



OULUN YLIOPISTO
UNIVERSITY of OULU

OULU BUSINESS SCHOOL

OKECHUKWU EGBETE

EXPLORING THE ROLE OF TRANSNATIONAL ENTREPRENEURSHIP IN NIGERIA

Master's Thesis

Department Management and International Business

February 2018

Unit Department of Management and International Business			
Author Okechukwu Egbete		Supervisor Vesa Puhakka	
Title Exploring the Role of Transnational Entrepreneurship in Nigeria			
Subject International Business Management	Type of the degree Master of Science	Time of publication February 2018	Number of pages 74
<p>Abstract</p> <p>Transnational entrepreneurship is a process by which individuals pursue entrepreneurial objectives between two countries they are socially embedded in, by leveraging resources in their possession across both societies in ways which most effectively suit the enterprises. At the turn of the century the wave of globalization has swept through every corner of the world, people moving countries in search of employment opportunities or other reasons such as education. Through these life experiences individuals experience new cultures, society and acquire new knowledge. In turn entrepreneurial minded individuals start business on the interface of their home and host countries by leveraging resources available to them on both ends.</p> <p>In this thesis transnational entrepreneurship in Nigeria is studied to understand its influence on business creation and its economic impacts within a developing country. The perspective of transnational entrepreneurship in a developing African country is the focal point. Taking into consideration the lack of study of transnational entrepreneurship from a developed country to a developing African country. Therefore, Nigeria is chosen as an ideal country to investigate considering the size of its economy and position within the African continent. Therefore, three Nigerian transnational entrepreneurs' activities are studied to tackle the research problem.</p> <p>According to the findings of this study. The motivation of transnational entrepreneurs to operate in Nigeria is their intention to influence the level of the country's economic development. The resources transnational entrepreneurs possess sets them out based on their understanding of two environments and ability to align their activities to avoid institutional challenges as well as maximizing potential. Secondly, the possession of advance educational background and exposure to highly skilled network within industries aids the successful creation of such businesses which in turn open a channel for local community to tap into international networks.</p>			
Keywords Transnational Entrepreneurship, Economic Development, Nigeria, Developing countries			
Additional information			

ACKNOWLEDGEMENTS

It is with great pleasure and relief that I have come to the end of this masters programme at the University of Oulu. Through a journey that has taken over 2 years I have met great people who have become friends for life and most importantly I have acquired new knowledge.

For these, firstly I am grateful to almighty God, for granting me the grace, mercy, knowledge and good health to pursue this programme. May all glory be to you. Secondly my sincere appreciation goes to my supervisor Prof Vesa Puhakka who supervised my thesis process, I really appreciate your suggestions and advices at the seminars and most importantly at the early stage when I was unsure of what to do in the thesis.

I am grateful to God for giving me such amazing and supportive parents (Elder & Deaconess Egbete) whom I am forever grateful for their support, guidance throughout my life. A huge thank you goes to my siblings (Uchenna, Ezinne, Chimaobi) for their support throughout my studies and a host of other friends notably Niina Mattila for your support, encouragement in the times when energy levels were low, Thank you!

Without you all, this feat would have been difficult and impossible to accomplish!

Thank You, Kiitos, Unu-emela!!!

TABLE OF CONTENTS

TABLE OF CONTENTS.....	4
1. INTRODUCTION.....	7
1.1 Motivation and Relevance of the Topic.....	8
1.2 Research Gap.....	9
1.3 Research Question and Method	10
1.4 Thesis Structure	11
2. UNDERSTANDING TRANSNATIONAL ENTREPRENEURSHIP.....	12
2.1 Entrepreneurship	12
2.1.1 Understanding Entrepreneurship	12
2.1.2 Entrepreneurship to Economic Development	13
2.1.3 Entrepreneurship as a Practice	15
2.1.4 Entrepreneurship Motivation	18
2.2 Transnational Entrepreneurship.....	20
2.2.1 Concept of Transnational Entrepreneurship	20
2.2.2 Definition of Transnational Entrepreneurship	21
2.2.3 Immigration to Transnational Entrepreneurship.....	23
2.2.4 Effects of Transnational Movement on Sending Countries.....	25
2.2.5 Theoretical framework for Transnational Entrepreneurship.....	29
2.3 Nigeria - Migration and Entrepreneurship	32
2.3.1 Brief Country Background.....	32
2.3.2 Migration from Nigeria to Developed Countries.....	33
2.3.3 Entrepreneurship in Nigeria.....	34
2.4 Summary	37
3. RESEARCH METHODOLOGY	39
3.1 Qualitative Research.....	39

3.2	Case Study.....	40
3.3	Interviews.....	41
3.4	Data Collection	42
3.5	Data Analysis	43
3.6	Interviewees	44
4.	CASE DESCRIPTION	46
4.1	Transnational Entrepreneur A	46
4.2	Transnational Entrepreneur B	50
4.3	Transnational Entrepreneur C	51
5.	ANALYSIS & FINDINGS	54
5.1	Entrepreneurial Motivation.....	54
5.2	Cultural Perspective	55
5.3	Power Relations and Education Perspective	55
5.4	Institutional Perspective.....	56
5.5	Social Capital and Professional Network	57
5.6	Government Roles.....	58
5.7	Social & Economic Development.....	59
5.8	Summary of Findings	60
6.	CONCLUSION	61
6.1	Answering research questions.....	62
6.2	Limitations and Suggestions for Future Research	63
7	REFERENCES.....	65

Figure 1 Dynamics of brain drain I (Source: Portes & Jiu; 2013).....	27
Figure 2 Dynamics of brain drain II (Source: Portes & Jiu 2013).....	28
Figure 3 Model of theory of practice on firm outcomes (Source: Terjesen & Elam, 2009)..	31
Table 1 Nigeria’s Labour Statistics (Source: Nigeria Bureau of Statistics, 2017)	32
Table 2 Nigeria’s migration trend (Source: United Nations, Department of Economic and Social Affairs, World bank 2015.).....	34
Table 3 Interviewee Summary	44

1. INTRODUCTION

In the wave of globalization which has swept across every nook and crannies of the world; human beings on different global social stratum are beginning to feel the effects and touch of other cultures and influences; this wave which is massively driven by the rapid technological advancement which has been unfathomable over the past 30 years. Events which were left in the imaginations of individuals many decades ago have become a reality for those who never imagined e.g. A farmer in the rural parts of Nigeria can quickly communicate with a family member living in the developed western countries in Europe, Americas or Asia. As a result of globalization many aspects of business have gone global; year in year out bi-lateral trade agreements are signed between different countries e.g. between developing and developed nations (Collins, 2015) as such many multinational corporations have seized the opportunities to expand their business activities seeking to maximize profits across different nations (Oviatt, 2005).

Furthermore, when discussing the topic of transnational business activities; the thought process often starts at transnational or multinational corporations who have large pit of resources to counter the challenges of doing business across different borders such as political risks, inadequate human capital, lack of social capital and many more. However, it is emerging in the field of entrepreneurship that smaller entities are beginning to carry out more cross border business activities to a larger extent finding ways to resolve the challenges that face such activities as mentioned above. Hitherto, it is important to bear in mind that immigrant entrepreneurship has been in existence since the 1800s it has played a role in the industrialization of the so called western world also known as the developed countries (Imamovic-Tokalic,2016). According to Brzozowski, Cucculelli & Surdej (2017) migrant entrepreneurship comprises of primarily three types; immigrant, ethnic and transnational entrepreneurship; with transnational entrepreneurship being an emergent category which characterizes of the existence and maintenance of links between the immigrant host and home countries. Furthermore, it asserts that a substantial amount of immigrant entrepreneurs fall into the category of transnational immigrant entrepreneurship herein; transnational entrepreneurship. For the context of this thesis, transnational entrepreneurs are referred to as entrepreneurs who live abroad or in their

home country but may have lived within the two countries at different points in time; maintaining relationships with both societies using those relationships to the advantages of their business activities which entails frequent movement between their host and home nations. (Drori, Honig, & Wright, 2009; Brzozowski et al 2017).

1.1 Motivation and Relevance of the Topic

With migration being a huge topic on every front page of every news outlet and effectively a global phenomenon with an unstoppable pace; finding a means of livelihood, survival and adaptation to a new society becomes a huge task for every single migrant therefore it becomes inevitable that self-employment becomes an path to seek income, survival and adaptation to a new society; as a result new relationships formed in the host country and old ones become a crucial element for an immigrant entrepreneur in order to find and create a niche within the market. This phenomenon has gained a lot of interest in the past decade as transnational business activities by immigrants keeps rising as a direct effect of increased migration. (Drori et al, 2009; Brzozowski et al 2017).

As an individual with origins from Nigeria which is a developing country it is quite interesting to look at this phenomenon from a “Developing to Developed” country direction it is even more important to understand how the concept of transnational entrepreneurship as new phenomenon is driving an economy by creating businesses where there was none; effectively generating means of employment; in a nutshell increasing economic development for a developing country. According to Ojo (2013) majority of immigrant entrepreneurs lack adequate skills to create and manage higher scale venture for example in technology sectors; however this can be argued that with a huge proportion of foreign students studying in developed countries originating from developing countries, immigrants are becoming highly educated and skilled therefore managing technological ventures are within their means and with a relatively unsaturated market in their home countries many immigrants are taking advantage of these opportunities combining their capital resources within their host countries and home countries to the benefit of their business. This opens up the channel for the aim of this study; to analyze the effect of transnational entrepreneurship on a developing economy (Nigeria). Taking into consideration that local entrepreneurs in developing

countries may not have access to the same capital resources (human/social capital) as well as networks which a transnational entrepreneur may have; it is clearly instigates the notion that there must be an impact on the industry with such exposure and resources. Therefore, this study will be looking to find out how and what these transnational entrepreneurs has achieved with their edge. Furthermore, looking at the immigration crisis which developed countries are currently facing, transnational entrepreneurship can be one of the ways to tackle mass migration to Europe and in turn reduce the problems of brain drain in developing economies. In essence, people like graduates from the developing nations or migrants who do not feel settled in these foreign countries could take the knowledge they have obtained from their time abroad to return back to their home countries and start-up companies that would employ even more people thereby helping to reduce unemployment. As the focal point of this study, it will be a relevant to understand how this phenomenon is currently impacting the global economy and various national economies. Most importantly if there are differing elements, features and results when it is put into the African context (developing countries).

