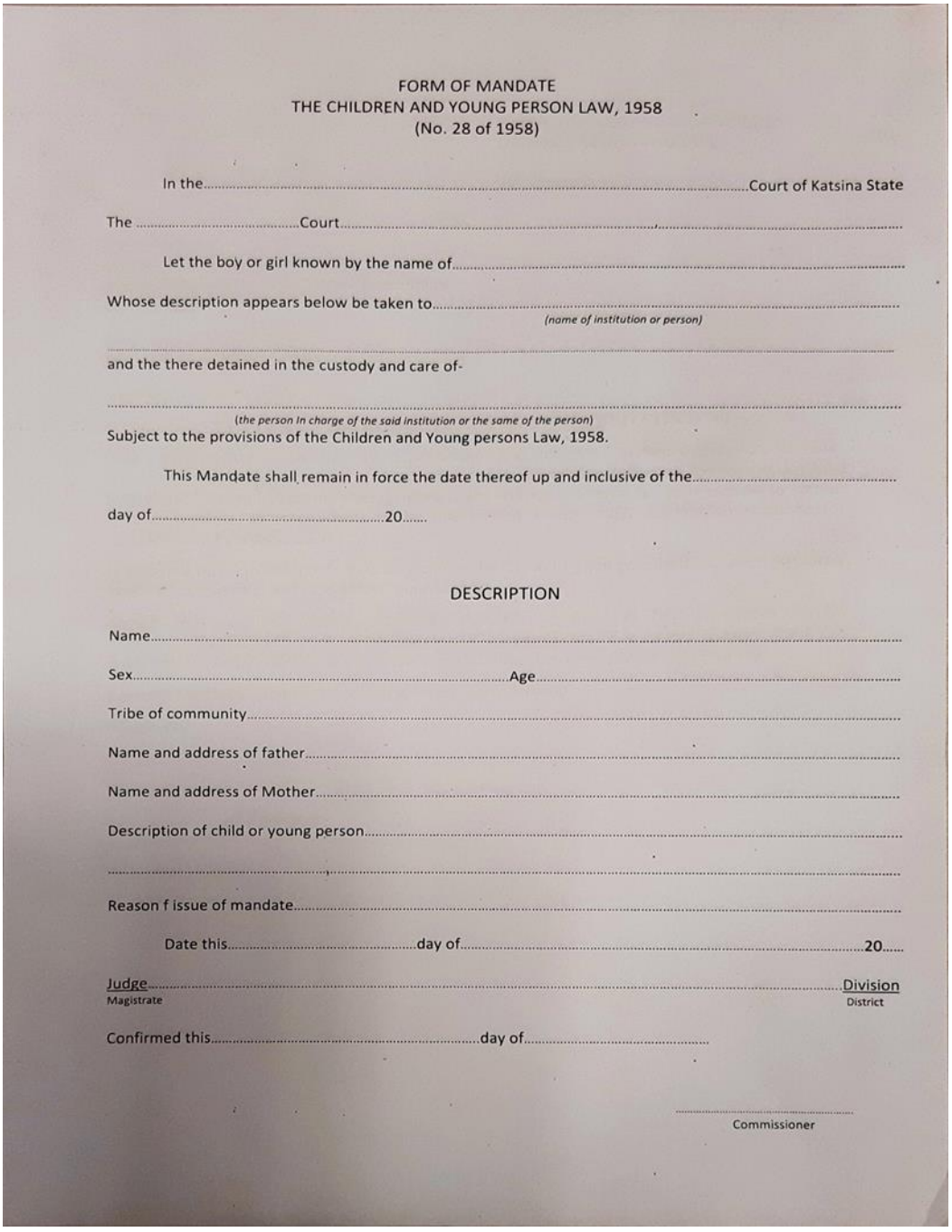
Thank you for the proposal and looking forward to working with you.

Sincerely,

Management.

3/1/19

Appendix 5: Mandate form



FORM OF MANDATE
THE CHILDREN AND YOUNG PERSON LAW, 1958
(No. 28 of 1958)

In the.....Court of Katsina State

The .....Court.....

Let the boy or girl known by the name of.....

Whose description appears below be taken to.....
(name of institution or person)

.....

and the there detained in the custody and care of-

.....
(the person In charge of the said institution or the same of the person)

Subject to the provisions of the Children and Young persons Law, 1958.

This Mandate shall remain in force the date thereof up and inclusive of the.....

day of.....20.....

DESCRIPTION

Name.....

Sex.....Age.....

Tribe of community.....

Name and address of father.....

Name and address of Mother.....

Description of child or young person.....

.....

Reason f issue of mandate.....

Date this.....day of.....20.....

Judge.....Division
Magistrate District

Confirmed this.....day of.....

.....
Commissioner

Appendix 6: Introductory Letter to Participants Individuals

Introductory Letter to Participants Individuals

Name: ----------

Dear Informant,

I am a Ph.D. candidate from the Faculty of Economics and Business, Universiti Malaysia Sarawak conducting an investigation on ex-juvenile entrepreneurs and delinquent behavioral change in Katsina state, Nigeria. You have been selected as one of the ex-juvenile entrepreneurs who might wish to participate in the current research as interviewee If you decide to participate, you will be interviewed, I would be appreciative if you give me 45 to 90 minutes of your time at your convenience time it could be at your business location, to discuss with you and interview you.

The interview is about your entrepreneurial activities in relation to your delinquent behavioral change, routine activities and experiences in your business. The session will be audio recorded. By participating, you will be making a significant input to academic knowledge about the individual entrepreneurial orientation behaviors influence towards ex-juvenile entrepreneur's delinquent behavioral change. There are no possible risks, inconveniences and distress from your participation in this study. Nevertheless, you may feel some possible emotional stress when you are asked some questions. The pictures taken and audio will be shown to you at the end of the interview. You would benefit from this study by having the opportunity to discuss your feelings, perception and concern related to your experience about individual entrepreneurial orientation influence on ex-juvenile entrepreneurs. The information gathered during this interview will be used for academic purposes and there might be mentioning of surnames and last names in the report and analysis of this study.

Appendix 7: Consent Letter: For Interview

Consent Letter: For Interview

I, ----------hereby grant my consent to be a participant in this study carried by Usman Bilyaminu 16010096, a Ph.D. candidate from Faculty of Economics and Business (FEB), Universiti Malaysia Sarawak. I understand that, the study is an integral component for fulfilling the requirement of Ph.D. (Entrepreneurship) degree. The interview session will be 15 - 45 minutes long. The interview session might require information from the interviewee in verbal and written form. This is to support the interviewer for further understanding of the participant and information given. While the interview takes place, interviewees might feel that privacy is violated or research question might cause any disturbance.

Even though the interviewee is requested by the researchers to be a participant, interviewee reserves right to participate the session voluntarily. Once more, the participant holds the right to withdraw himself from the session anytime during the interview and withdraw his uncomfortable statement after the interview (specially in case of observing any suspicion or disquiet caused by the interviews) informing the interviewer. The identity of the interviewee might be linked with information provided during interview session. Interviewee has been provided with an explanation of the research in which he/she is participating in and have been given the details to contact for further query. Neither UNIMAS nor any of the representatives of the interviewer has any provision for financial reward in this event of injury during the time of the interaction. No payment in any form will be offered for participating the in this research. By signing this form, I am affirming that I am above 18 years, and understanding the above conditions I hereby consent to participate in this research.

Name: ----------Address: ----------

Signature: ---------- Date: ----------

Appendix 8: Demographic information of the Participants

Demographic information of the Participants

Participants are requested to choose their answer by marking (√) or writing on answer choices

1. **Gender and Age**

a) Male [ ] b) Female [ ]

c) 15 – 20 years [ ] d) 20 – 25 Years [ ]

e) 25 – 30 Years. [ ] f) Above 30 Years [ ]

2). Ex-Juvenile Entrepreneurs Educational Background

a) Highest level of education: [ ] b) Senior Secondary School (SSS) [ ]

c) Junior Secondary School (JSS) [ ] d) Senior Secondary School [ ]

e) Primary school [ ] f) Trade Certificate [ ]

3). Previous delinquent behavior

a) Drugs User [ ] b) Drugs dealer [ ] c) Pick-pocketing [ ]

d) School Truant [ ] e) Gang membership [ ] f) Bullying [ ]

4) Ex-juvenile entrepreneurs Skills obtained from Reformatory Centre

a) Carpentry [ ] b) Leather work [ ] c) Metal work [ ]

d) Tailoring [ ] e) Computer [ ]

5) Ex-juvenile entrepreneurs Current Businesses engaged

a) Carpentry (selling of furniture) [ ]

b) Defeather and selling of chicken [ ]

c) Vulcanizer and selling of used tire [ ]

d) Selling of used car spare part [ ]

e) Rewire and selling of motorcycle spare part [ ]

f) Metal work and selling of Gates and doors [ ]

g) Other Businesses specify----------

6) Ex-juvenile entrepreneurs Annual estimated income

a) 0000 – N200,000 [ ]

b) N200, 000 – N400,000 [ ]

c) N400, 000 – N800, 000 [ ]

d) N800, 000 – N1, 800, 000 [ ]

Thank you for your contribution.

Appendix 9: Interview Guide

INTERVIEW GUIDE

Autonomous Orientation Behaviours: (Lumpkin & Dess, 1996; Callaghan & Venter, 2011).

i. How did you ***enact and develop your entrepreneurial activities***?
ii. How did you apply ***decision freedom*** in relation to decision making***?***
iii. How did you manage your ***financial freedom*** in relation to your business?
iv. How does ***autonomous orientation behaviours*** influence your entrepreneurial activities?
v. How does the ***autonomous orientation behaviours*** influence your delinquent behavioural change?

Risk-taking Orientation Behaviours: (Baird & Thomas, 1985; Lumpkin & Dess, 1996; Lumpkin, & Brigham, 2011).

i. Why would you ***invest into unknown business***?
ii. Why would you have ***borrowed heavily*** for the purpose of your business?
iii. Why choose to invest some ***portion of your resources***?
iv. How does ***risk-taking orientation behaviours*** influence your entrepreneurial activities?
v. How does the ***risk-taking orientation behaviours influence*** your delinquent behavioural change?

Innovativeness Orientation Behaviours: (Lumpkin & Dess, 1996; Wiklund & Shepherd, 2005).

i. How did you apply your ***Experiences*** into the entrepreneurial activities?
ii. How did you introduce ***New Idea*** into your business?
iii. How did introduced ***Novelty and Inventive Process*** into your business?
iv. How does ***innovative orientation behaviours influence*** your entrepreneurial activities?
v. How does ***the innovative orientation behaviour*** influence your delinquent behavioural change?

Proactiveness Orientation Behaviours: Day & Wensley, 1988; Wright et al., 1995; Lumkin & Dess).

i. How did you ***response to market signals*** in your business activities?
ii. How did you manage the ***access to scarce resources***?
iii. How did you ***improve your product and service*** in competitive market?
iv. How does ***proactive orientation behaviours influence*** your entrepreneurial activities?
v. How does the ***proactive orientation behaviour influence*** your delinquent behavioural change?

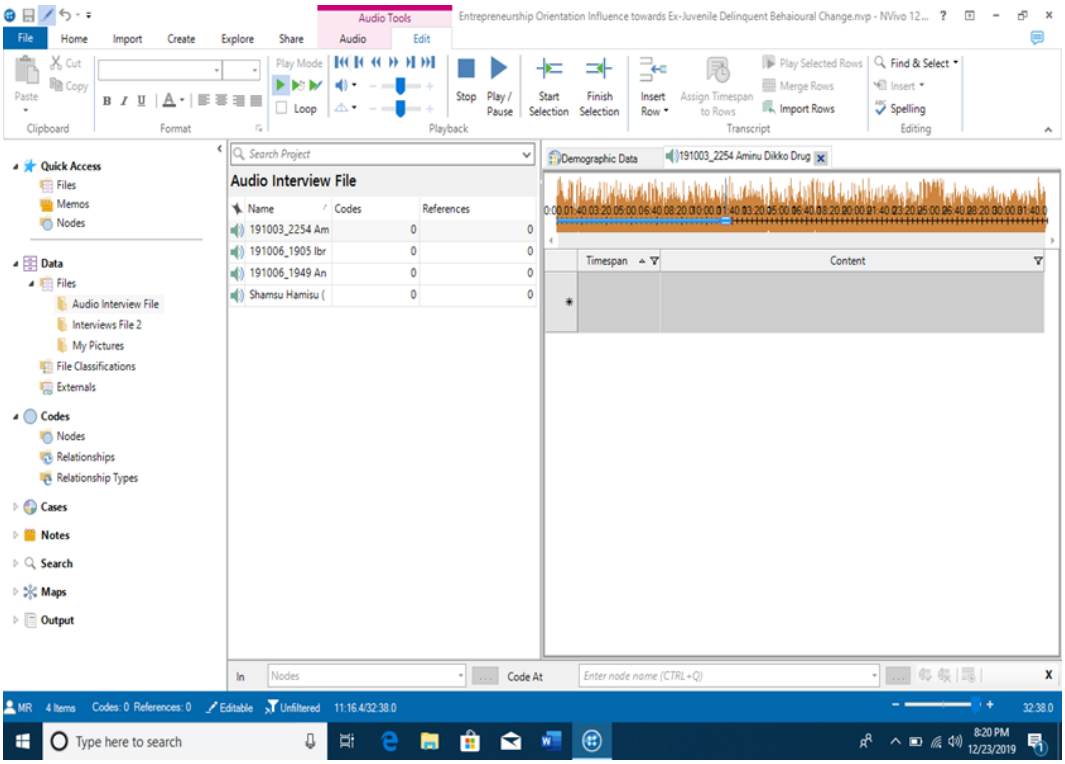
Competitive Orientation Behaviours: (Deeks, 1976; Stegall, et al., 1976: Lumkin & Dess 1996).

i. How did you apply ***customer service*** in your business activities?
ii. How did you exercise ***product specialization*** into your entrepreneurial activities?
iii. How did you ***customization*** in competitive market?
iv. How does ***competitive orientation behaviours*** influence your entrepreneurial activities?
v. How does the ***competitive orientation behaviour*** influence your delinquent behavioural change?

