



Entrepreneurial Orientation and Performance of Small and Medium Enterprises in North Western Nigeria: The Role of Government Support

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Abstract

Entrepreneurial orientation is widely acceptable means of resolving challenges of SMEs in Nigeria as they prepare individuals for the establishment and operations of SMEs. This study empirically examined the role of government support on the relationship between entrepreneurial orientation and SMEs performance in north western Nigeria. The study is based on primary data collected from six hundred and eighty-six owner managers using structured questionnaire. The data was analyzed using the technique of structural equation modelling and PLS version 3 was used for the analysis. The finding of this study revealed that entrepreneurial orientation significantly impact on performance of SMEs in North western Nigeria and government support does not significantly moderate the relation between entrepreneurial orientation and SMEs performance in north western Nigeria. The study concluded that provision of adequate programmes on entrepreneurial orientation will promote SMEs performance in north western Nigeria and the nature of government support need to be revisited to enhance SMEs operations. The study recommended that government should provide adequate entrepreneurial orientation programmes to entrepreneurs to boost their performance and also device other means of providing support to increase the operational performance of SMEs.

Keywords: Entrepreneurial Orientation, Innovativeness, pro-activeness, risk taking, SMEs Performance