1.2 Research Gap

Entrepreneurship as a phenomenon has been existing for many centuries; although brought to fore by the seminal work of Joseph Schumpeter it has been studied extensively over the past decades. Likewise, extensive studies have been carried out on the topic of immigration. Studies carried out these respective fields have led to spin-offs of other relevant study areas; such as transnational entrepreneurship. According to Drori et al (2009) transnational entrepreneurship is beginning to gain more research time from academic scholars in the last decade, nevertheless there are a host of other areas of the topic yet to be covered. For example, determining the effects of the features of transnational entrepreneurship in certain contextual terrains e.g. developing economies.

Although the existing study on transnational entrepreneurship is wide yet still growing. The contextual settings for most of the studies has been concentrated on business opportunity creation in host countries which are often countries geographically located in the popularly known “western world” e.g. European and

North American countries (Bagwell, 2015; Brzozowski et al 2017) thus a research gap is identified in the study area. There is clearly a huge void on the study of transnational entrepreneurship looking at it from the opposite side i.e. using the concept of transnational entrepreneurship in business creation as well as a tool to aid consistent economic growth and development in Africa. Scholars researching on the role of transnational entrepreneurship in developing countries have primarily studied cases within south American and Asia countries (Saxenian, 2002, 2005; Portes, Haller, & Guarnizo 2001). Therefore, this master's thesis intends to scientifically contribute to the lacking study of transnational entrepreneurship in an African context, analyzing how its characteristics aid business creation and economic growth specifically in Nigeria.

1.3 Research Question and Method

Based on the identified research gap; this research argues that the shortcomings of local entrepreneurs in developing countries based on lack of institutional structure can be overcome with the concept of transnational entrepreneurship using its key elements to drive change within the system which in turn affects the existing economic structures and generally aid economic development. Based on the identified research gaps this thesis will ask the following research questions:

RQ: How does transnational entrepreneurship aid the creation and survival of new businesses in Nigeria?

To answer the research question the popularly known qualitative research method will be used. As implied by Kozleski (2017) qualitative research allows for a deeper understanding/reflection of knowledge by taking considerations of different factors which may arise due to cultural differences on when a certain phenomenon is put in a different context.

The study will begin with a review on the existing literature on transnational entrepreneurship; a review of the literature on the field of entrepreneurship will precede the discussion on transnational entrepreneurship as it is imperative to start

from the origin of entrepreneurship therefore aiding an in depth understanding of the main theme.

In order to gain deep insight of the topic and adequately answer the research question, this study will utilize different sources of data such as interviews, blog posts and emails from individuals who represent the definition of a transnational entrepreneur; also taking into consideration that the research question is contextually aimed, the selected individuals will have conducted business activities and lived between Nigeria and other countries. The interviews are conducted in a theme based way. This ensures the interviewer to speak on other key issues which are crucial to them besides the direction into which the interview questions might focus. The interviews are conducted privately because it ensures confidentiality to the interviewee; therefore, he or she may freely disclose certain information which might not be disclosed in other data collection methods such as focus groups.

1.4 Thesis Structure

This thesis comprises theoretical and empirical parts which are presented in six chapters. The theoretical section of the study covers in depth review of the main theme transnational entrepreneurship and elements that form the concept; in context, entrepreneurship in Nigeria is discussed. The study moves on to present the methodology of the study and justification for choosing the applied research methods. The empirical section commences with a case description of the transnational entrepreneurs, followed by the analysis and findings from the cases. The final chapters conclude the study and presents the limitations of the study and suggestions for future research,

2. UNDERSTANDING TRANSNATIONAL ENTREPRENEURSHIP

Taking into consideration that the direction of this master's thesis is aimed at understanding the impact of transnational entrepreneurship in the developing countries and most importantly the economic impact it has towards its development. It is therefore imperative to deeply review the literature in the domain of entrepreneurship. This review of theories, essential concepts and frameworks will allow adequate understanding of the contextual basis with which this thesis will take. Furthermore, understanding and acknowledging the current knowledge and contributions of scientific work done in the field of entrepreneurship especially migrant entrepreneurship is crucial for clarity.

2.1 Entrepreneurship

2.1.1 Understanding Entrepreneurship

The study of entrepreneurship has come a long way after the seminal work of Joseph Schumpeter. Over the past century the concept of entrepreneurship was gone through and still going through different evolutionary phases. According to Steyart & Katz (2004) entrepreneurship is not only visible in the commercial sectors of the society it is now evidently present in several sections of our society; such as education, healthcare, governments, charities etc. (Ojo, 2013). Therefore, in order to fully understand the concept of transnational entrepreneurship it is essential to firstly understand what entrepreneurship and who an entrepreneur is.

According to Schumpeter (1989) entrepreneurship is one of the most important ways for a society to grow and develop from an economic perspective. According to the business dictionary (2017); the term entrepreneurship is defined as “the capacity and willingness to develop, organize, and manage a business venture along with any of its risks in order to make profits”. While it defines an entrepreneur as a “Someone who exercises initiative by organizing a venture to take benefit of an opportunity and, as the decision maker, decides what, how, and how much of a good or service will be produced.”

Although this appears to be the definition of the term entrepreneurship in 2017, there has been lots of different definitions of the term by different scholars in the past century. Entrepreneurship is the “process of starting and continuing to expand new businesses” (Hart 2003 p.5). From a slightly different train of thought, Stevenson & Jarillo (1990) defines entrepreneurship as “a process by which individuals either on their own or inside organizations pursue opportunities without regard to the resources they currently control”. This presents a different angle to what entrepreneurship means, it implies that entrepreneurial tendency is triggered by opportunity recognition by a particular individual, which means that different a situation may present possible business opportunity for one and it may not present for another. (Gartner & Baker 2010).

A universal definition of the term entrepreneurship is lacking in the existing literature (Schumpeter 1939, Stevenson & Jarillo 1990, Gartner & Baker 2010) due to different definitions of the term from a wide range of fields such as psychology, sociology, economics, political and cultural studies (Ojo, 2013). The psychological study definitions focus on the individual attributes and characteristics that influences their personal decision to become an entrepreneur. From an economics perspective, it studies entrepreneurship from a combination of economics factors and how it shapes the economy. Who an entrepreneur is appears to have a more agreeable definition in the literature. As it been stated above that the entrepreneur is the one who recognizes an opportunity which could generate profit; while there has been different definitions of entrepreneurship by different scholars as explained earlier one thing that can be concluded from these varying definitions (psychological, economical, sociological etc) is that entrepreneurship is a process which involves many actors within the society, it is a process by which an opportunity is recognized and pursued for profit purposes (Ojo, 2013). Therefore, we can conclude that the concept of entrepreneurship is rather one which has different dimensions and its reference has to be made to the specific field which is being discussed when defining it. (Verheul et al., 2001; Ojo, 2013).

2.1.2 Entrepreneurship to Economic Development

As one of the pioneer’s scholars on entrepreneurship, Schumpeter (1934) enthused that for a society to grow and develop economically, entrepreneurship has to be one of the

major tools to achieve the development. According to Schumpeter (1989), increase in entrepreneurial activities in a geographical location enables it to attain economic growth and development. Furthermore, such environment requires enabling structures and institutions to maintain growth and development. Stefanovic, Prokic & Rankovic (2013) adds to the discussion that entrepreneurship represents an important force in developing economies as it is directly connected to small and medium enterprises (SMEs) which strongly provides a back bone for steady economic growth and development.

The term economic development has been defined by different scholars. However, it is necessary to highlight the varying definitions of the term *economic development* which are aligned to specific contexts from which it is defined.

Silicon Valley business and Innovation center defines economic development as:

“the development of economic wealth of countries, regions or communities for the well-being of their inhabitants. From a policy perspective, economic development can be defined as efforts that seek to improve the economic well-being and quality of life for a community by creating and/or retaining jobs and supporting or growing incomes and the tax base.”

Bearing in mind that the contextual basis of this thesis is based on developing African countries, it will be appropriate to use the definition of Pennix (1982) it defines it as *“a process of change from a traditional, static economic structure, to a modern, dynamic economic structure with more effective production structures which imply a promise of continuing and self-generating growth.”*

Continuous improvement of general economic state of the region is the common feature that can be found in both definitions; which means that economic development is not a onetime thing rather it is a continuous process which is carried on by different actors in the society such as the entrepreneurs. Their roles in economic development is not only about creating jobs (Folster, 2000) but they also play a crucial role in creating a long standing economic structure and ecosystem which aids other members of the society in building forward. It also provides a platform for promoting innovative

ideas. Furthermore, entrepreneurship creates a more competitive business environment. (Baumol 1990, Audretsch et al., 2002, Wong et al., 2005, Adusei 2016).

Different scholars have studied the correlation between entrepreneurship and economic development/growth. However, there seems to be differing results of whether entrepreneurship positively or negatively affect economic development/growth. Although Audretsch et al. (2006) suggest the effects of entrepreneurship towards economic development is the fact that the process can serve as a channel by which useful knowledge is passed on, therefore creating a basis for it to be utilized in a commercial sense in the region. Baumol (1990) argues that in every economic prosperity, entrepreneurship is a huge element which is always present and on the other hand during a recession of an economy entrepreneurship is always absent element. Ojo (2013) suggests that in the period of economic recession, entrepreneurship can be a game changer as a new model of entrepreneurship can be born but emphasizes that the role of entrepreneurs remains significant in any case. However, Van Stel et al. (2005) presents a different perspective to the discussion. It argues that the results of entrepreneurship towards economic development is rather subjective toward the type of economy (i.e. developed or developing economies). It further implied that entrepreneurship positively aids economic development/growth in developed countries while its negative for developing countries (e.g. African countries). Adusei (2016) argues that this is as a result of lack of structure and enabling environment within the developing economies. This means that entrepreneurship will aid economic development if the right structures and policies are put in place over time. Raafaldini et al (2014) discussed the role of entrepreneurial policy in aiding economic growth and development. At different levels it enables essential structures to be put in place to aid entrepreneurs and starts-ups survival.

2.1.3 Entrepreneurship as a Practice

Entrepreneurship research is diverse and has been studied from different domains which consequently outlines the reasons for having different theories which has been found in the literature. Despite the heterogeneous nature of the topic and its theories which streams it from different angles the specific context is ever present.

The economic theories of entrepreneurship appear to be among the most prominent. Originating from the early works of Joseph Schumpeter who coined the theory of innovation, Schumpeter (1934) implies that entrepreneurship is directly linked to the economic development and progress of a nation. The economic theories emphasize that the role of an entrepreneur to economic advancement is linked and that the works of an entrepreneur affects the income of a nation (Harper, 2003; Fillion, 1998). Schumpeter (1934) explains that entrepreneurs bring about innovations and their innovations and creativity are elements which trigger change in the economy.