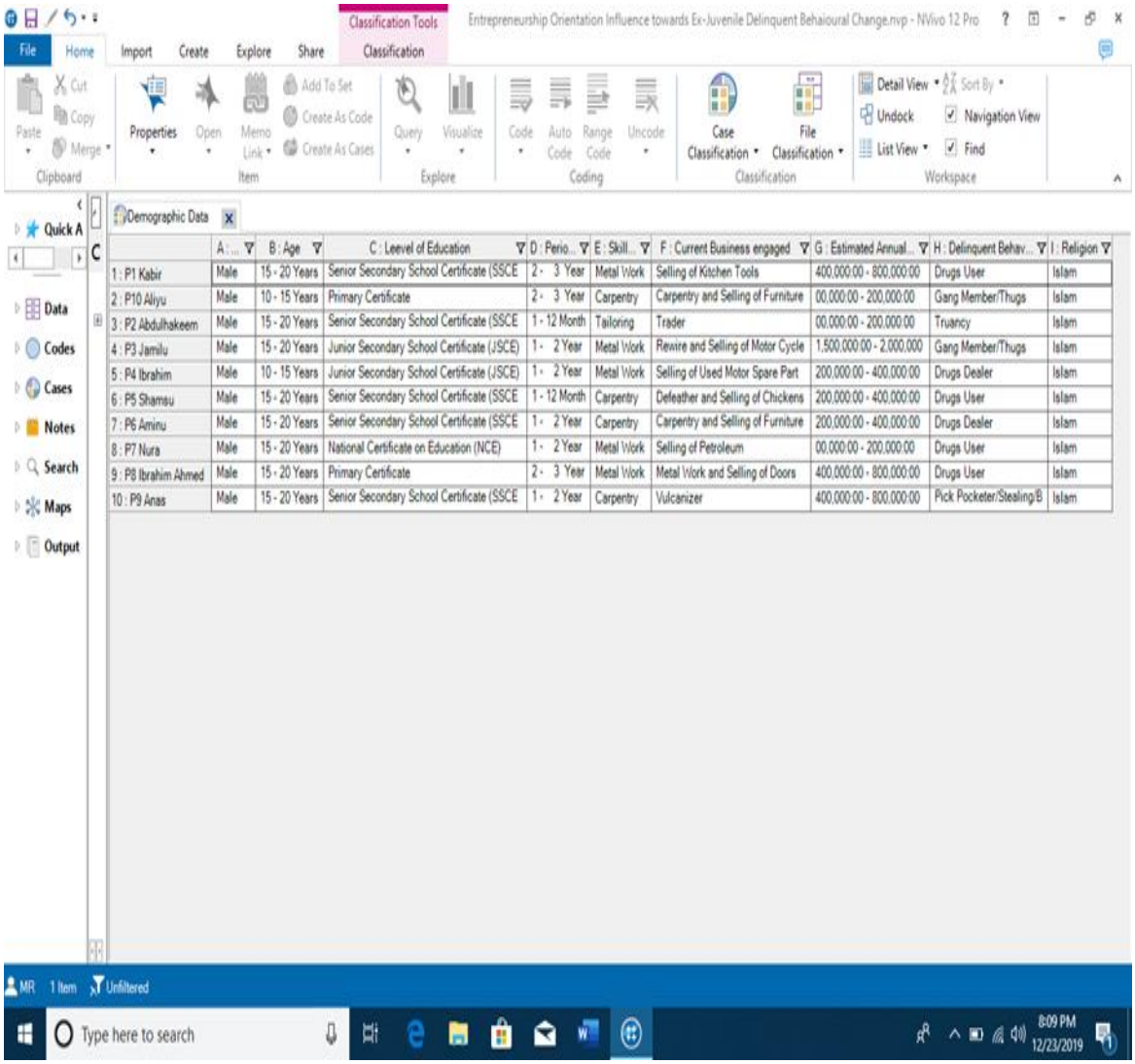
Entrepreneurial self-efficacy: SCT (Bandura, 1986)

i. How did your ***entrepreneurial self-efficacy business start*** influence your entrepreneurial activities success?
ii. How does ***entrepreneurial self-efficacy business start*** influence your delinquent behavioural change?

Appendix 10: QSR NVivo 12 Pro Analysis: Audio Interview



Appendix 11: QSR NVivo 12 Pro Analysis: Participants Demographic Data

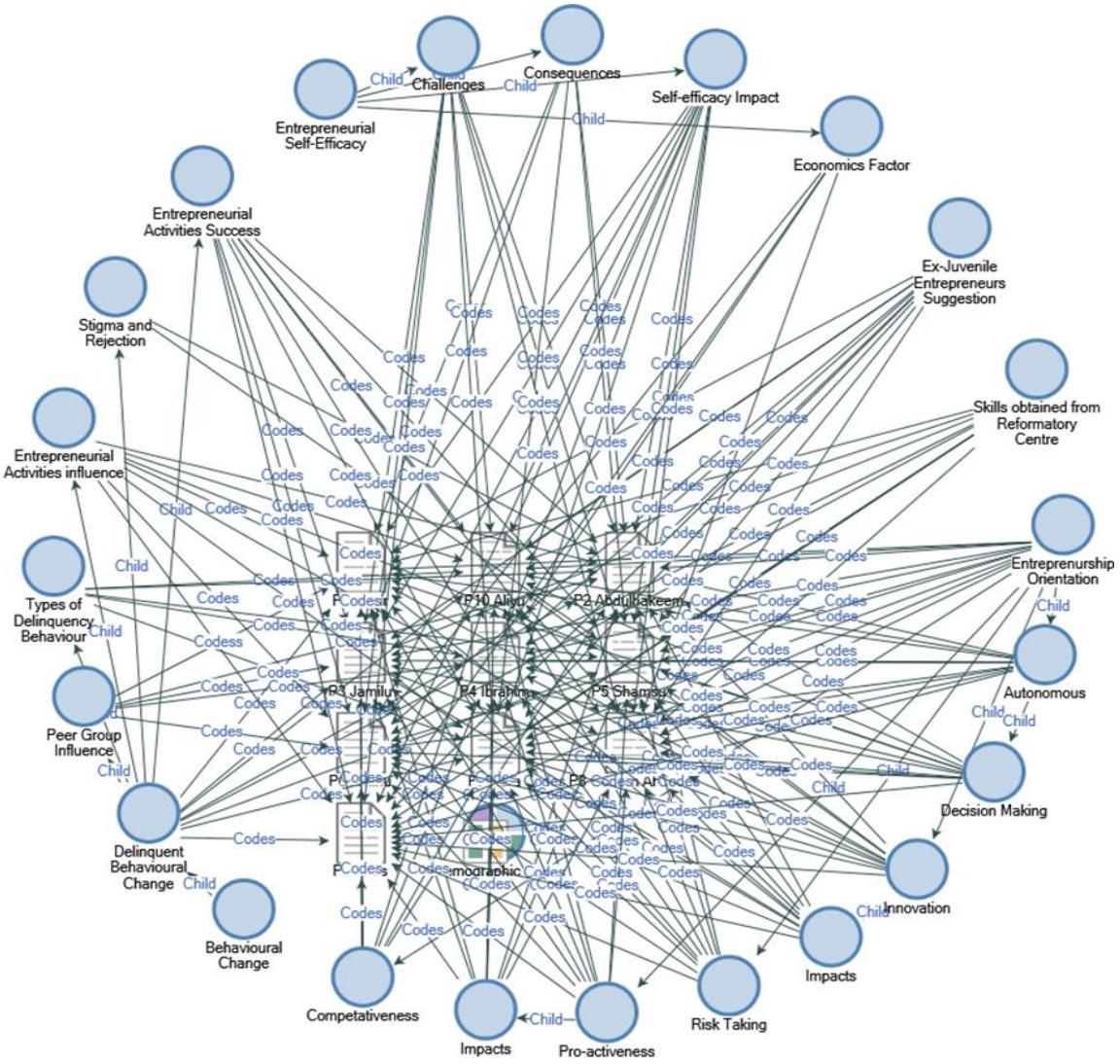


	A : ...	B : Age	C : Leevel of Education	D : Perio...	E : Skill...	F : Current Business engaged	G : Estimated Annual...	H : Delinquent Behav...	I : Religion
1 : P1 Kabir	Male	15 - 20 Years	Senior Secondary School Certificate (SSCE	2 - 3 Year	Metal Work	Selling of Kitchen Tools	400,000.00 - 800,000.00	Drugs User	Islam
2 : P10 Aliyu	Male	10 - 15 Years	Primary Certificate	2 - 3 Year	Carpentry	Carpentry and Selling of Furniture	00,000.00 - 200,000.00	Gang Member/Thugs	Islam
3 : P2 Abdulhakeem	Male	15 - 20 Years	Senior Secondary School Certificate (SSCE	1 - 12 Month	Tailoring	Trader	00,000.00 - 200,000.00	Truancy	Islam
4 : P3 Jamilu	Male	15 - 20 Years	Junior Secondary School Certificate (JSCE)	1 - 2 Year	Metal Work	Rewire and Selling of Motor Cycle	1,500,000.00 - 2,000,000	Gang Member/Thugs	Islam
5 : P4 Ibrahim	Male	10 - 15 Years	Junior Secondary School Certificate (JSCE)	1 - 2 Year	Metal Work	Selling of Used Motor Spare Part	200,000.00 - 400,000.00	Drugs Dealer	Islam
6 : P5 Shamsu	Male	15 - 20 Years	Senior Secondary School Certificate (SSCE	1 - 12 Month	Carpentry	Defeather and Selling of Chickens	200,000.00 - 400,000.00	Drugs User	Islam
7 : P6 Aminu	Male	15 - 20 Years	Senior Secondary School Certificate (SSCE	1 - 2 Year	Carpentry	Carpentry and Selling of Furniture	200,000.00 - 400,000.00	Drugs Dealer	Islam
8 : P7 Nura	Male	15 - 20 Years	National Certificate on Education (NCE)	1 - 2 Year	Metal Work	Selling of Petroleum	00,000.00 - 200,000.00	Drugs User	Islam
9 : P8 Ibrahim Ahmed	Male	15 - 20 Years	Primary Certificate	2 - 3 Year	Metal Work	Metal Work and Selling of Doors	400,000.00 - 800,000.00	Drugs User	Islam
10 : P9 Anas	Male	15 - 20 Years	Senior Secondary School Certificate (SSCE	1 - 2 Year	Carpentry	Vulcanizer	400,000.00 - 800,000.00	Pick Pocketer/Stealing/B	Islam

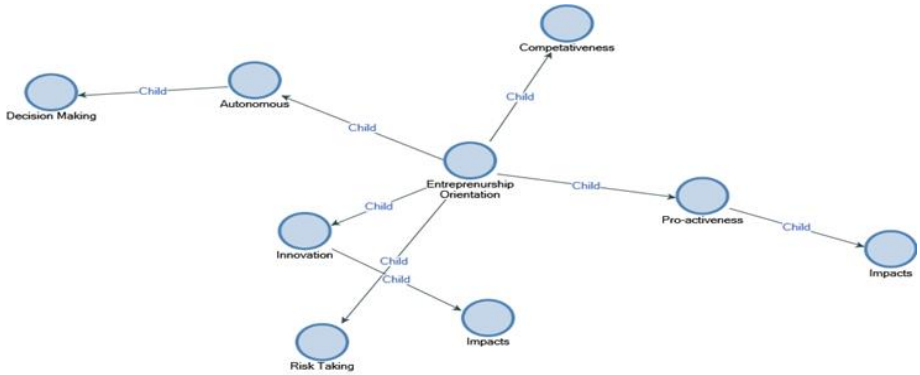
Appendix 12: QSR NVivo 12 Pro Code Analysis: Entrepreneurial Orientation and Entrepreneurial Self-Efficacy

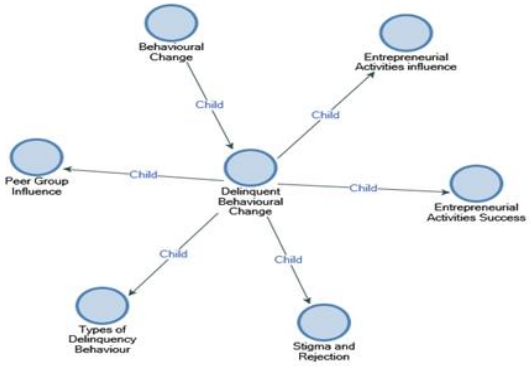


Appendix 13: QSR NVivo 12 Pro Code Analysis: Entrepreneurial Orientation and Entrepreneurial Self-Efficacy

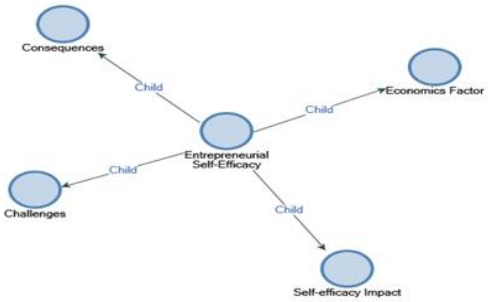


Appendix 14: QSR NVivo 12 Pro Code Analysis: Entrepreneurial Orientation and Entrepreneurial Self-Efficacy