The Psychological theories of entrepreneurship focus on the individual traits, mental, emotional and motivational characteristics which pushes an individual to pursue entrepreneurial interests (McClelland & Winter, 1971). McClelland (1961) argues that psychological characteristics such as need for achievement, need for power and dominance are key elements which aids the creation of an entrepreneurial journey. Some individuals appear to dislike the idea of a 9-5 job and being under control. Therefore, entrepreneurship opens a route to quench the thirst for control and opportunity to achieve highly set objectives.

The sociological theories of entrepreneurship analyze entrepreneurship from a social or societal level. These theories categorize societal factors that enhance or holds the possibility of an individual to carry out entrepreneurial activities (Landstrom, 1999; Zsomobor 2011). According to Ojo (2013), several theories imply that different elements such as religious beliefs or societal values and customs can often enable individuals to thrive entrepreneurially. Basically, entrepreneurship is likely to be encouraged in certain societies as a result of the aforementioned elements in another society.

Despite the wide research on entrepreneurship from different perspectives explained above. Entrepreneurship research appears to be still fragmented. Scholars are recognizing emerging stream of research which is the study of entrepreneurship as a practice through the social science lenses and practice theory of French sociologist Pierre Bourdieu who first presented the theory of practice (Bourdier 1977, 1992)

Based on the study by DeClercq & Voronov 2009, Elam & Terjesen (2009) defined entrepreneurship as a *“practice or action strategy in which decisions are based on an individual’s responses to his/her context, given one’s habitus and capital resources, as determinants of one’s social position in the field of play”*

These are based on the key three concepts of Bourdieu’s theory of practice;

- Field
- Capital
- Habitus

Field represents the social structure in which activities happen or take place. Field is subjectively related to the specific environment. Therefore, it can be likened to the institutional environment within which a business activity takes place. Fields are occupied by different actors which includes both the dominant and dominated who try to establish monopolies and exact normative principles within the environment. (Bourdieu 1998; DeClercq & Voronov 2009; Terjesen & Elam 2009).

According to Bourdieu (1993) capital resources are a combination of four forms of capital resources – economic, social, cultural and symbolic capitals. The capital resources define the positions which the actors may take actions; as the capital resources determine the level of power which they possess within the field.

Economic Capital refers to all monetary and other assets that holds economic value while cultural capital refers to education and knowledge acquired through life experiences or as a result of origins. Social capital involves relationship and network ties the individual possesses and symbolic capital covers the resources which entails legitimacy, honor, prestige and individual hold within a certain culture or society (Terjesen & Elam 2009; DeClercq & Voronov 2009; Adiguna & Sha 2012).

Habitus is the focal point of Bourdieu’s theory of practice. It refers to the representation of cultural repertoires which has been acquired through experiences from living in a certain environment. Habitus consists of mental structures that guide the individual’s thoughts and subsequent actions within a field. Habitus has a tendency to make the individuals act in similar ways in a specific environment. According to Bonnewitz (2005), habitus can be acquired through primary and secondary

socialization. Primary socialization involves childhood life experiences which consists of family lifestyles and values which are directly related to parents social position and space. While the secondary habitus is built on the foundation of primary habitus and it streams from an individual's later life experiences such as from education, living in other countries and cultures. Subsequently a combination of primary and secondary habitus forms one habitus which is constantly reflected in an individual's practices, actions and decision. The habitus is continuously modified through life experiences. (Bourdieu 1977; Terjesen & Elam 2009; DeClercq & Voronov 2009).

2.1.4 Entrepreneurship Motivation

For one to pursue entrepreneurial interests, certain personal features or behavioral traits plays a crucial role in the decision making of being an entrepreneur or not; the decision to be self-employed has to be fueled by certain factors which can be internal or external (Amit et al 1993; Shane et al 2003; Vecchio 2003). Both internal and external characteristics play telling roles although external or social factors can be more persuasive in deciding to become an entrepreneur which certainly depends on the environment one finds themselves in. The motivations that push individuals into entrepreneurship has been greatly researched by many scholars over the years (Shane et al 2003; Stoner & Fry 1982; Williams 2008). According to the literature on entrepreneurial motivations, it has been conceptualized into two forms of motivations namely necessity and opportunity driven motivations i.e. push-pull (Stoner & Fry, 1982 via Stephan et al 2015). Gray et al (2006) emphasizes on this conception that entrepreneurial motivation for an individual is dependent on a culmination of different push or pull factors which are sociologically driven. These factors subsequently encourage someone to choose entrepreneurship as a career choice.

Push factors: The push factors which motivate individuals to choose entrepreneurs are mainly a combination of negatives elements of an environment. For example, the inability to gain employment or have a source of income by other means. Therefore, the entrepreneurial motivation is based on need and in this case such entrepreneurs are necessity driven entrepreneurs (Global Entrepreneurship Monitor (GEM) 2012 Gray et al 2006). Levie & Hart (2013) argues that necessity driven motives for entrepreneurs goes beyond the unemployment factors but also factors such as

minority at work place, lack of recognition in the social environment play roles for individuals to take up entrepreneurship. Most of the study acknowledges that necessity driven entrepreneurs are often lacking the required skill to pursue business opportunities and the likelihood for survival on a longer run is low (GEM 2012, Stephan et al 2015) however, Levie & Hart (2013) argues that necessity driven entrepreneurs can be highly skilled and educated individuals as some other external factors as mentioned previously can be a motivation for pursuing entrepreneurial opportunities.

Pull factors: These factors are conceived as positive factors within a certain environment which aids an entrepreneur in opportunity recognition (Stephan et al 2015); the decision to pursue entrepreneurial interests in this case is often preceded by extensive analysis and planning and this type of entrepreneurs are termed as opportunity driven entrepreneurs and these types of entrepreneurs have the propensity to survive on a longer run and eventually provide means of employment for people and contribute more towards economic development and growth (GEM 2012, Gray et al 2006).

Having established understanding of the basic concept of entrepreneurship in this section. It provides a practical foundation to delve into transnational entrepreneurship which is the focal point of this master's thesis. Due to the rise of globalization which has enabled increased migration between countries and creates a new phenomenon within certain immigrant, business opportunities are recognized and because of being socially embedded between home and host countries. Therefore, entrepreneurial decisions or practices become influenced by the dual cultural understandings or experiences and this illustrates the extended branch of entrepreneurship termed transnational entrepreneurship. In the next section transnational entrepreneur and its concepts are discussed.

2.2 Transnational Entrepreneurship

2.2.1 Concept of Transnational Entrepreneurship

According to the literature on the studies of transnational entrepreneurship has been carried out through different fields, which includes sociology, entrepreneurship and international business. Research in these fields all provides an insight on the practice of transnational entrepreneurship as a basis for opportunity recognition, business creation and economic development (Portes & Jiu 2013). Drori et al (2009) maintains that while research on entrepreneurship and international entrepreneurship has grown over the years, transnational entrepreneurship has emerged in recent years as an important research in the field of entrepreneurship. According to Drori et al (2009) approximately 3 percent of the global population are immigrants who account for 10 percent of the population in the developed world and the evolving nature of immigration and diaspora. Taking that into consideration it is clear to understand the increasing attention on the study of transnational entrepreneurship considering the pivotal role of immigrants on the concept (Light, 2007; Riddle, 2008). Transnational entrepreneurship involves the entrepreneurial activities carried out across national borders. These activities are carried out by transnational entrepreneurs who are embedded with a minimum of two social and economic national contexts (Drori et al 2006; Drori et al 2009).

Drori et al (2009) argued that the concept of transnational entrepreneurship has been linked to the International Business research field and specifically in the subfield of international entrepreneurship. This linkage which the paper considers a common misunderstanding connected with transnational entrepreneurship. It highlights the tendency of scholars to link every cross-border entrepreneurial activity international entrepreneurship (Drori et al 2009; Adiguna & Sha 2012). Drori et al (2009) argues that the studies on international business is streamlined towards the activities of multinational corporations and that international entrepreneurship studies focus on born global and international new ventures therefore these studies fail to discuss the individual level which transnational entrepreneurship is based on.

Adiguna & Sha (2012) emphasizes that while entrepreneurial activities for example international entrepreneurship, transnational entrepreneurship and ethnic entrepreneurship immigrant may all have the common element of cross border activity. There is however a distinction between each of them. Therefore, taking into consideration that they all have differing characteristics. Distinguishing each of them is important.

In summary the concept of transnational entrepreneurship has come off the migrant entrepreneurship research (Brzozowski et al 2017). Although immigration has been a part of our society for the past centuries, transnational entrepreneurship has just gained more recognition in the eve of globalization and technological wave as people continually move back and forth between a foreign nation and their home country; This trend corresponds with the transnational entrepreneurial features which expects that constant movement between home and host country has to take place for a transnational entrepreneur to be termed one. As such, these movements are used in building up and maintain several relationships and links both in country of origin and host country as these links are the vital resources which the transnational entrepreneur leverages.

2.2.2 Definition of Transnational Entrepreneurship

In this section, the term transnational entrepreneurship is discussed to grasp its meaning and effectively pilot the direction of this research. It is important to review different scholarly definitions of transnational entrepreneurship. These will aid the understanding the of transnational entrepreneurship as a phenomenon.

While several researchers have acknowledged that the basis for transnational entrepreneurship is based conducting business activities across borders. Most of the studies have presented various definitions of transnational entrepreneurships. However, the literature lacks a common definition of the term. (Portes et al 2001, Honig 2006).

Drori et al (2009) defines transnational entrepreneurs as individuals who conduct business activities based between their country of origin and other countries which

they have ties with. Alejandro et al (2002) explained that transnational entrepreneurs are a group of individuals who make at least two trips between their home country and host country for business reasons and the success of the firms is dependent on frequent contact with foreign country i.e. host country/countries and country of origin depending on the country of residence.

Portes et al (2002) defined transnational entrepreneurs as self-employed immigrants whose business activities require frequent travel abroad and who depend for the success of their firms on their contacts and associates in another country, primarily their country of origin. Rusinovic (2008) added that they are entrepreneurs who obtain transnational activities by using their contacts or associates in their home country. While Drori et al (2009) defined them as entrepreneurs that migrate from one country to another, concurrently maintaining business-related linkages with their former country of origin and currently adopted countries and communities

Additionally, Xiaohua & Shaw (2012) emphasized that the core element which is visible in transnational entrepreneurship is the leveraging of resources across borders between host and home country.

Brzozowski et al (2017) highlights the contrast between transnational entrepreneurship and other areas of migrant entrepreneurship (e.g. ethnic entrepreneurship and immigrant entrepreneurship) by paying attention to the defining element of cross-border activities. Tung (2008) argues that cross border business activities among immigrants have been in existence since the beginning of international migration. However, it has been on the rise due to obvious technological leaps and globalization which have aided most aspects of businesses. Recognition of unique business opportunities in a transnational field is possible because of dual habitation taking into consideration the knowledge of economic, political, social and environment of two different countries i.e. host country and country of origin (Levitt and Glick-Schiller 2003).

Drori et al (2009) explains that the scope of transnational entrepreneurship is cross-national from a contextual perspective. It involves entrepreneurs who migrate from their country of origin to another country. However, their entrepreneurial activities are

rooted both within their country of origin and their host country. Akkurt (2016) stressed that the location of a transnational entrepreneur can be either in the host country or in their country of origin. Stressing the key feature of transnational entrepreneurs as the cross country entrepreneurial activities between the host country and country of origin rather than the specific geographical location of transnational entrepreneur, which other studies on the topic highlighted.

After reading through the literature and definitions from other scholars as described above. For this study transnational entrepreneurship is defined a process by which individuals pursue entrepreneurial objectives between two countries they are socially embedded in, by leveraging resources in their possession across both societies in ways which most effectively suit the enterprises.

2.2.3 Immigration to Transnational Entrepreneurship

The inception of transnational entrepreneurship is driven by international migration. Migration is often fueled by different underlying reasons; which are born from socio-economic reasons (Portes & Jiu 2013).

Reviewing the literature on the topic shows that the trend of migration from developing to developed countries is majorly based on search for safe a haven or better economic opportunities. Essentially implying that these migrants must start a new life in a new country requiring the process of adapting to a new environment, new culture and generally new life. This more importantly presents also an opportunity to exploit resources and look for business opportunities to as a means of employment. On the curve of assimilation and adaptation to a new society, entrepreneurially inclined migrants are capable of recognizing business opportunities based on prior knowledge of country of origin and new knowledge from the host country. Consequently, leveraging resources within both environments to the advantage of their businesses. (Drori, Honig & Wright 2009; Portes & Jiu 2013).

For this thesis, migration between countries is closely analyzed by reviewing the literature for components of immigration which subsequently lead to the birth of a transnational entrepreneur.

2.2.3.1 Structural factors behind modern migration

Factors pushing immigration as phenomenon have been researched for vastly by several scholars. Despite the in-depth research on several stereotypes surrounding immigrants from certain countries specifically heading to developed countries. There is the common belief in receiving countries that immigration is driven by poverty, over population, war etc. in county of origin. These stereotypes fuel the society's difficulty in aiding the integration process of immigrants. (Esses, Jackson & Armstrong, 1998; Lima, 2011 via Osorio 2015).

Lima (2011) states that the process of migration is driven by structural factors in sending countries such a poverty, lack of economic developments, lack of employment opportunities, aging population, market penetration. These factors driving immigration vary in individual cases (Osorio 2015) and these imply that not all immigrants come from poor backgrounds and in fact the backgrounds of immigrants vary as there are as much immigrants in highly skilled industry requiring high education as well as low skilled industries. (Lima 2011; Portes & Jiu 2013) and the rate of occupational and educational mobility among immigrant entrepreneur groups are above average. (Portes & Zhou 1992 via Osorio 2015).

2.2.3.2 Assimilation of Immigrants into Receiving Societies

The earlier introduced theories of assimilation in the 20th centuries such as Anglo-conformity, melting pot, segmented labor market, process and multiculturalism theories (immigrationtounitedstates.org, No date) have been highly criticized over a sustained period of time due to the fact that assimilation had been seen as a one-way traffic whereby immigrants are expected to drop their cultural values and effectively pick up those of the host countries. However, the multiculturalism theory which acknowledges the ability of an immigrant to maintain dual cultural background to be somewhat advantageous to the assimilation process as ties with country of origin presents opportunities in realizing self-employment opportunities which can be an important aspect of the whole assimilation process (Glazer 1997; Portes & Jiu 2013). Osorio (2015) asserts that in the 21st century aided by globalization, multiculturalism is gaining acceptance as the society begins to understand the advantages of operating

across different cultural environment, therefore rendering the unilineal assimilation irrelevant.

The section has analyzed two major elements of immigration that enables the kick off the process of transnational entrepreneurship. These elements give us the opportunity to understand at the very basic level how immigrants begin to anchor cross border entrepreneurial activities. As explained, structural factors kick off the intention to move to a new country. The movement comes with the process of adaption to a new society. Through the process of integration and adaption, immigrants face different challenges especially in finding employment opportunities and in many cases they find out that self-employment appear to be the channel for survival hence why immigrants rely on where they can gain resources (e.g. financial capital, social capital human capital etc.) for their businesses leading to a transnational venture being started.

2.2.4 Effects of Transnational Movement on Sending Countries

Saxenian (2002) explains that there is a natural tendency to react negatively to immigration to 'sending countries' or 'country of origin' as in many instances it presents an unfavorable situation of brain drain of human capital. Taking into consideration that a substantial number of immigrants from sending countries who migrate legally from third world countries to developed countries are highly educated and skilled individuals, searching for a better environment to utilize their knowledge and expertise which their countries of origin cannot offer (Todaro 1985; Saxenian 2002; Saxenian 2005). According to Portes & Jiu (2013), professional and entrepreneurial migrations have been mainly studied from this perspective by presenting the notion that developing countries invest scarce resources into their system to develop young professionals but eventually lose them to developed countries after their education.

Portes & Jiu (2013) argues that mid-income economies such as Mexico, Colombia, Turkey, Egypt, and India possess the enough resources to educate and develop professionals in science, technology and business fields but lack the jobs and comparable economic environment of the developed countries. Therefore, these young professionals are easy options for hire by firms and institutions in developed countries.

This study by Portes & Jiu terms the process ‘modernization for emigration’, which is depicted in Figure 1.

Furthermore, Portes & Jiu’s study suggest that the main point of disagreement with theories of brain drain emanates from the notion that the moment immigrants leave their home countries they never look back; effectively neglecting the tendency of most immigrant workers to maintain ties and relationship with their countries of origin. As studies have shown that the longer adult immigrants live and establish themselves in a host country the more they are susceptible to pay attention to the activities of their home countries by involving themselves more into it. Examples of countries like China and India that were primarily the main victims of brain drain have now become major players in recent years aided by the of the success of their expatriates. Thus, they establish transnational projects in their home countries which has driven technological and economic development to great heights in recent years. (Leung 2008; Agarwala 2012; Zhou & Lee 2012; Portes & Jiu 2013).

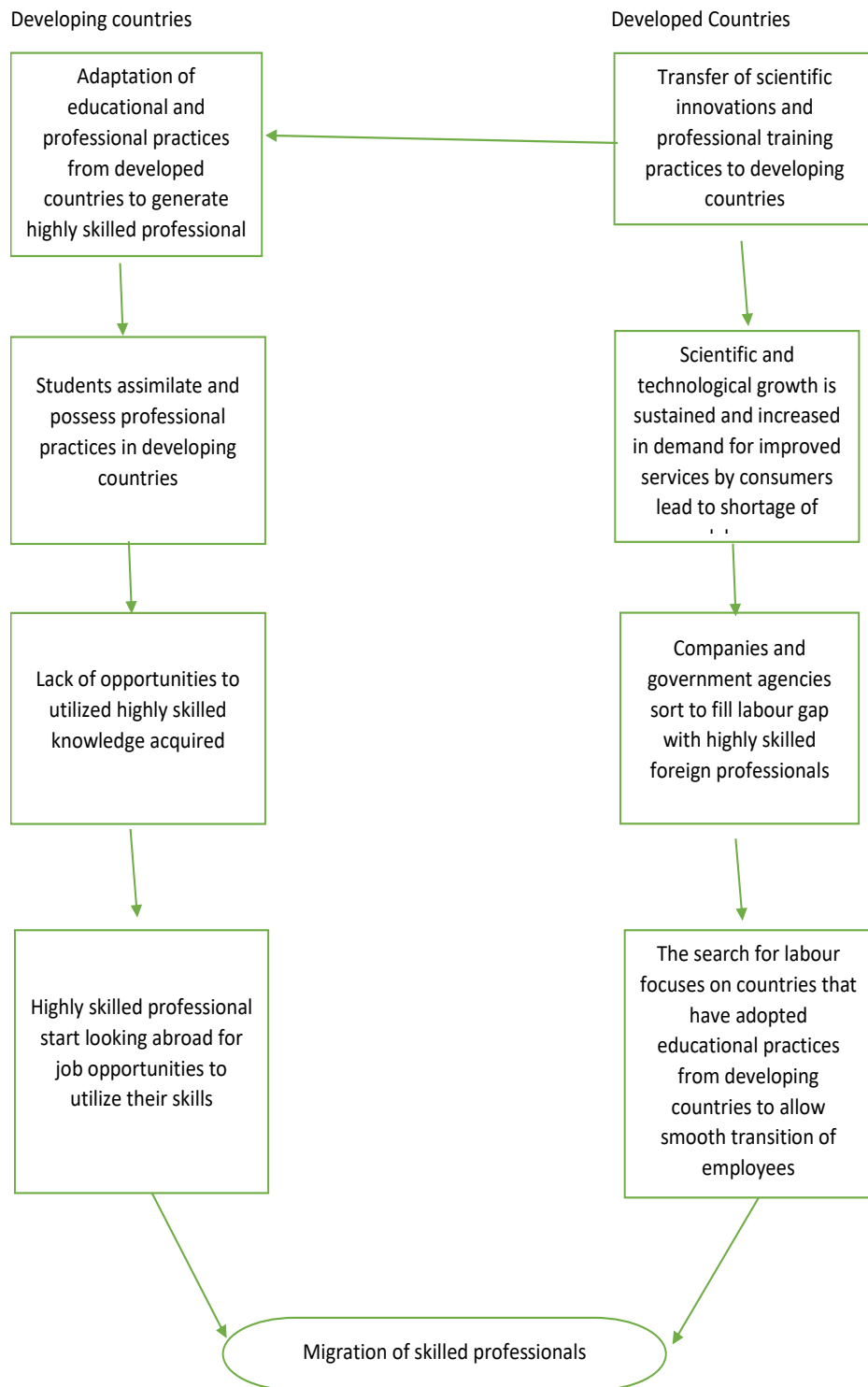


Figure 1 Dynamics of brain drain I (Source: Portes & Jiu; 2013)

The study highlights that an immigrant can be working in a host country while carrying out transnational business in their home countries using their structural importance and knowledge from the receiving country to establish transnational projects through

exchanges, knowledge transfer and investments in their country of origin. Thus, their activities carry great potential in their countries of origin as it may alter the skill repertoires, value system and challenge the institutional elements and in many case reformation; effectively economic development is kicked off as depicted in figure 2 which illustrates the beneficial effects of transnational movements.