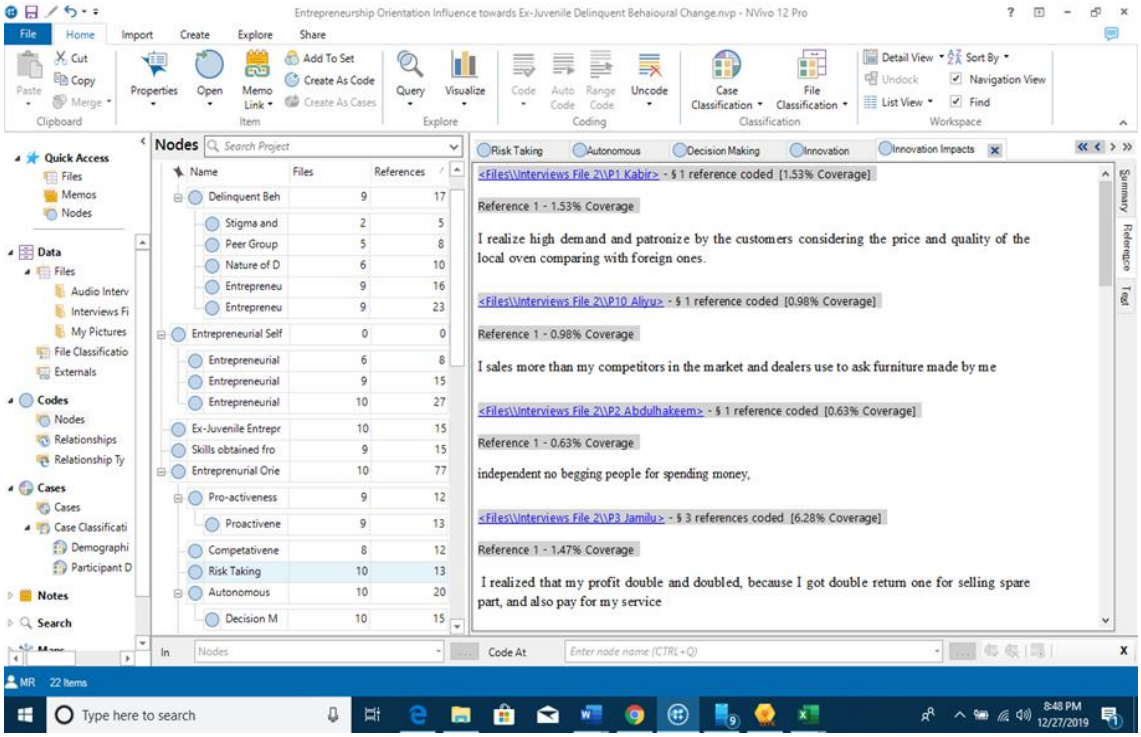


Ex-Juvenile Entrepreneurs Suggestion

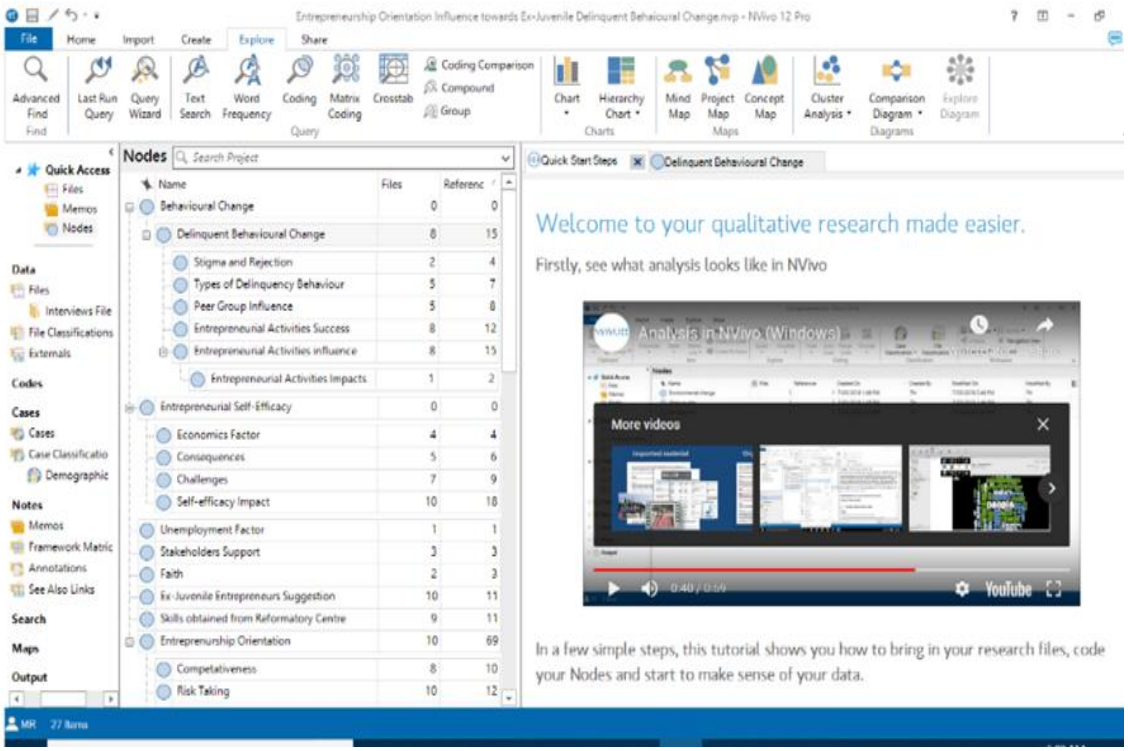


Skills obtained from Reformatory Centre

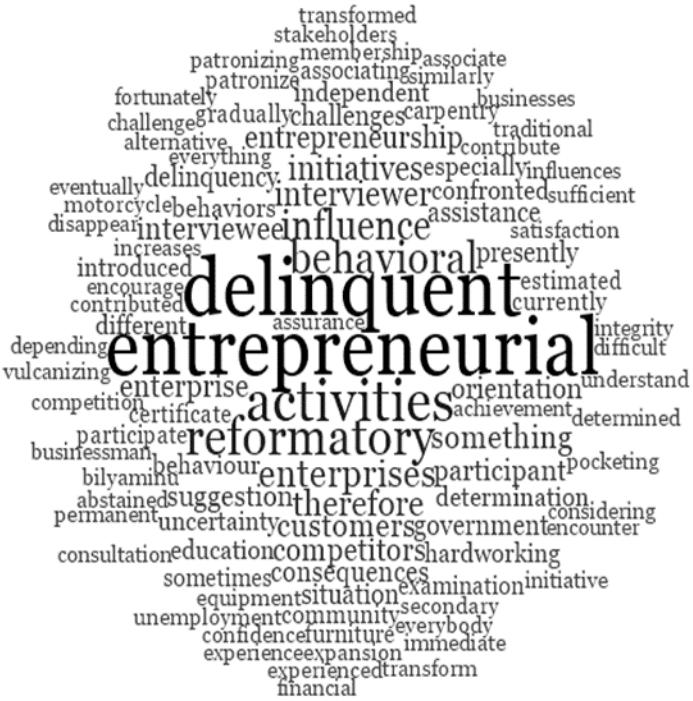
Appendix 15: QSR NVivo 12 Pro Code Analysis



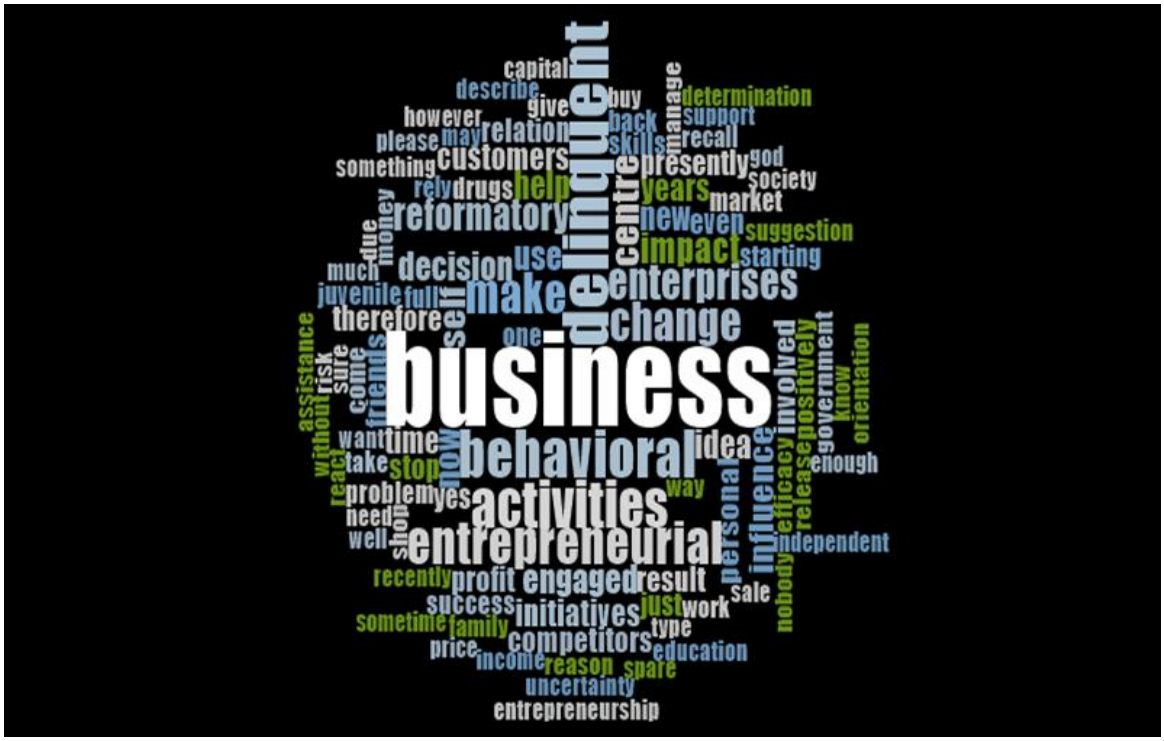
Appendix 16: QSR NVivo 12 Pro Code Analysis: Entrepreneurial Orientation and Entrepreneurial Self-Efficacy



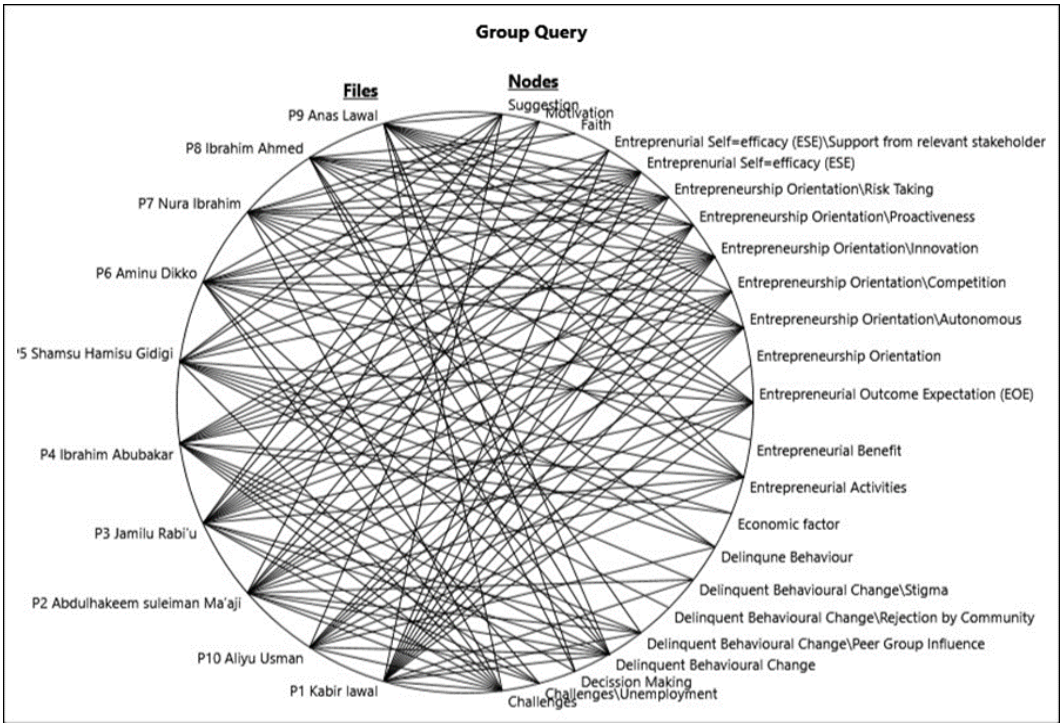
Appendix 17: NVivo 12 Pro Word-Cloud Analysis



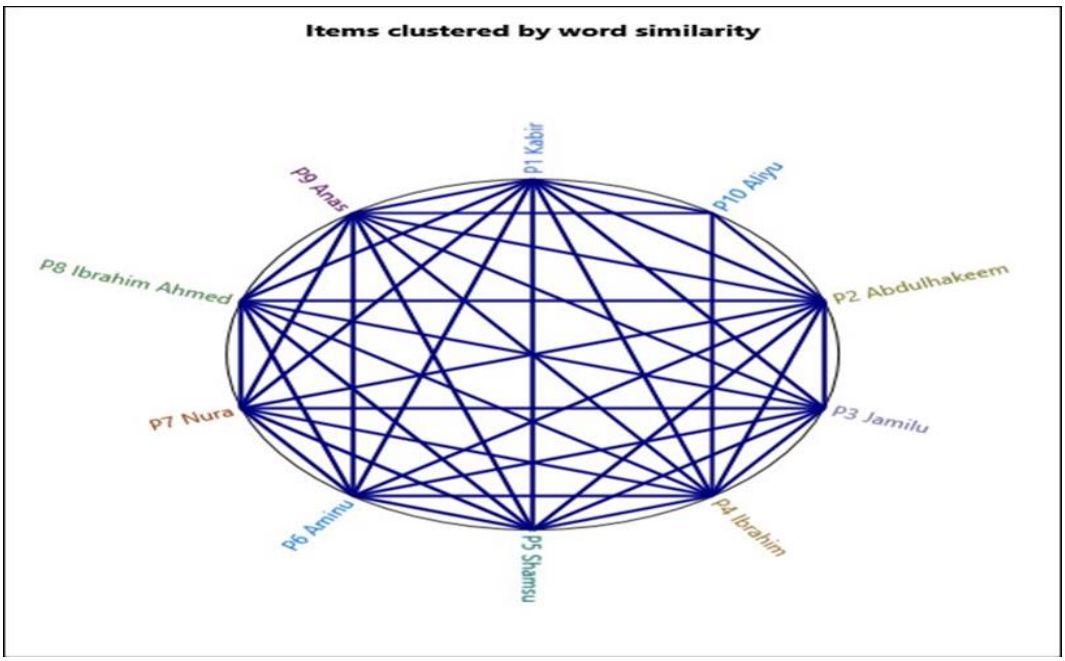
Appendix 18: NVivo 12 Pro Word-Cloud Analysis