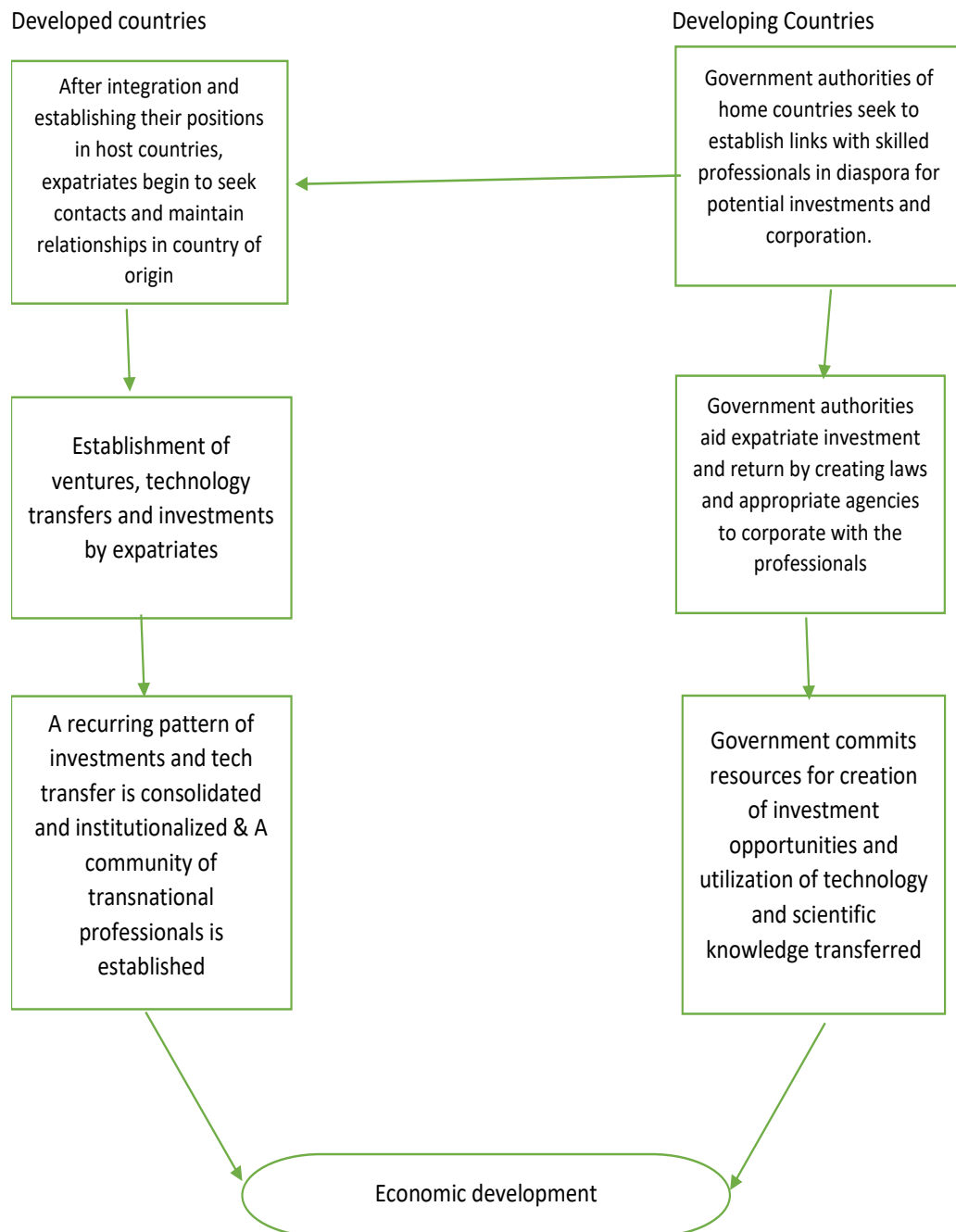


Figure 2 Dynamics of brain drain II (Source: Portes & Jiu 2013)

2.2.5 Theoretical framework for Transnational Entrepreneurship

Guided by Bourdieu's theory of practice, Drori et al (2009) formulated a theoretical framework to analyze transnational entrepreneurship. As previously discussed, the basis of the theory of practice is founded on the understanding that every society bears a theory on every aspect of their lives which is generated from their daily lives and their habitus. Therefore, in the specific contest of a transnational entrepreneur who is embedded within two or more social groups it is relevant to comprehend transnational entrepreneurship through the theory of practice.

Drori et al (2009) study produced five different factors that influences transnational entrepreneur's practices, actions and decisions which they take; thereby describing factors that influence the outcomes of transnational entrepreneurship.

Agency approach

The agency perspectives underscore the firm rooting and embeddedness which transnational entrepreneurs have across two or more (host and home) countries. This is unique and highly influential in business opportunity recognition as well as taking advantage of those opportunities. The advantage of being embedded within two social context gives transnational entrepreneurs the capacity to be able to work their way through different business environment without the need to be go through a learning process. Furthermore, these two social contexts entail added attention to the differing cultural and knowledge schemas which it comes with and handle socioeconomic and political resources simultaneously in two countries. Transnational entrepreneurial behaviors or reactions are not dependent on their origins or ethnic background. Rather it is often selective in the particular social context which it is faced. (Drori et al., 2009).

Cultural perspective

The cultural perspective observes the how the wealth of cultural experiences realized from living in different countries can be used for the entrepreneurial actions of the transnational entrepreneurs. Based on these multi-cultural background, transnational

entrepreneurs are capable of adapting, remolding and structuring rules to suit different situations. (Drori et al., 2006; Drori et al., 2009; Terjesen & Elam 2009).

Institutional perspective

The institutional perspective is characterized by the influence or role of institutions towards aiding or restricting certain actions which an organization intends to pursue. With activities across borders, transnational entrepreneurs are bound to face the challenges such as different legal and governing rules that different societies pose within the respective national context especially between economies at different levels (developing/developed). Therefore, the role of a transnational entrepreneur in understanding these is directly related to how successful his/her venture can be. So with an adequate understanding of different institutional contexts, transnational entrepreneurs are thereby able to strategize on where and what activities of its venture is based to capitalize on the pros which each could pose as a result of such action. (Drori et al., 2006; Drori et al., 2009; Terjesen & Elam 2009).

Power relations perspective

The business strategies which transnational entrepreneurs undertake is infused with political elements. Operating in across two different national societies involves adoption of multiple strategies which demonstrates the different societies and boundaries. Therefore, a specific type and meaning of transnational entrepreneurs is moulded by the power relations and political context in which it finds itself. (Drori et al., 2006; Drori et al., 2009; Terjesen & Elam 2009).

Social and professional network formation

The role of social capital and networks are highly influential in determining most entrepreneurial activities; within transnational entrepreneurship three domains of network are involved in network formation: network of origin, network of destination and network of industry. Determining the destination is usually the starting point of transnationalism and network in the regions where the entrepreneur bears origins are influential in the deciding phase as adaption and knowledge of culture, affection and

trust are important as these are guaranteed by the network of destination. The network of industry or network of practice are crucial especially in high technology industries; as these implies ability to access appropriate human capital, support within the industry and many other critical resources. Therefore, transnational entrepreneurship boosts the capabilities of organizations at both ends of the spectrum (Drori et al., 2006; Drori et al., 2009, Terjesen & Elam 2009).

In line with the established path of analyzing transnational entrepreneurship on the basis of Bourdieu's theory of practice, Terjesen & Elam (2009) further breaks down the study by Drori et al (2006, 2009). Terjesen & Elam (2009) distinguishes the five factors influencing transnational entrepreneurship outcomes and their internationalization paths by categorizing them into external and individual contexts, which is presented in the figure 3.

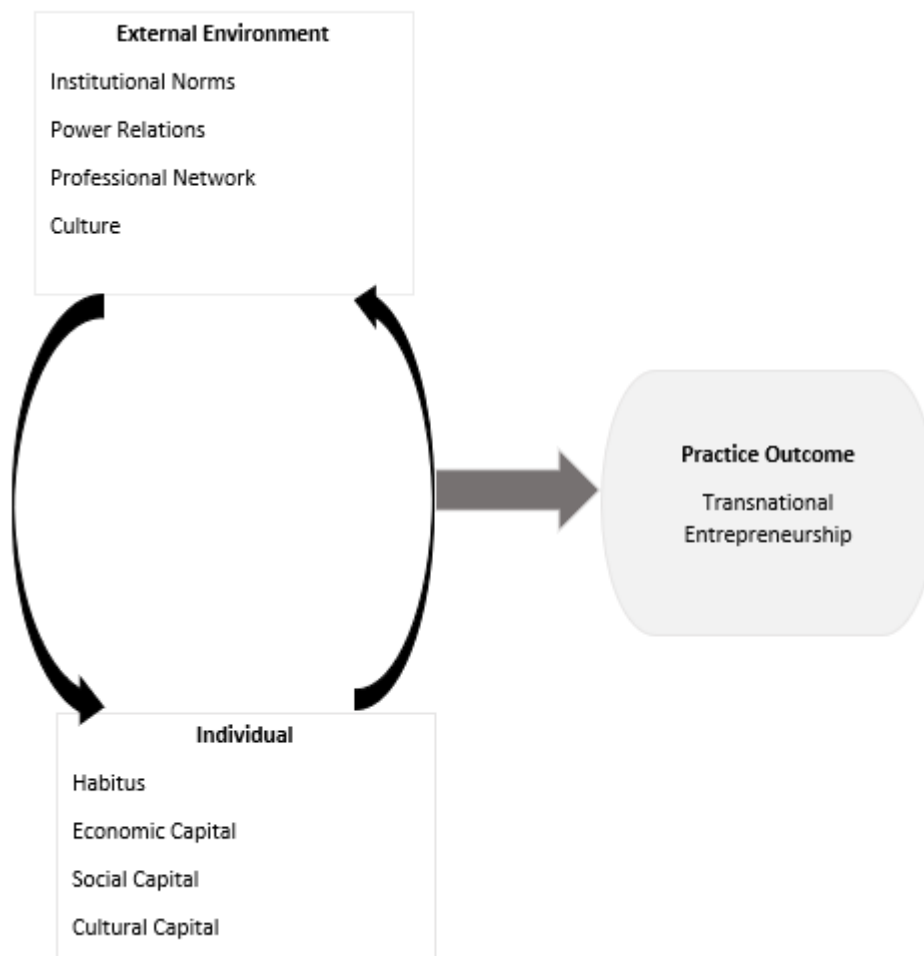


Figure 3 Model of theory of practice on firm outcomes (Source: Terjesen & Elam, 2009)

2.3 Nigeria - Migration and Entrepreneurship

2.3.1 Brief Country Background

As this thesis pays close attention to the economy of a developing country namely Nigeria; it is imperative to gain insight and understanding on the socio-economic situation of the country.

Nigeria is a country geographically located in the western part of the African continent with an estimated population of 200 million people (World Bank 2017) and a median age of 18 (National Bureau of statistics 2016). This figure represents an estimated 20 percent of the whole population of the African continent with a relatively young populace. This inevitably makes it an important economy for the global market taking into consideration its humongous size. The country's labour force consisted of 82 million people with an increasing rate of unemployment at a rate of 14.2 percent (National bureau of statistics 2016) (See table 2). With an array of natural resources the country's economy is highly dependent on its oil and gas sector with it been among the top 10 largest producers of crude oil (OECD, No date).

Labour Market Statistics	2016
Population	194 million (est)
Median Age	18 years
Working age population (15 – 64)	108.59 million
Labour Force	81.15 million
Employed Persons	69.6 million
Unemployed Persons	11.55 million
Unemployment Rate	14.2%
Underemployment Rate	21.0%

Table 1 Nigeria's Labour Statistics (Source: Nigeria Bureau of Statistics, 2017)

Her dependence on crude oil resources (76.6 percent of government revenue and 38.77 percent of nominal GDP) has become one of the country's biggest challenges as it stifles every other sector (Jordanova 2013). However, with the plunging of oil prices in the recent years the nation appears to be aware of challenges laying ahead for its economy. Hence, diversifying the economy represents the only way out which therefore throws back more focus on the importance of entrepreneurship and small and medium enterprises (SMEs) in other sectors of the economy for the country to continue its economic growth.

2.3.2 Migration from Nigeria to Developed Countries

Movement of citizens of Nigeria from its shores to developed countries in Europe and North America has been common trend in the country even before it gained its independence from the United Kingdom. However, at different stages the number of migrants have varied especially during and after years of oil boom. According to Ojo (2013) migration of Nigerians to United Kingdom has spanned over 200 years considering their history as Nigerian colonial masters. The reasons for migration to these countries are often based on a search for better lives, greener pastures. However, acquisition of western education has been high on the agenda since the 1970s. (Ojo, 2013). United Kingdom, United States of America and other developed countries (see table 3) are the top destinations for Nigerian migrants which can be connected to social factors such as ability to adapt quicker in these societies considering the common spoken language of English. Furthermore, foreign trained nationals has been a source for filling crucial gaps in the labor market as they often acquire skills that are harder to attain within the country and in many case businesses have been created by diaspora Nigeria due to their ability to recognize business opportunities based on their living experiences in developed societies.

Migration Trends	(2015)
Number of Emigrants	1.1million
Net Migration Rate	-0.2 migrant(s)/1000 persons (est)
Top Destination Countries	
United States of America	237, 221
United Kingdom	216, 258
Italy	56, 259
Canada	34, 432
Spain	30, 995
Germany	26, 623
Ireland	21, 894
Reasons for Emigration	Employment, Education, Better living conditions, Safety & Security
Diaspora Remittances to Nigeria	22 billion USD 2017 (est)

Table 2 Nigeria's migration trend (Source: United Nations, Department of Economic and Social Affairs, World bank 2015.)

2.3.3 Entrepreneurship in Nigeria

According to GEM (2012), entrepreneurship in sub-Saharan African nations is prevalent and attitude of the population towards entrepreneurship is more auspicious than the rest of the world. However, entrepreneurial motivation differs between entrepreneurs in developing and developed countries as majority of entrepreneurship activities in sub-Saharan is necessity driven. Nonetheless, opportunity driven entrepreneurship is on the rise due to a host of pull factors. Most of these are as a result of the failure of the governments to provide jobs or companies paying what will be enough to sustain families or individuals. Most of the sub-Saharan Africans and/or Nigerians especially have mainly resorted to leveraging or learning an additional skill different from their fields of expertise. This in many cases actually brings more income than their day jobs. Considering that inflation is on the rise in many of these countries and minimum wages not being reviewed with the rise in cost of living, it has become important not to solely rely on 9-5 jobs in these terrains. Furthermore, the younger

generation are also beginning to leverage the advancement of technology to create employment for themselves. Social media especially has become a means for goods to be marketed. Twitter, Facebook, Instagram and Blogs have become very handy especially with the different communities on these platforms willing to help push different goods and services beyond the immediate community of the service provider or producer.

Therefore, entrepreneurs who have the advantage of crossing borders, carry out business activities by leveraging different elements across two environments (host country and home country “Nigeria”) is a determinant feature of transnational entrepreneurs which eventually plays a significant role in the success of their activities. It is therefore important to add an overview of the Nigerian entrepreneurship scene which highlights features which are common in developing economies albeit absent in developed economies. Thus, the resources and knowledges gained from host countries may aid transnational entrepreneurs in navigating certain challenges expected in developing countries. The disposition of transnational entrepreneurs to adequately combine elements of two or more entrepreneurial environments at different levels is crucial to the level of success their businesses attain. Hence, acknowledging that entrepreneurial environment in developing countries poses enormous challenges to entrepreneurs within it asserts the necessity to discuss challenges or barriers in the entrepreneurial environments of developing countries.

Entrepreneurship Challenges in Developing Countries

Barriers faced by entrepreneurs in developing countries are mostly stemming from factors such as poor educational system, lack of infrastructure, weak entrepreneurial policies, inadequate interest from government, family, unstable political and economic climates (Chowdhury, 2007). The uncondusive regulatory and institutional environment are further aided by tremendous level of bribery and corruption (Kiggundu, 2002; Pope, 2001; Stevenson, 1998).

Aligning with Kisunko *et al.* (1999) study of more than 3000 entrepreneurs across 69 sub-saharan countries, it found that the most pressing challenges and problems faced were inflation, crime, financing, inappropriate taxing, theft and lack of adequate infrastructure (i.e. poor electricity supply, bad roads and water shortage).

Consistent with Chowdhury's findings, in a study of Nigerian entrepreneurs, Chu et al (2008) argues that Nigerian entrepreneurs must navigate through an unstable and bureaucratic system. Furthermore, tax policies and laws governing small and medium enterprises are poorly structured and implemented. Ariyo (2000) argues that though accessing finance is a major factor hindering the development of entrepreneurship in Nigeria, lack of government interest and support is the most devitalizing challenge to entrepreneurship in Nigeria. Extortion of money from businesses by government officials and lack of managerial experience are other critical challenges faced in Nigeria (Mambula 2002; Ojo 2013).

Ofilu (2014) further clarifies the linkage between financial capital and lack of experience and knowledge. The study acknowledges the challenges of accessing appropriate financial capital within the entrepreneurial environment. However, it argues that accessing financial capital would be a less hectic process if entrepreneurs possess adequate experience and skills which can aid drafting a business plan that is capable of convincing investors. Moreover, most entrepreneurs within the environment lack guidance and mentorship and consider it trivial, which can be linked to a quick failure of business ventures.

In accordance with the literature, Bamkole (2007) classifies the challenges with a framework termed "MISFIT" describing six main challenges hindering entrepreneurship in Nigeria.

The M signifies the *Market*. This points to the lacking of basic knowledge (regulations, requirements & legal obligations) about the specific market which the entrepreneur intends to operate in is a major challenge to entrepreneurship, a factor which exposes such ventures to quick failure. The 'I' signifies *infrastructures*, which is vital element in aiding the success of business. Poor infrastructure such as poor power supply, outdated transport system and bad roads effectively reduces the ability to compete an average level. The 'S' represents *support agencies*. The study suggests that organizations that provide entrepreneurial mentorship and guidance to businesses are rare and the existing organizations lack adequate knowledge to successfully mentor an entrepreneur facing multiple challenges within the environment. The 'F' indicates finance. Based on the literature, inability to access financial capital is considered as a major factor affecting entrepreneurship especially in developing countries. While securing financial capital from financial institution are a rigorous process, the study further argues that the issues bothering finance are traced from entrepreneurs who are

unwilling to trade some equity in return for financial capital. Therefore, requirements for debt financing are subsequently made stringent by financing institutions leading to inability of entrepreneurs to meet such requirements. The second I represents information. The framework identifies the significance of information in the inclination of an entrepreneur to recognize business opportunities. Access to information is crucial to be study and analyse an industry thereby identifying opportunities within it and potential risks. Finally, the 'T' represents technology. It argues that entrepreneurs in Nigeria lack access to the appropriate technology that aid business activities. Lack of adequate technology consequently reduces the efficiency, productivity and profitably of a business. In the era of globalization, access information and communications technology still limited to certain set of people within the environment due to the costs needed to acquire them. (Bamkole 2007; Ofili 2014).

Ofili (2014) adds to the existing discussion the issues of intellectual property right protection. Inability of government agencies to enforce contracts and intellectual property laws significantly deter entrepreneurship. Furthermore, the issue of human capital is detrimental. The lack of skilled labour represents a major challenge for entrepreneurs and they are often forced to look abroad to hire skilled labour, this is connected to the poor and aging educational system (Oyesina, 2010; Ofili 2014).

The studies reviewed on entrepreneurship in Nigeria, appears to agree on the challenges that are found within the environment in developing sub-Saharan African countries. Although in some cases steps have been made to tackle these problems and it is relevant to analyse the goals achieved so far in the future taking into consideration the steady increase in educated nationals who appear to be managing several organizations within the environment both in private and public sectors.

2.4 Summary

The literature review first defined the key term, entrepreneurship. It further highlighted on the correlation between entrepreneurship and economic development while also emphasizing on importance of entrepreneurship in economic development of any nation. According to some the literatures reviewed, entrepreneurship was found to be

a key element that is always present during recession and can be a game changer as a new model of entrepreneurship can be born.