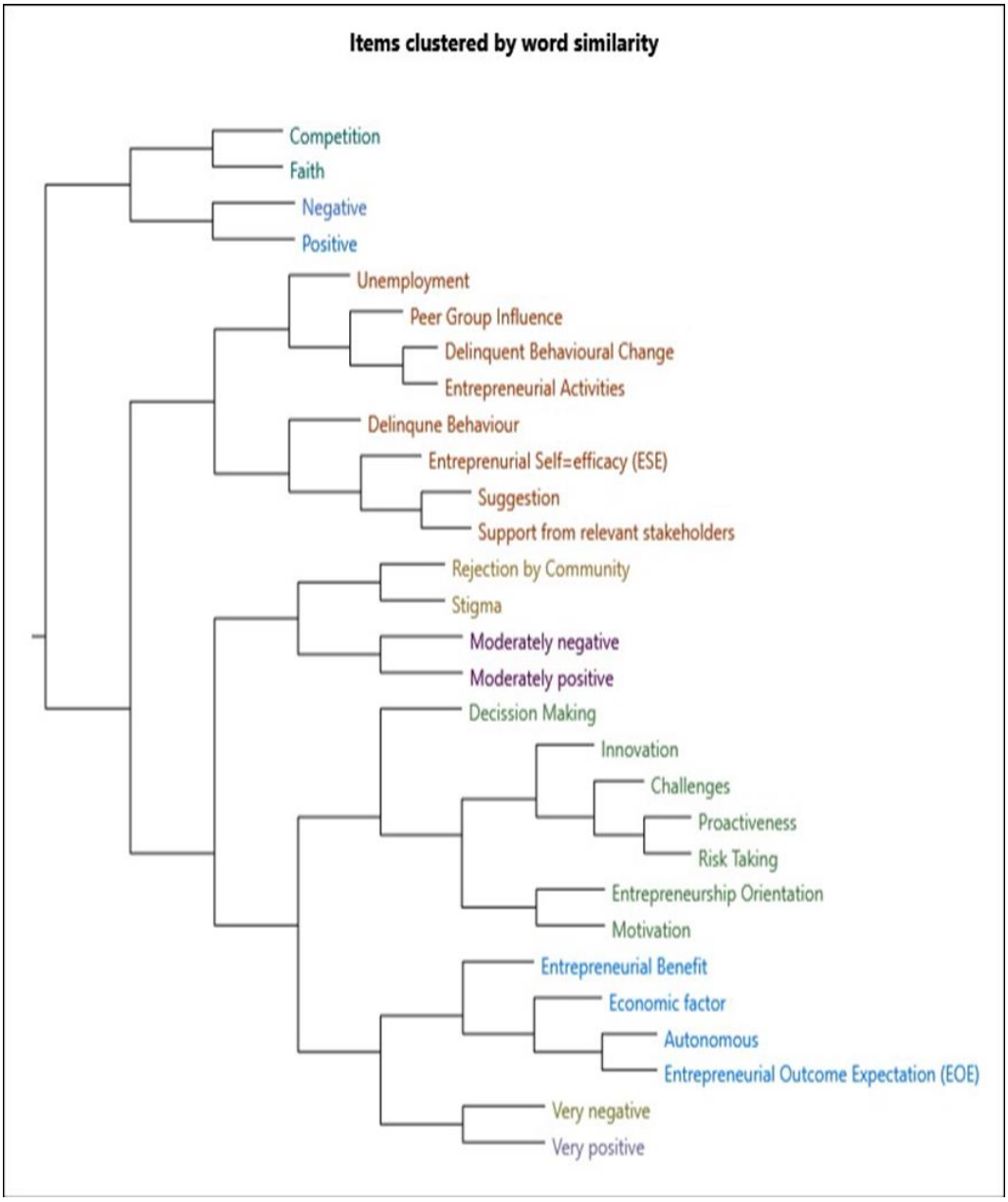
Appendix 19: NVivo 12 Pro: Group query Analysis



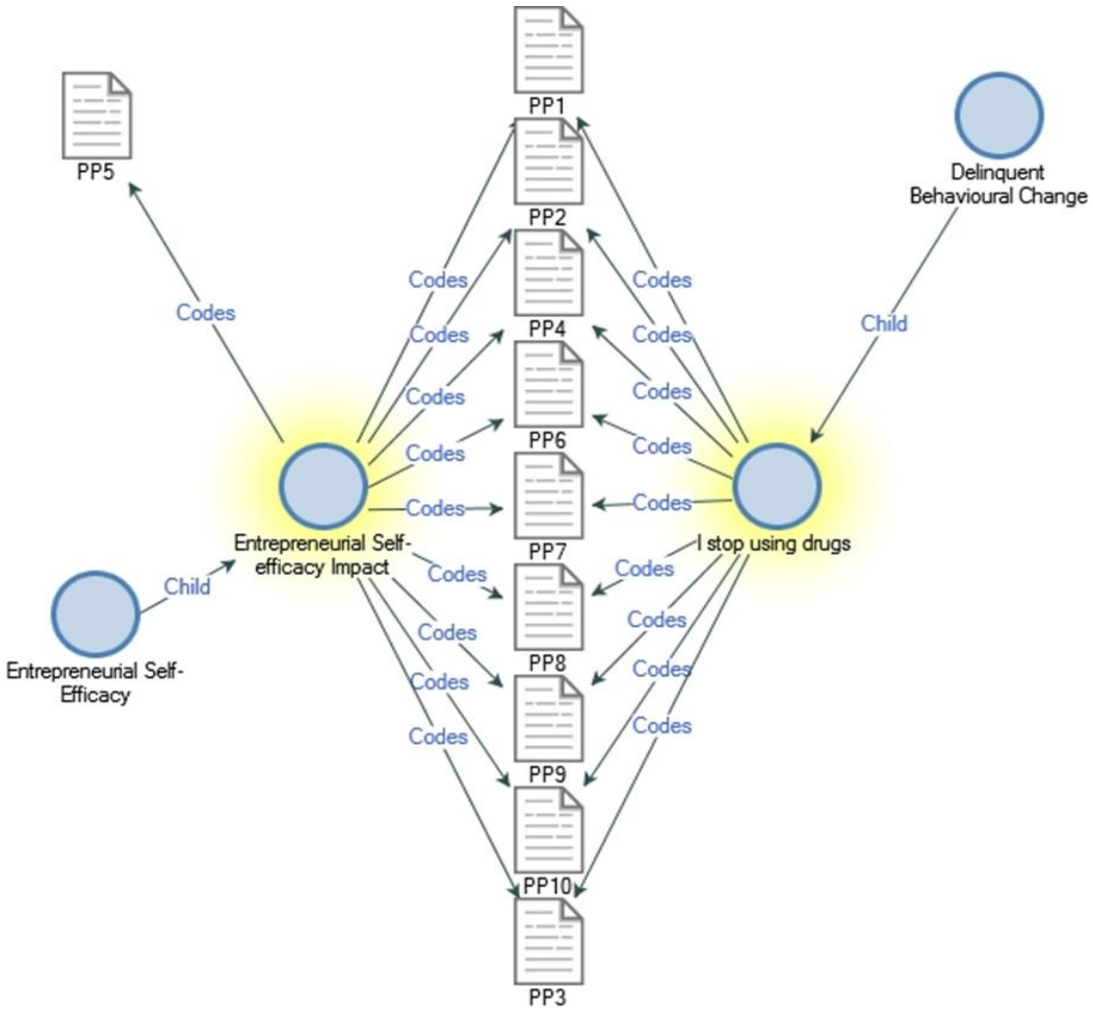
Appendix 20: NVivo 12 Pro: Group query Analysis



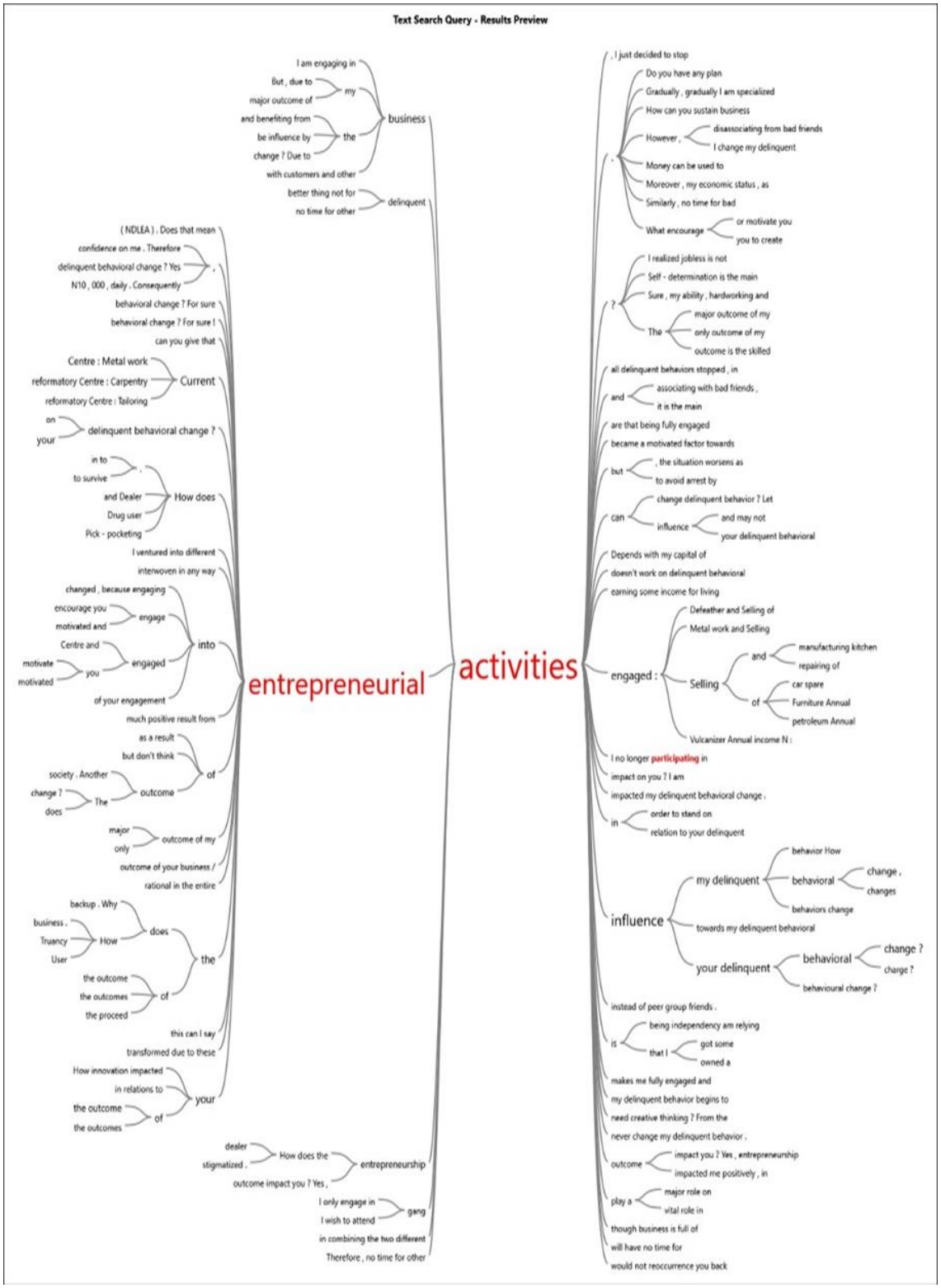
Appendix 21: NVivo 12 Pro Items Clustered by Word Similarity Analysis



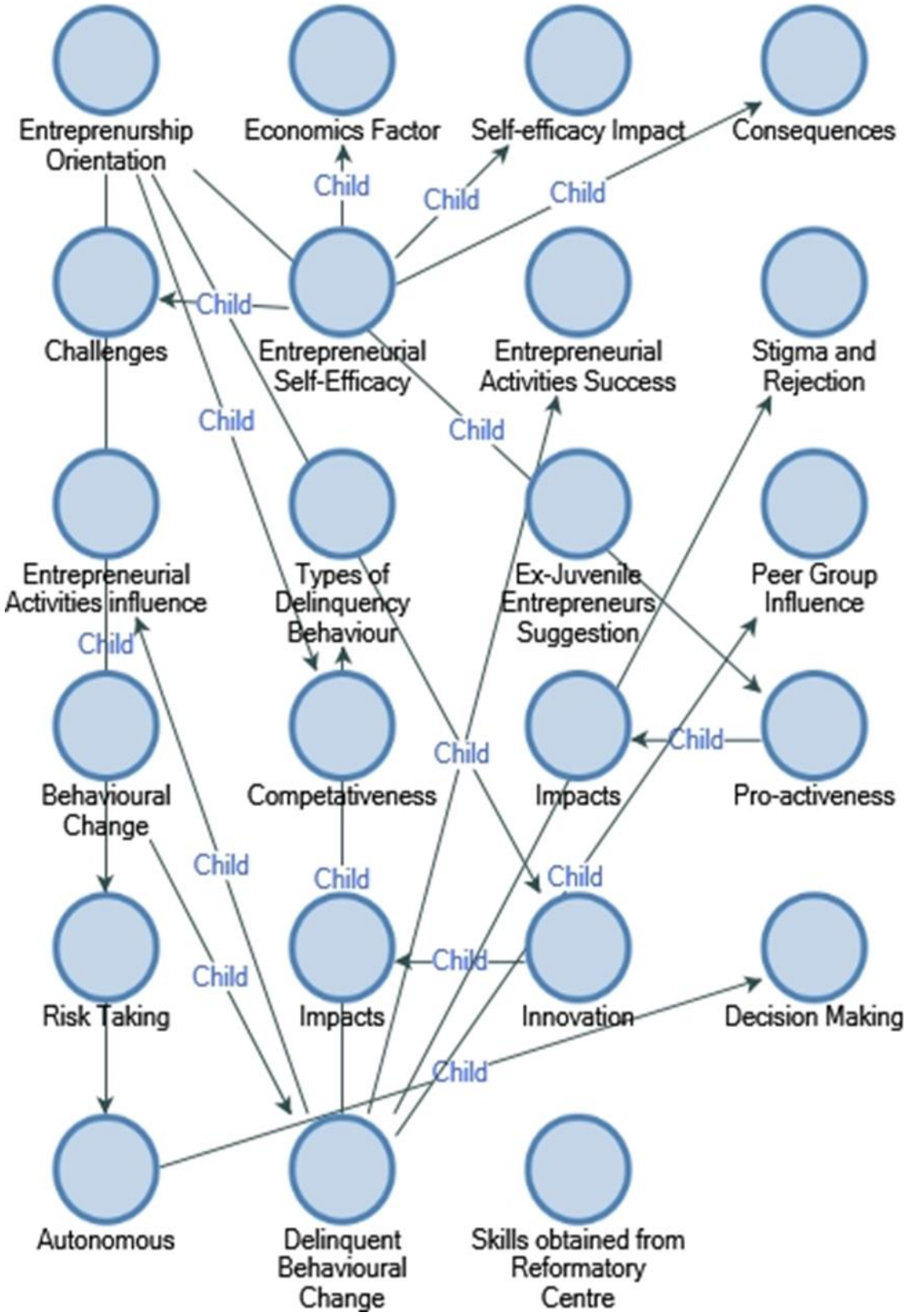
Appendix 22: NVivo 12 Pro ESE and Delinquent Behavioural Change Analysis