In further looking at entrepreneurship, it is discovered that one of the benefits of globalization is increased transnational entrepreneurship. Transnational entrepreneurs are individuals who conduct business activities based between their country of origin and other countries which they have ties. It is discovered that there are several benefits of transnational entrepreneurship. Even though it is linked to migration and brain drain in developing economies like Nigeria, it is important to note that transnational entrepreneurship in most cases boosts innovation in these economies.

The next chapter will discuss the research methodologies used in the data collection and kind of questionnaires that will be used to gather information about Transnational entrepreneurship in Nigeria. Then it will analyze and discuss the techniques and findings of the interviews.

3. RESEARCH METHODOLOGY

This chapter explains the methodology that was utilized in this research in reaching the objectives of the research. The primary objective of this study is to extend scientific knowledge and understanding on transnational entrepreneurship in a developing economy; determining its role and impacts towards economic growth and development in an emerging market.

Kothari (2004) describes a scientific study as a process by which new or existing knowledge is examined to gain a new and deeper understanding on the subject. A reliable scientific research is grounded with data and chosen research strategies and methods which aids the researcher to interpret the results needed to achieve the research goals and objectives. The research methodology guides the research process by keeping in line and fixated on the problem which the study intends to solve. While the research methods are explained as the means by which the data is collected and analyzed. These rules have entirely guided this master's thesis research. In this chapter the chosen research methods for this master's thesis study is presented and justification for choosing it is determined. Subsequently, the data collection and analysis process are then described.

3.1 Qualitative Research

The two common research approaches utilized by most scholars are mainly qualitative and quantitative research approach. To achieve the objectives of this master's thesis, the qualitative research approach is employed. Qualitative research approach is primarily exploratory in nature. The use of qualitative research methods allows for adequate understanding of primary reasons, motivations, opinions, and it offers in-depth perceptions of the research problems and enabling the development of ideas. Qualitative research methods allow for a holistic understanding of key subjects which cannot be quantified (Sinkovics 2005). On the other hand, quantitative research methods employed in studies where the problem is quantified through a generation of numerical data that can be transformed into usable statistics. Different variables such as attitudes, opinions, behavior are quantified by a generalization of results for a large sample; data generalized is used to articulate facts. (DeFranzo 2011). Taking into

consideration that the elements this research is looking for are not of quantifiable nature, a qualitative research approach becomes the appropriate method which will aid an deep understanding of the topic researched. Furthermore, qualitative research approach is also employed in studies where there is inaccessibility or lack of sufficient data. (Patton, 1990; Yin 2011). Qualitative research methods allow the research to enter a more natural setting as it pays attention to the situation, looking at different things such as experiences, behaviors, words etc., the natural settings enable the research to use cases as a source of data, thereby allow the researcher to interpret experiences of individuals in order to discover its meanings. On other hand quantitative research focuses specifically on number and is strictly structured to formulate facts and generalize it from the numerical data. (Chesebro & Brisoff 2007; Patton 1990). This qualitative research approach attempts to understand the meaning of some phenomenon in a context.

Qualitative data collection methods vary; typically, semi-structured or unstructured practices are utilized. The most common methods of data collection include case studies, individual interviews, participation and observations and focus groups. The size of the samples is typically small. On the contrary quantitative research methods are much more structured and the data collections methods are commonly using surveys, longitudinal studies, questionnaires, online polls etc. (DeFranzo, 2011).

3.2 Case Study

Employing a qualitative research to this study feels natural and appropriate. The main purpose of this research is to discover how ventures created by transnational entrepreneurs have impacted the Nigerian entrepreneurial space, institutional norms, and the roles their activities have played towards economic development. This is feasible, as the study uses a multiple case study. Yin (2009) explains that a “*case study is an empirical inquiry which tries to investigate the contemporary phenomenon within a real-life context, especially when the boundaries are not clearly evident.*”. With the use of case studies why, what, and how questions can be asked. For the purpose of a case study, data collection can be done through different means, such as observations, documentaries, interviews and surveys. (Saunders, Lewis and Thornhill. 2009: 145-146.) In this master’s thesis study the research problem is observed as a case, and data

collected in 3 interviews is used to draw a descriptive and explanatory image of the research problem in question. Therefore, it is important to take the opinions and experiences of transnational entrepreneurs as a source of data, allowing the researcher to gain a deeper understanding of their activities and their roles within the social context.

3.3 Interviews

Saunders, Lewis and Thornhill (2016: 389) defines a research interview as “*a purposeful conversation between two or more people, requiring the interviewer to establish rapport and ask concise and unambiguous questions, to which the interviewee is willing to respond, and to listen attentively.*” Basically, in an interview clear cut questions are asked and carefully listened to for further exploration by the researcher. Gathering data through interviews is a reliable and valid way to get relevant information for the research goals and objectives. (Saunders et al 2016: 389).

Saunders et al (2016) outlined three types of research interviews:

1. Structured interviews
2. Semi-Structured interviews
3. Unstructured or in-depth interviews

Structured interviews use questionnaires based on a prearranged and identical set of questions and referred to as interviewer-administered questions. Each interview follows the same procedure as the rest, which involves the interviewer reading out each question and then record the response exactly to the question asked. There maybe a social interaction between the interviewer and the participant, involving introductions and explanations of the interview procedure. Structured interviews are mainly utilized in descriptive studies. It is a means for collecting quantifiable data through an interview for example in situations where the respondents might not be able to fill questionnaires, survey or polls. (Saunders et al, 2016:391).

Unstructured/In-depth interviews are informal. Unstructured interviews are primarily used in exploratory studies to explore the depth of a general topic area. Unstructured/In-depth interviews are conducted in an open manner, without

predetermined questions for the discussions. However, the researcher needs to have an obvious idea about the aspects intended for exploration. Therefore, the interviewee can speak freely about events, experiences, behaviors and beliefs and these responses are recorded to be analyzed later. (Saunders et al, 2016:392).

In contrast to structured interviews, semi-structured interviews are more open-ended and allows the respondents to express themselves. In semi-structured interviews the researcher creates a list of topics and open questions to be covered during the interview, and in some case the topics and questions may slightly differ across the interviews for the study depending on the context specific elements; however, the predetermined questions allow the researcher to maintain uniformity throughout the process. The open-ended questions allow for further discussion and exploration into the areas that can generate further responses from the interviewee which provides valuable information from the specific context of the interviewees. The interviews are recorded to allow ease for analysis. (Saunders et al, 2016:392)

3.4 Data Collection

When selecting the data collection method for a study. It is important that the research understands that there are two types of data which are primary and secondary data (Kothari, 2004). Primary data is defined as information or material originally collected by the researcher for the study primary data can be collected via interviews, observations, or questionnaires; while secondary data is defined as data that has been collected by a 3rd party for other research purposes and they can collected from reports, newspapers, blogposts, books etc (Kothari, 2004; Saunders et al 2016: 256. 288).

The primary data for this study was from interviews and the secondary data collected was from blogposts of the individuals investigated and posts from the company websites and information from their LinkedIn profiles. Taking into consideration the exploratory and explanatory nature of this study, semi-structured interviews were conducted as it best suits the research questions, objectives and interviewee backgrounds. Interviewees have different backgrounds and `multiple experiences in carrying out transnational entrepreneurship practices. Taking into consideration that structured interviews which is conducted with clear-cut question, which do not allow

interviewees to buttress on areas which may provide further insight thereby making it rigid. It is therefore important to maintain flexibility as it allows the interviewees the opportunity to speak from different aspects of their experiences, opinions and feelings which are connected to the topic.

The interviews were conducted in English language by a video call with the use of skype and the audio was recorded for further analysis with the permission of the interviewees. The use of skype for the interviews was the most suitable option in place of face to face interview, taking into consideration the geographical distance between the researcher and the interviewees. Skype presented a high level of convenience as it proved decisive in agreeing the interview time in a timely manner.

Prior to the interview, communication was established with the individuals in September and October 2017 via social media messaging platforms and subsequently communication moved to emails. Three days before the interview, an email briefly explaining the topics and research purpose was sent to the interviewees to allow comprehension and familiarization of the topics in order to gain deep and grounded information during the interviews.

3.5 Data Analysis

According to Saunders et al (2016: 490) qualitative data analysis process can be done in 3 ways:

1. summarizing (condensation) of meanings;
2. categorization (grouping) of meanings;
3. structuring (ordering) of meanings using narrative

Summarizing involves condensing long statements from the data and rephrasing them in shorter and brief statements. The most important element of summarizing entails that the research presents the key elements of the data within the summarized versions. While categorization involves two activities of developing categories and then moving corresponding parts of the data to the categories developed. Structuring or ordering involves the narrating of the data in story like manner, detailing the beginning, middle and end parts by answering questions in such why, what, to whom, where, to what

significance certain events happened and final outcomes. (Saunders et al 2016; 490-498).

The data analysis for this master’s thesis commenced with making notes by repeatedly listening to the recorded audios from the interviews and reading of other materials for the blogpost; making notes is an option that can be used in place of transcription (Saunders et al 2016: 491). The second stage entailed the data summarization process for the 3 case studies used for this study, which is presented in the 4th chapter of this thesis. The final part of the data analysis was presented in the 5th chapter where the findings were reported.

3.6 Interviewees

TE Name	Mike	Helen	Jack
Year established	2008	2011	2014, 2016
Location(s) of venture activities	UK, USA, Nigeria, Ghana and 12 African countries	Nigeria, UK	USA: Headquarters; Customers: Nigeria, South Africa and other African countries
Venture type	IT Solutions & Mobile financial services	IT Solutions, Outsourcing & Business Consultation	Mobile payment solutions & Software Development Training
Place of birth & Year	Nigeria, 1975	1976	1991
Gender	Male	Female	Male
Education	BSc, MSc	BSc, MSc	BSc, MSc
Pre-venture career	IT & Business Consultant	Computer programmer & Investment banker	None
Primary residence	Ghana	Nigeria	Nigeria
Countries resided	Ghana, USA, UK, Nigeria	United Kingdom, Nigeria	Canada, USA

Table 3 Interviewee Summary

This chapter presented the research methodology used for this thesis. Qualitative research method was used because it is exploratory in nature. It also allows for adequate understanding of the primary reasons, motivations, opinions and offers in-depth perceptions of the research problems.