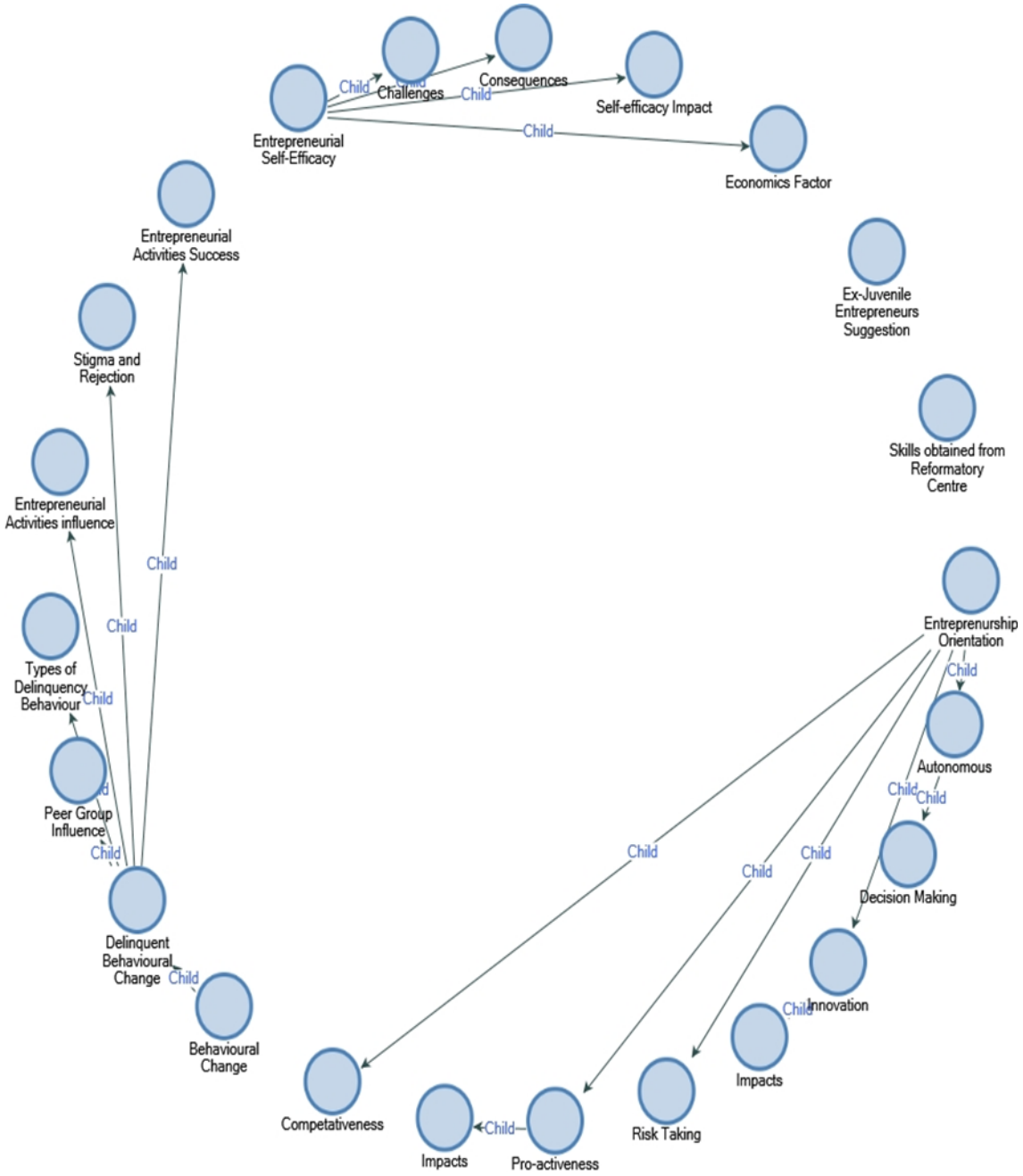
Appendix 23: NVivo 12 Pro Text Search Query-Result Preview Analysis



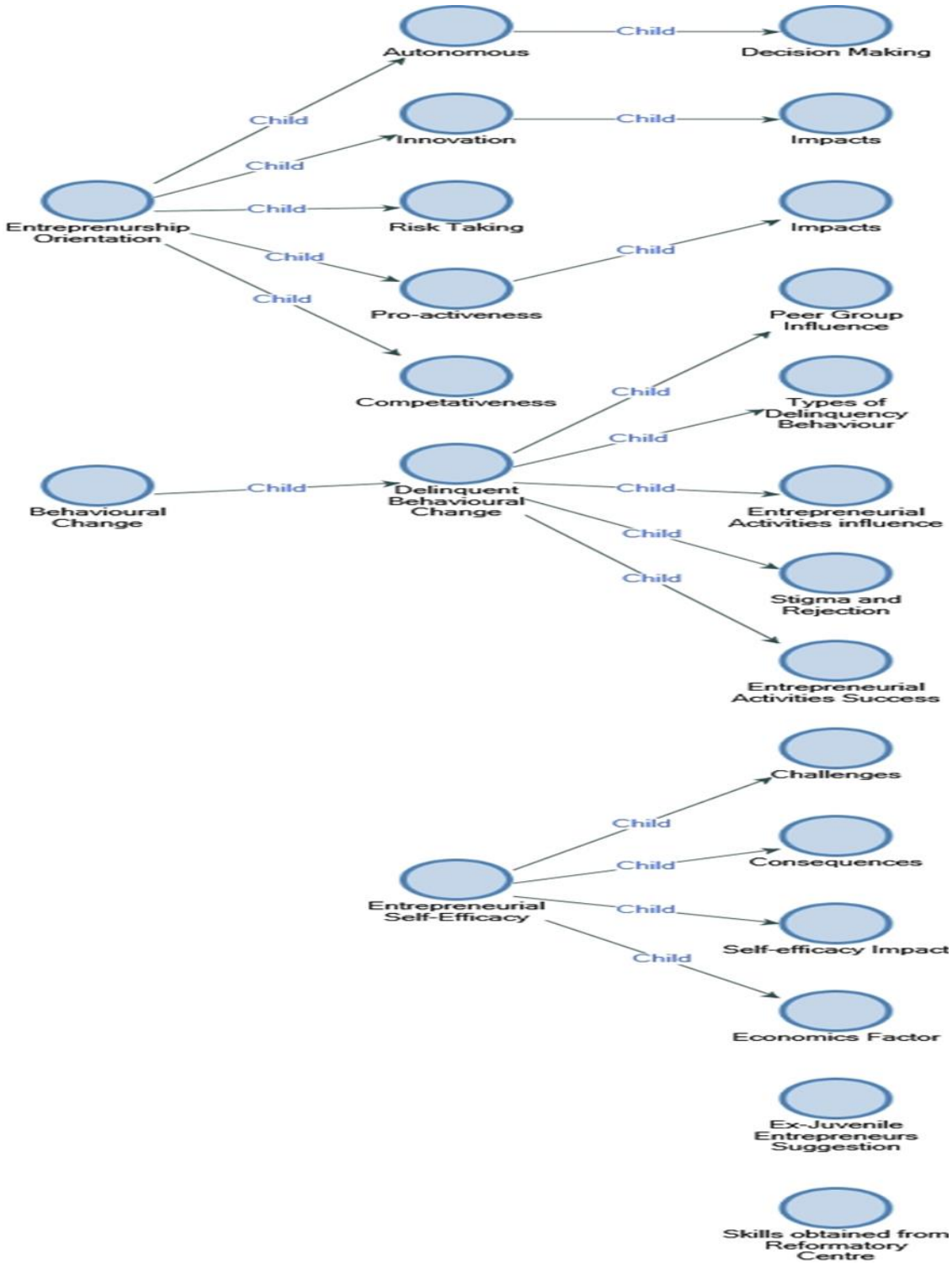
Appendix 24: NVivo 12 Pro Text Search Query-Result Preview Analysis



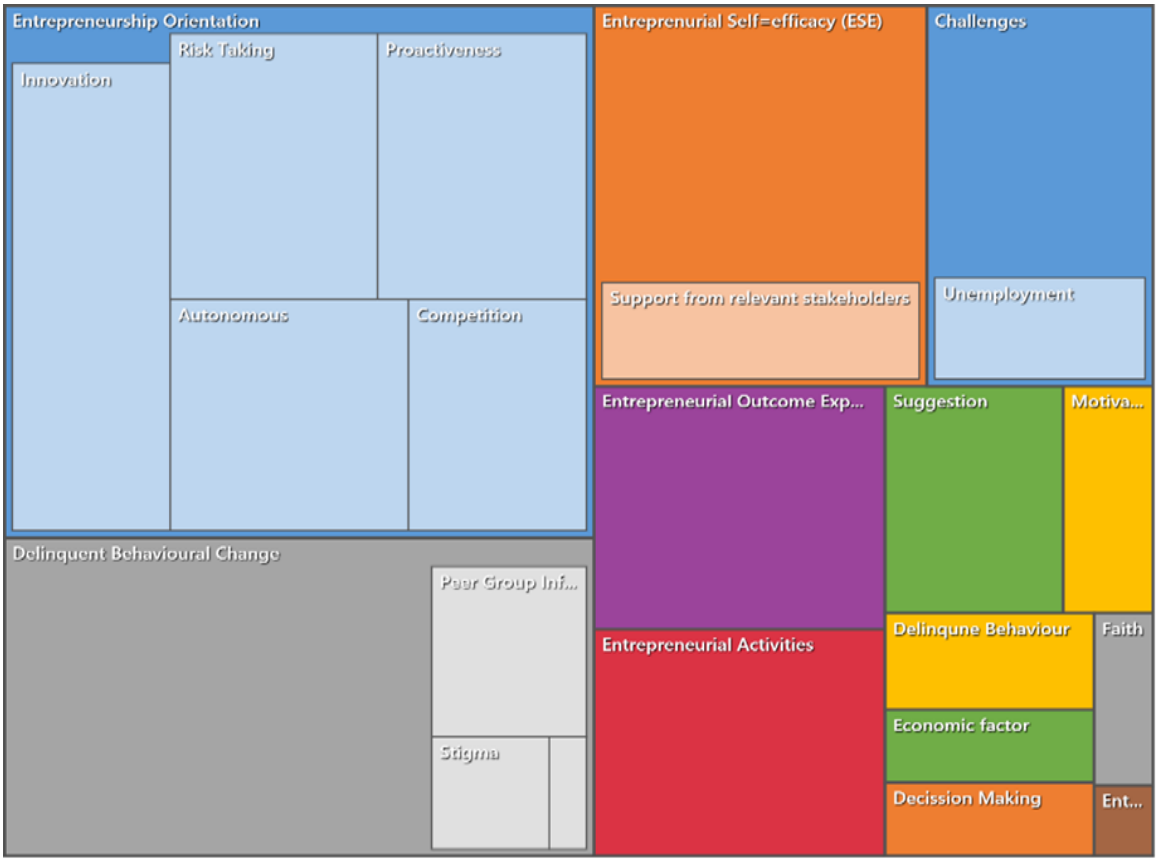
Appendix 25: NVivo 12 Pro Text Search Query-Result Preview Analysis



Appendix 26: NVivo 12 Pro Text Search Query-Result Preview Analysis



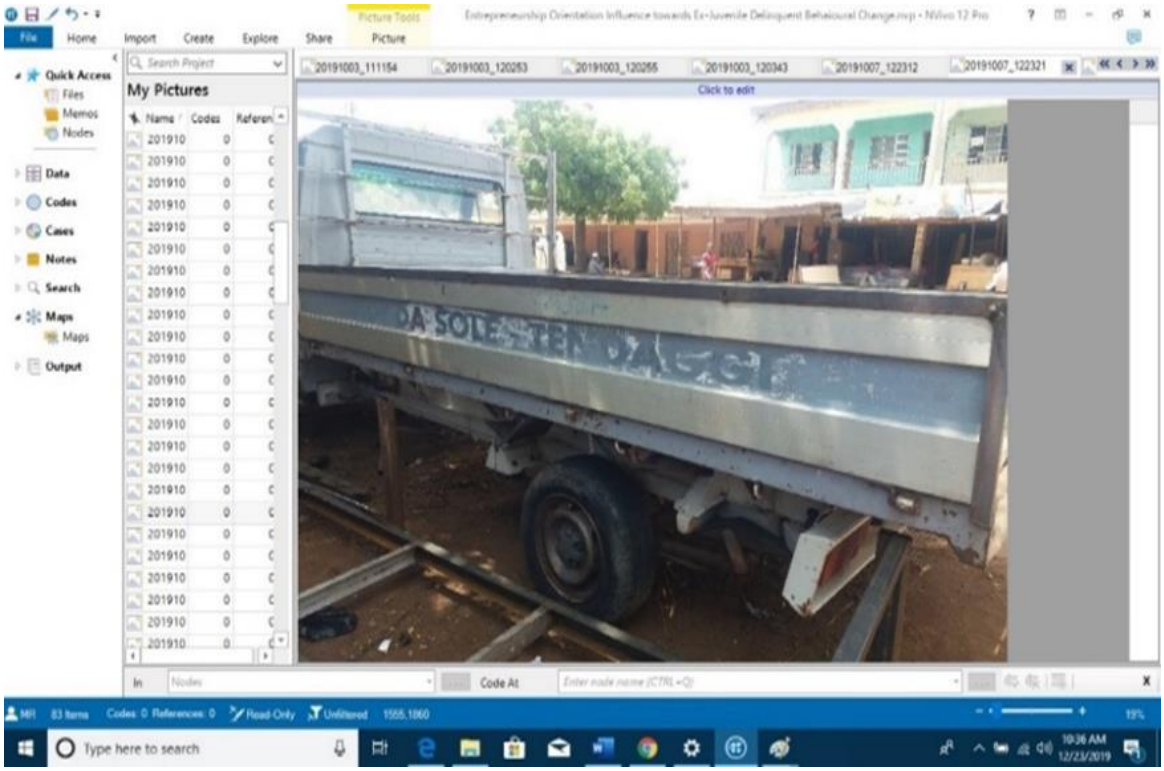
Appendix 27: NVivo 12 Pro Compared by Number of Coding References Analysis



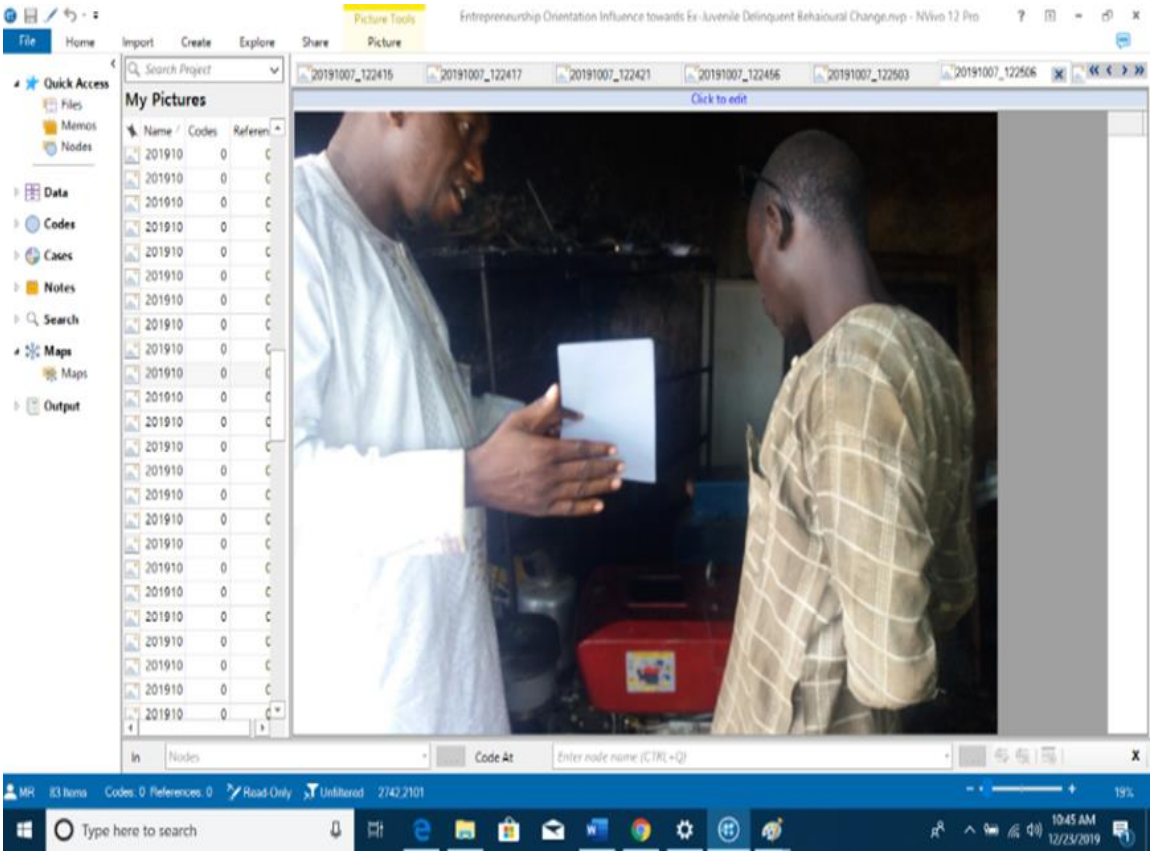
Appendix 28: NVivo 12 Pro Ex-Juvenile Entrepreneur's Workshop Analysis



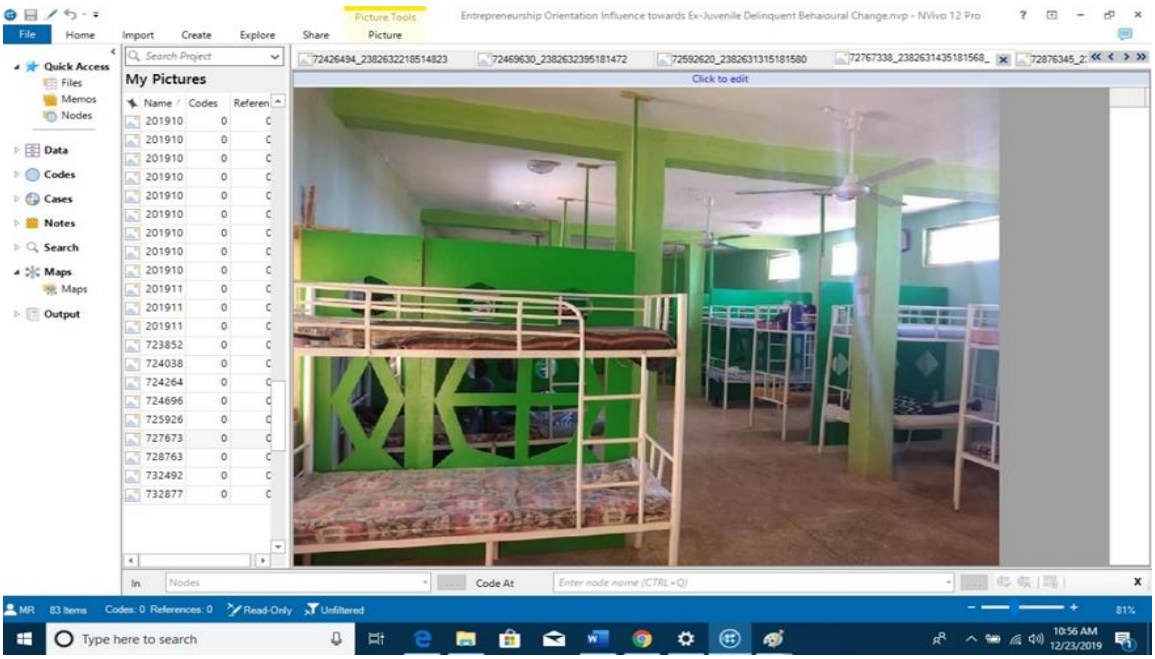
Appendix 29: NVivo 12 Pro Ex-Juvenile Entrepreneur's Workshop Analysis



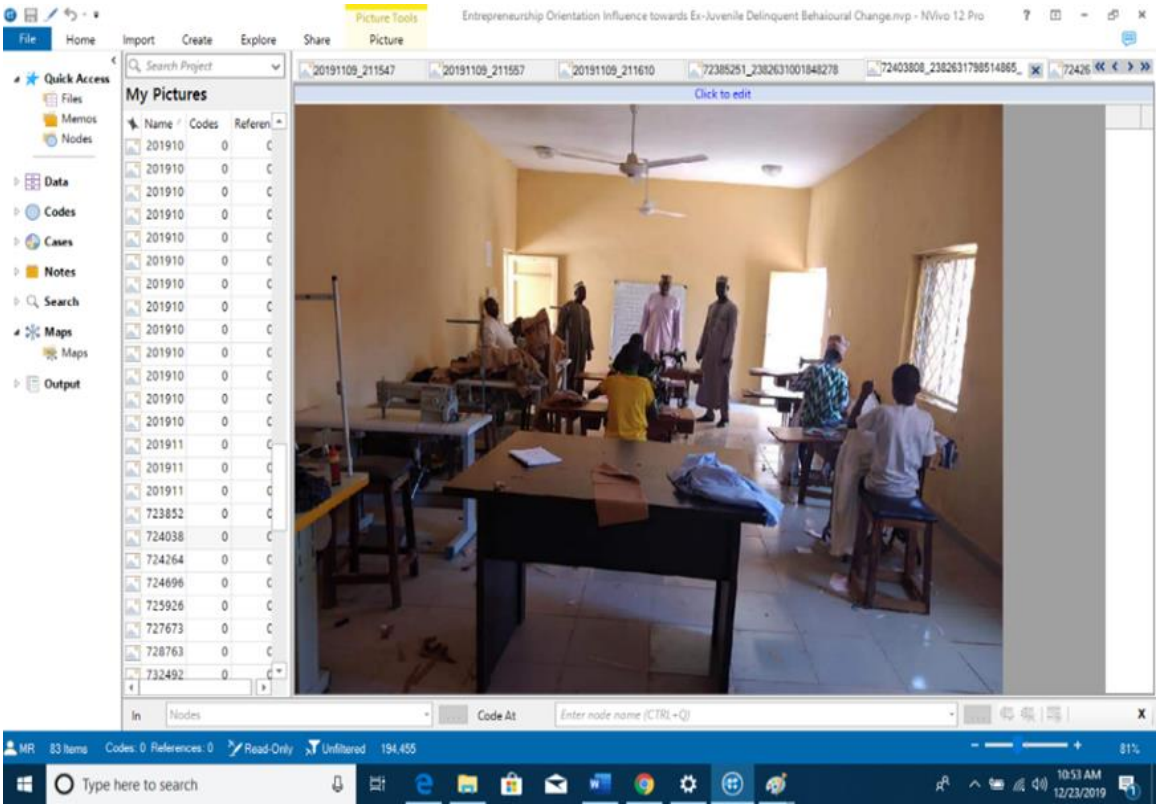
Appendix 30: NVivo 12 Pro Ex-Juvenile Entrepreneur's Workshop Analysis



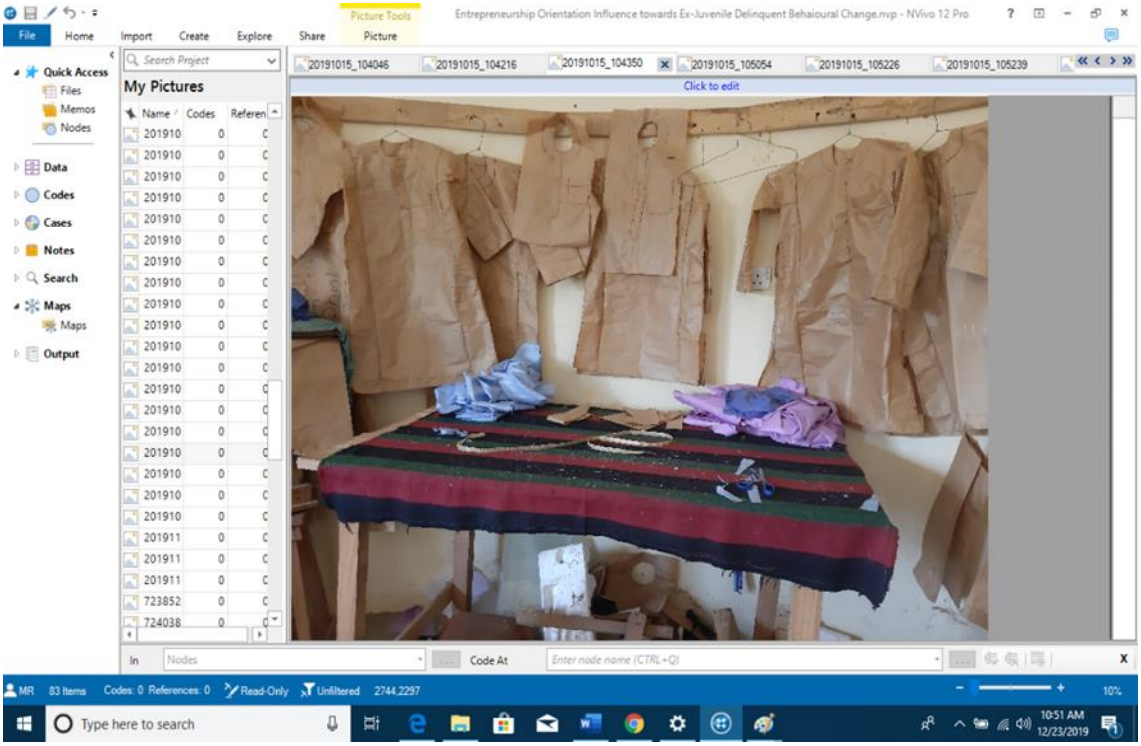
Appendix 31: NVivo 12 Pro Analysis Katsina state Reformatory Centre Dormitory



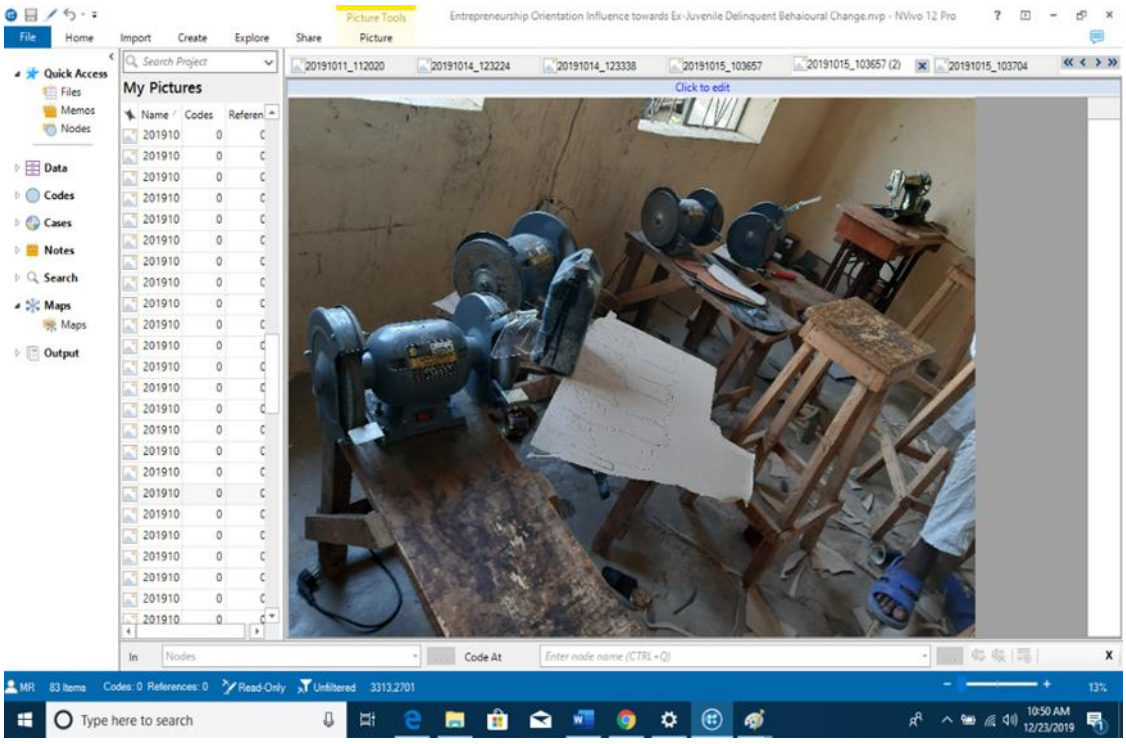
Appendix 32: NVivo 12 Pro Katsina state Reformatory Centre Tailoring Department, Juvenile Prior Release Analysis



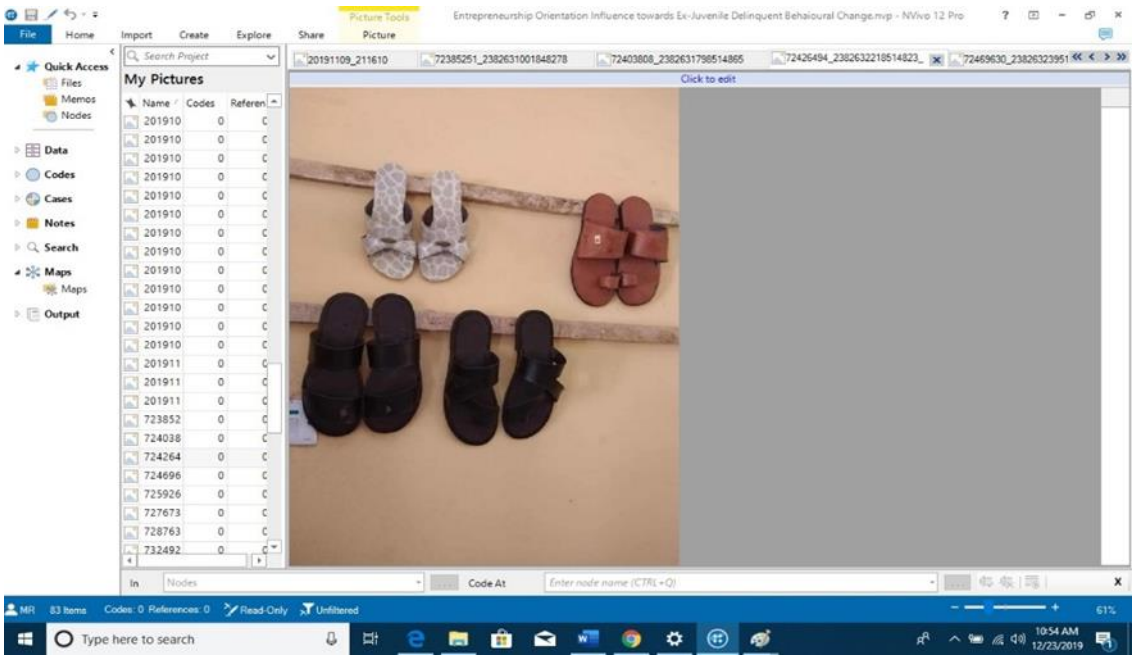
Appendix 33: NVivo 12 Pro Katsina state Reformatory Centre Tailoring Department, Juvenile Prior Release Analysis



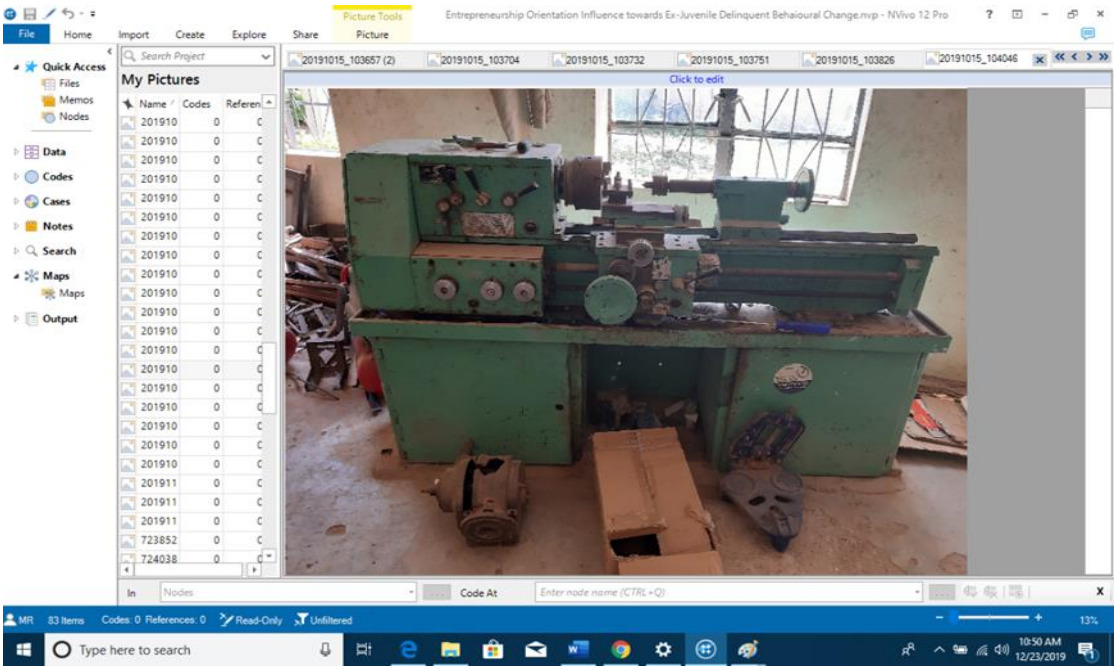
Appendix 34: NVivo 12 Pro: Katsina State Reformatory centre Leather work dept Analysis



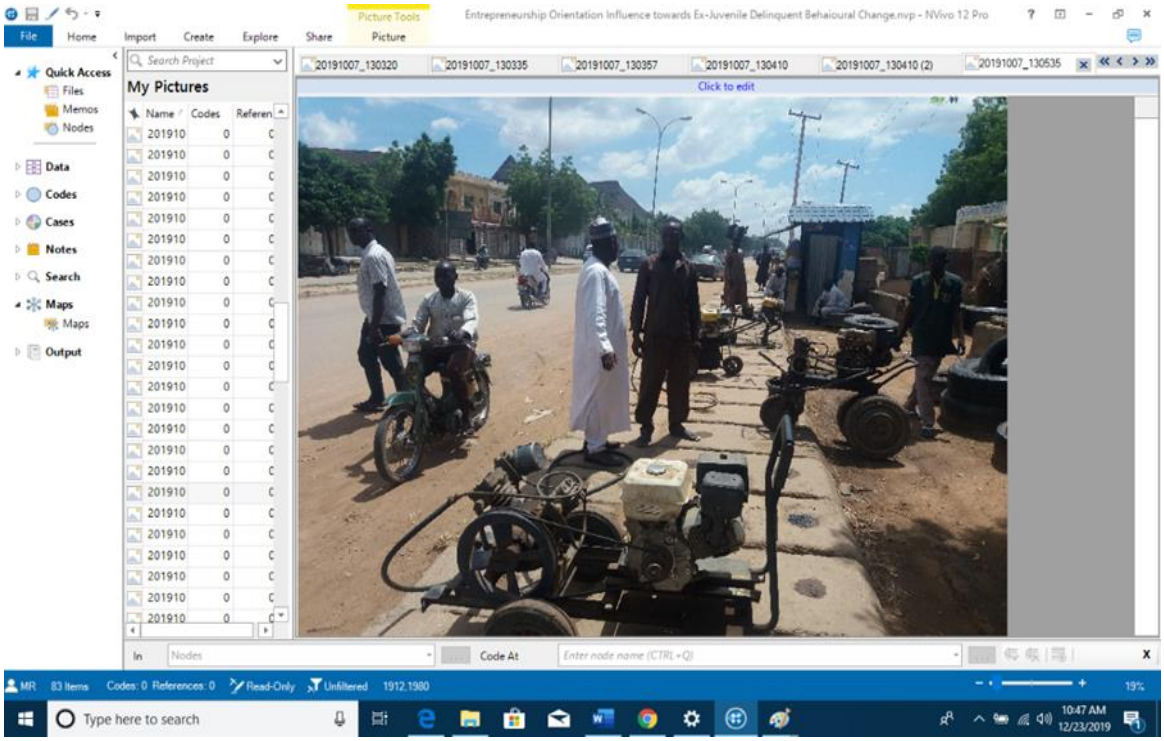
Appendix 35: NVivo 12 Pro: Katsina State Reformatory centre Leather work dept Analysis



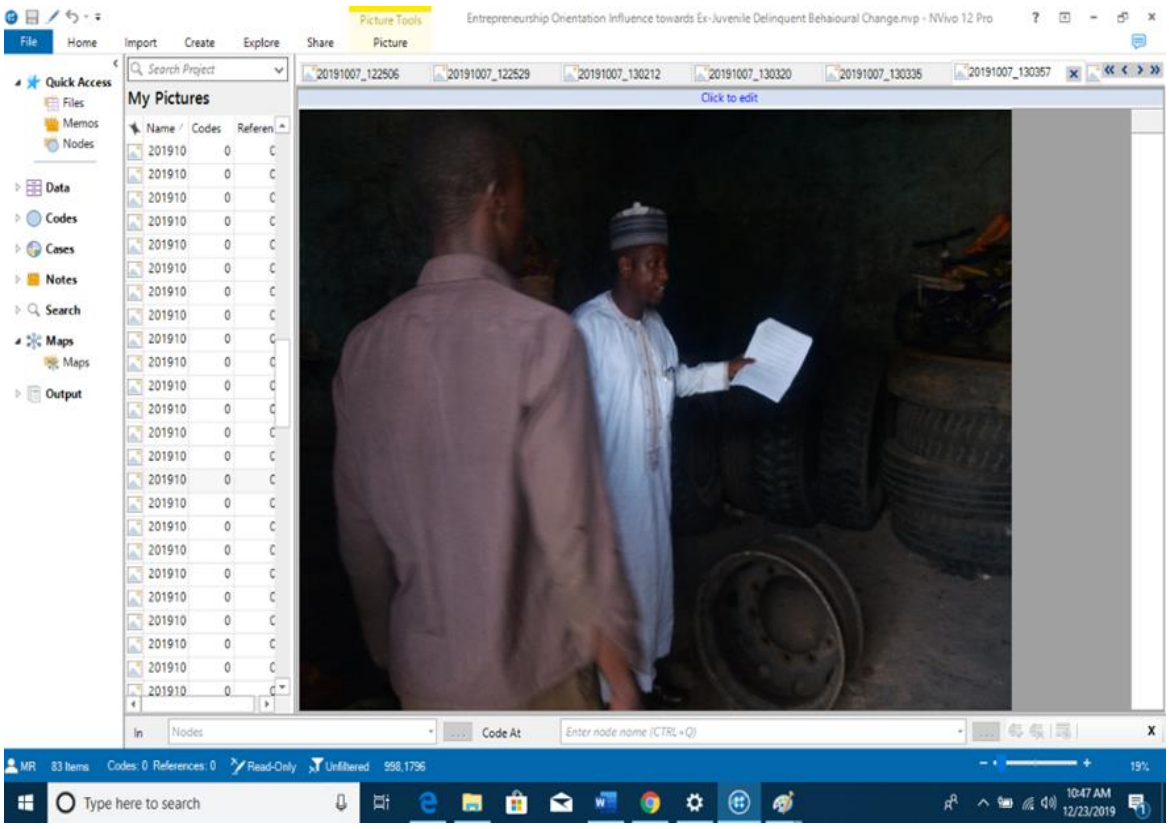
Appendix 36: NVivo 12 Pro Reformatory Centre Metal Work Department, Juvenile Prior Release Analysis



Appendix 37: NVivo 12 Pro Ex-Juvenile Entrepreneur's Vulcanizer's Workshop Analysis



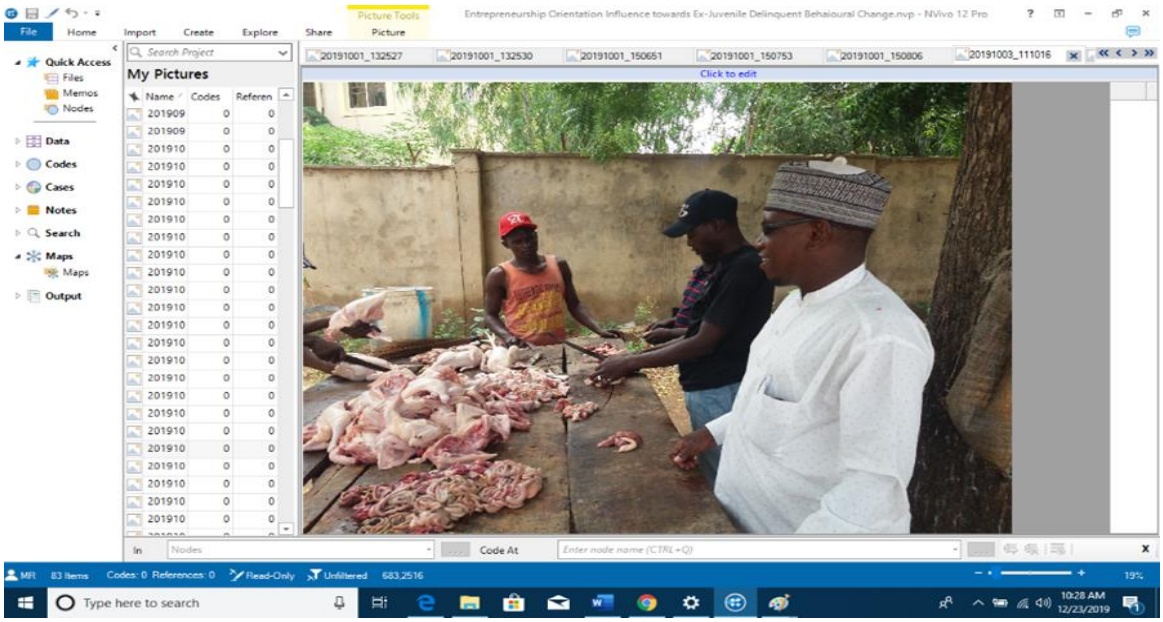
Appendix 38: NVivo 12 Pro Ex-Juvenile Entrepreneur's Vulcanizer's Workshop Analysis



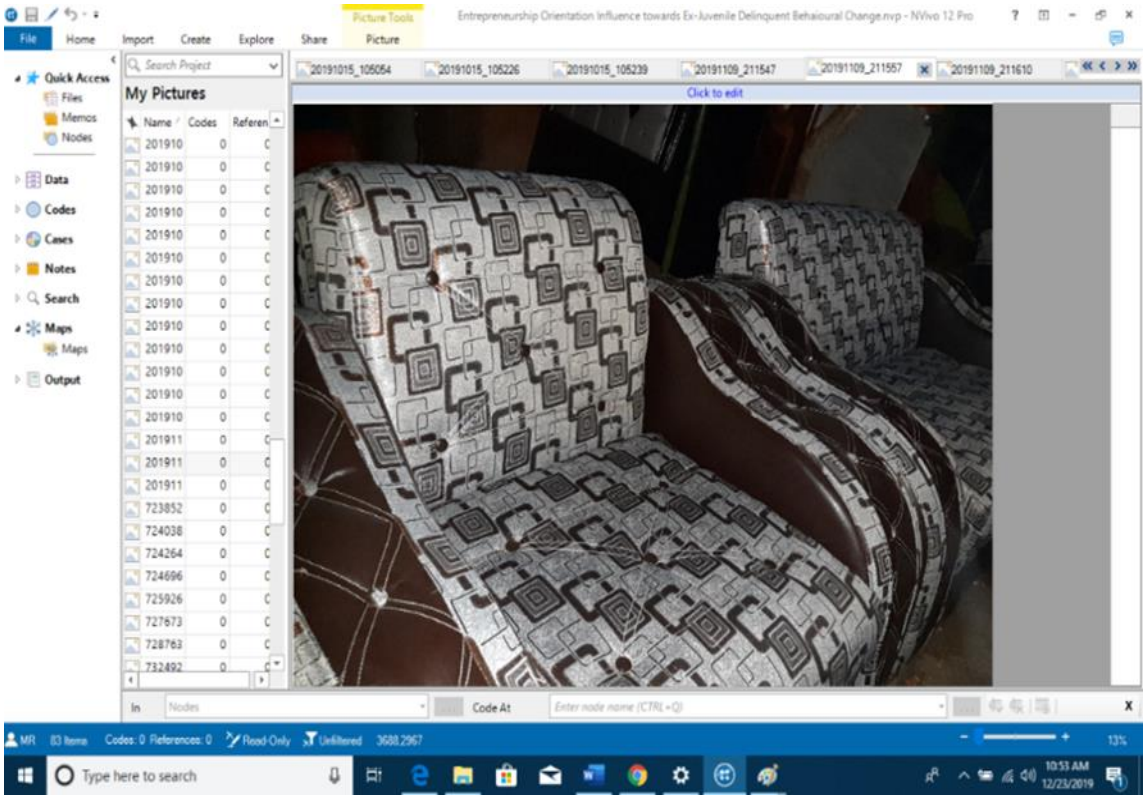
Appendix 39: NVivo 12 Pro Ex-Juvenile Entrepreneur's Vulcanizer's Workshop Analysis



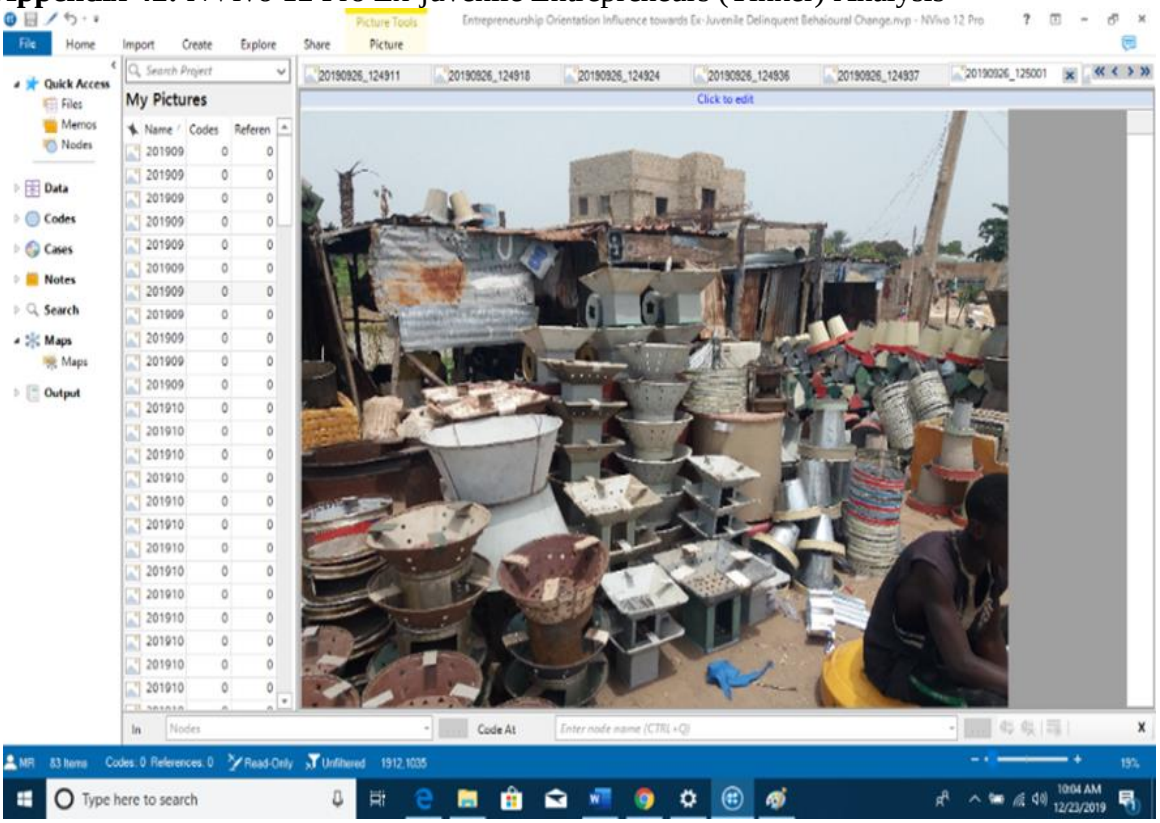
Appendix 40: NVivo 12 Pro: Ex-Juvenile Entrepreneur (Defeather) Analysis



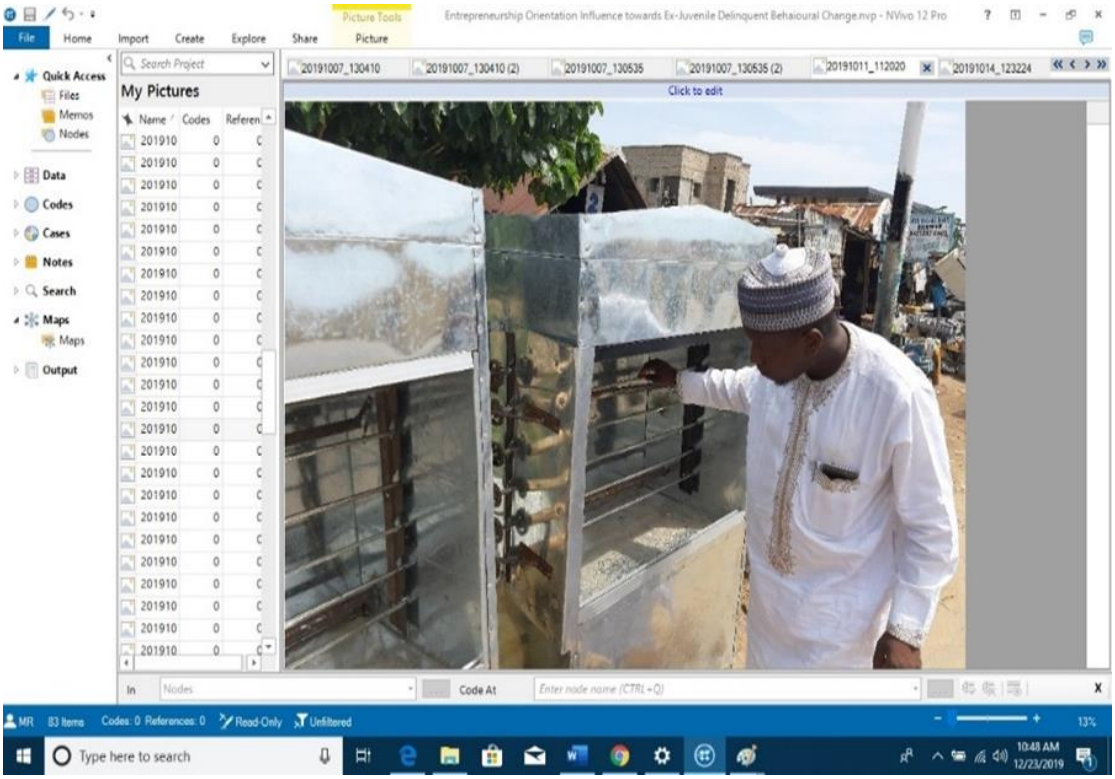
Appendix 41: NVivo 12 Pro: Ex-juvenile Entrepreneur's Furniture Workshop Analysis



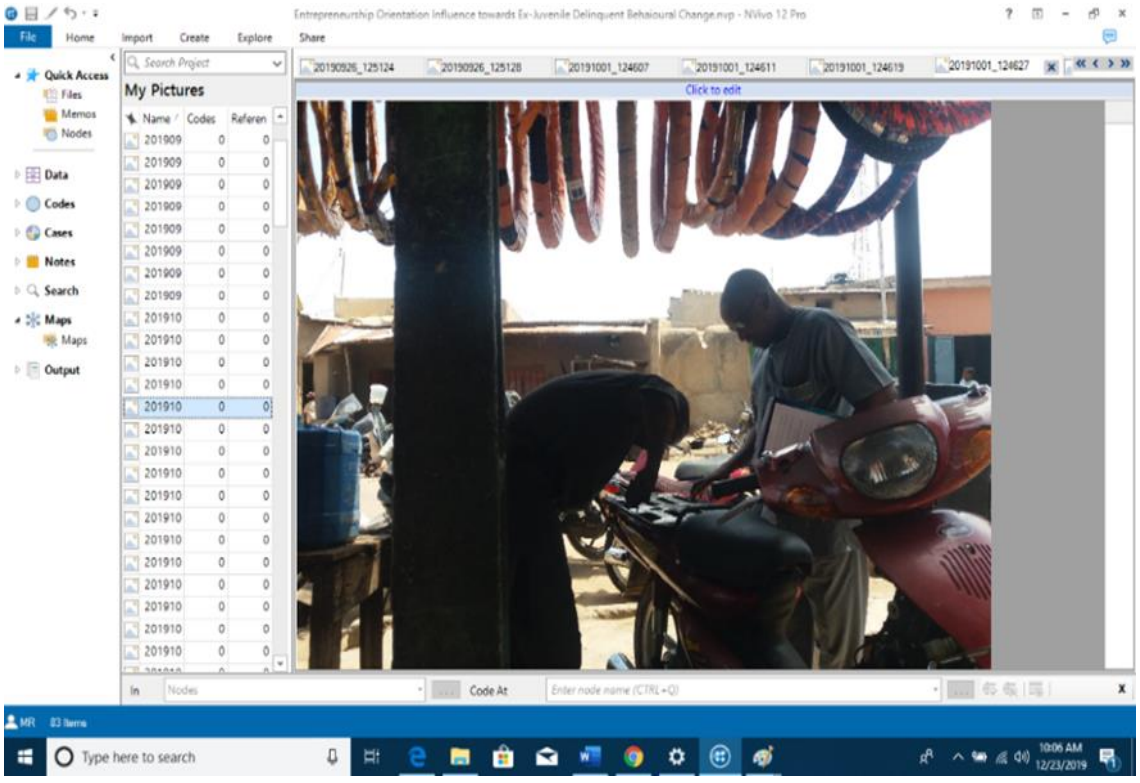
Appendix 42: NVivo 12 Pro Ex-juvenile Entrepreneurs (Tinker) Analysis



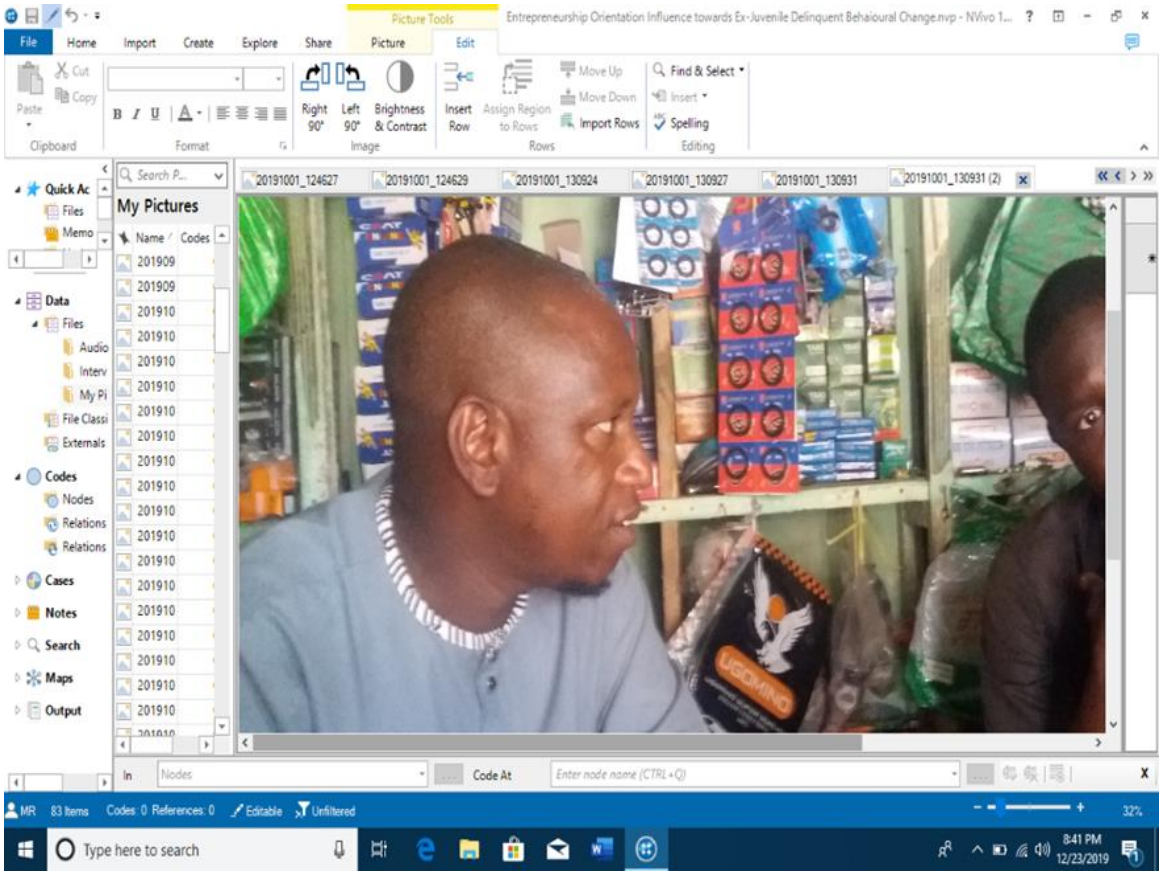
Appendix 43: NVivo 12 Pro Ex-juvenile Entrepreneurs (Tinker) Analysis



Appendix 44: NVivo 12 Pro Rewire Workshop Analysis



Appendix 45: NVivo 12 Pro Motorcycle Spare Part Shop Analysis



Appendix 46: NVivo 12 Pro Car Spare Part Shop Analysis



Appendix 47: Proofreading Certificate

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CERTIFICATE OF PROOFREADING

THIS IS TO ACKNOWLEDGE THAT THE THESIS ENTITLED

ENTREPRENEURIAL ORIENTATION AND ENTREPRENEURIAL SELF-EFFICACY INFLUENCE TOWARDS DELINQUENT BEHAVIORAL CHANGE: A CASE STUDY OF EX-JUVENILE ENTREPRENEURS IN KATSINA STATE, NIGERIA

WRITTEN BY

BILYAMINU USMAN

HAS BEEN EDITED AND RETURNED TO THE CUSTOMER ON

7 AUGUST 2020

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Rich Proofreading

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CHIEF EXECUTIVE OFFICER MPWS RICH RESOURCES SDN BHD