This chapter further looked into the study setting and design. The setting is based in Nigeria and the main purpose is to discover how ventures created by transnational entrepreneurs have impacted the Nigerian entrepreneurial space, institutional norms and the roles their activities have played towards economic development. Three transnational entrepreneurs were interviewed for this research. The data analysis section explained the steps taken to analyse the research and the interviews. The next chapter will discuss case description in details.

4. CASE DESCRIPTION

In this section, a brief description of the transnational entrepreneurs interviewed and investigated in this study is presented, as it is important to understand the transnational entrepreneur's background and their transnational business activities. First of all, in order to select the individuals for this study, the individuals are expected to fit certain requirements and characteristics. The most important requirement is that the individual fits the definition of a transnational entrepreneur as described in the theoretical section of this study. Furthermore, their businesses have been established on the basis of transnational entrepreneurship.

4.1 Transnational Entrepreneur A

Entrepreneur A is Mike a 45-year-old male born and raised up in Nigeria. He moved to England in 2003 to further his education after which he pursued another program at Harvard in the United States of America. He holds university degrees in Business Administration, and IT management. He currently resides in Ghana where he is coordinating his business activities across 14 African countries such as Nigeria, Cameroon, Guinea Bissau, Togo, Uganda etc. He is the CEO/Co-founder of a company (X) which specializes in business change management and technology service delivery and also a CEO/Co-founder of a mobile financial services accelerator firm. The company's specially committed to the growth of enterprises across Africa, providing services that allows its partners to scale not only within Africa but globally. From his position within the company he coordinates the groups activities and several other initiatives which it is pursuing. However prior establishing his company he has been active with the technology startup space through the past 20 years working across different areas such as enterprise applications consulting, IT security and transaction systems and from a personal perspective with his international experience and exposure he is striving to change the startup scene.

“.....I have been working on different Africa start-up projects with venture capitalist, trying to harness the knowledge and experience of different highly skilled experts across the African continent and the goal

is to make Africa a technology force to reckon with in many years to come.”

He was motivated to start his company after working with different pioneering tech companies in Nigeria and experiences he had within the IT space while studying in United Kingdom. He felt that his experiences from those will aid him in pursuing his goals of pioneering the inception of small to medium technology companies. However, his first seven years of his business were quite frustrating as there were several challenges we faced operating only in Nigeria, especially cashflow problems. He began to look at other possibilities of solving the financial problem his business was suffering in Nigeria. At this point was the inception of transnationalism for his business. He got a client from a small island country in western Africa where there was little to no technology services being offered. So, there was an open market for him. He decided to scale his business beyond Nigeria, carrying out the project in the other country proved very successful and he was able to use the capita gained to expand his business within Nigeria.

“...the motivation to begin the transnational movement for my business was the need for survival; I scaled beyond Nigeria because I realised that if my business is to survive I needed to do other projects in other African countries to generate financial capital, I still thought that eventually Nigeria was too big of a market to pass up.”

Mike explains that the experience from their first project outside Nigeria certainly reshaped the plans he had for his business, as he realized from that project that most small western African countries still had a relatively untapped market to delve into. However, he had to build a team which could effectively take advantage of the opportunities. This time had to be a very diverse team culturally, meaning that they needed a time that could adapt to the culture and languages of the continent, taking into consideration that most African countries speak either English or French. Therefore, building a pan African team which could work anywhere in the continent was important based on these factors and of course they had to make sure of the technical know-how. He was capable of assembling such a team through his contacts and network from his years of working in the industry in Nigeria.

“...When I realized that I needed a diverse team with technical knowledge as well as cultural knowledge, I had to pull up some of my contacts within the industry back in Nigeria and they were able link me to people who had access to the kind of professionals I needed. Now the team that I have been able to assemble can be able to work in most African countries, but of course there is always a need for someone in each locale”.

While providing his services across different African countries, he was coordinating his activities from his base in Nigeria. Entrepreneur A encountered a personal life challenge which lead to him moving back to United Kingdom. While he was there, he realized that he became even more efficient with coordinating his business activities from there because of structural issues.

“.... When I temporarily moved back to United Kingdom, I realized that that I had better access to different services such as better quality internet and surprisingly at a cheaper rate, stable power supply which was the opposite in Nigeria. These two elements actually saved us money as we were spending a lot on generating our own power. While I was in United Kingdom I visited Ghana for some business reasons and during that visit I realized how they had better power supply and internet services and generally there wasn't similar problems one would face every day in Nigeria. So, at that point I thought it would be wise if I moved to Ghana instead of moving back to Nigeria.”

Mike's business has been growing based on his interaction and constant contact with his networks in United Kingdom and United States of America. He emphasizes the importance of knowledge most especially up to date information within the technological sphere around the world. Therefore, every year he always takes short term programs and attend seminars and conference around the world notably in Silicon Valley and other technology hubs. He explains that these seminars are very important for him in creating new relationships and maintaining the existing ones. He believes that establishing and getting access to key networks in major technology hubs is a very

important strategy African entrepreneurs' need to exchange knowledge and build up the African technology sector.

“...I got an invitation to be a mentor at google launchpad accelerator and I was one of the two African mentors there along with a Kenyan guy. I think this was possible because of the activities and presence I had around these major players in the Valley. Secondly when I started as a mentor in the Google Launch-pad accelerator program we (with the Kenyan) began to push the organizers to include African start-ups in the launchpad, which improved over time. Eventually a few Nigerian start-ups has been included in the Google Launchpad and one which received one million dollars funding from Google”

Mike's role in founding a pioneering mobile financial service firm in Africa is connected to his experiences doing with business with several small and medium enterprises across different countries. However, he believes that even though the idea was conceived from his transnational entrepreneurial journey, he affirms that he still needed to build the project itself, which was only possible because of the access he had to software developers in Nigeria and United States. Eventually his platform has able to enable small and medium sized business in Nigeria and Tanzania to become financial service agents and, they can accept all methods of payment for their products through the platform. This basically eliminates the struggles African businesses face when dealing with microfinance.

Mike desires to play an important role in the economic development of Nigeria and Africa at large and these are evident through his business activities. However, he emphasizes that improving the situation requires a collective effort from different entrepreneurs within the country. Mike participates in several start-up accelerators across Nigeria where he gives speeches and acts as a mentor for local entrepreneurs. He points out that Nigeria lacks a structure in its entrepreneurship ecosystem and he is playing a role in structuring the system.

“...I have been working with a few friends as mentors for many startups in recent years, our goal is to reach as many entrepreneurs as possible

and impact the knowledge we have acquired from our journey. We made a lot of mistakes which should not have happened if we had guidance and mentorship, therefore its important that aspiring entrepreneurs start right and in turn that can only improve the national economy at a better pace”

4.2 Transnational Entrepreneur B

Entrepreneur B is Helen a 46 years old female born in Nigeria. She moved to United Kingdom in 1996 to study. She pursued a bachelor’s degree in computer science at a university in London and after graduating from the program she went on to pursue an MBA degree in another University in the United Kingdom. She has working in the technology space in the past couple of decades starting as a computer programmer, which gained her a membership in a prominent female computer programmers’ community in London. She has been interested in entrepreneurial activities, therefore she has come to combine her technology background and entrepreneurial interests in her career in recent years which has covered investment banking, consulting and software development.

She owns a company that provides business consulting which creates systems and effective solutions for small and medium sized businesses. Before starting her business Helen initially worked as a freelance software programmer while still in the United Kingdom and afterwards she moved to Nigeria to work as an investment banker where she worked closely with many businesses. During this experience she recognized a business opportunity.

“....while working as an investment banker, I worked closely with small businesses and one thing I realized was that many of them lacked proper guidance or mentorship, secondly I figured that they were not operating with any form of digital systems or solutions, which made the whole process slow and ineffective. So, I realized that I could fill this gap by drawing from my experience and contacts from studying and working in England as well as knowing what these Nigerian businesses needed to

proffer a solution for them and eventually make their businesses more profitable”

Establishing such a business not only required her own knowledge and expertise but also corporation with different individuals within the industry. Helen started off by helping her clients in outsourcing some of their services abroad mainly through her contacts in United Kingdom and a few other countries. While certain services were provided to these businesses in Nigeria through her. She however provided guidance on how some of the digital solutions offered are to be utilized in specific company situations.

Outside Helen's main business activities, she is highly interested and involved in female education and development. She is leading a few projects particularly aimed at women empowerment and education. One which focuses on female entrepreneurs, by training and guiding them on digital tools which can augment their business processes.

Based on her background as a computer programmer and a member of a female computer programming organization in London, with the backing of the organization she has been working on a project in conjunction with a state government in Nigeria to implement coding as a subject in primary schools.

“...I believe that technology is not only the future, but it is now. Sadly, the Nigerian populace are still lacking behind on basic tech stuffs. Hence, we are trying to start from the scratch, by implanting a course where every primary school kids learn the basic things about computer programming. The idea is that we want most of the next generation to grow up with these basic programming skills which will aid them in a future that will be dominated by technology.”

4.3 Transnational Entrepreneur C

C is Jack a 26-year-old serial entrepreneur born in Nigeria. Jack has been part of several venture creations despite his young age. After his high school education in

Nigeria, he moved to Canada to pursue a Bachelor's degree. While studying there he was part of different organizations within the campus. During his study years he tried out his first venture creation project, he founded a company that provided an online learning platform for students. The company was eventually acquired by a Canadian organization.

After the acquisition of his company and his graduation from the University. Along with friends from his time in Canada he founded a distance learning platform in Nigeria for universities across Africa in 2013. The challenges the encountered in growing the start-up led the team to reach out to John an American who had a similar company and who eventually acted as a mentor for Jack and his team. After their inability to raise appropriate financial capital in Nigeria for their company, it appeared that they either had to let the company die or they pivot. At this point the reached out to John again, who's suggestion proved vital. John suggested that they pivot the company to a high-educational firm which educates and nurtures talent without charging tuition fees. John suggested that he could come on board with Jack's team and personally fund the new company accompanied with his ability to raise venture funds which had proved difficult for Jack's team. Jack acknowledges that having John on board was very important, considering the fact that he is a high-profile entrepreneur in education and raising funds for this new idea would certainly be possible with him on board.

Jack worked on his contacts and network in Lagos, Nigeria and they were able to get free office spaces and other necessities through his contacts in order to kick off. The company has grown to become a world class talent accelerator that produces world class software developers from Africa who are equipped to meet and fill global labour gaps and filling the skill gap lacking in different African tech communities.

Due to the political climate and the difficulty in investing in Nigeria, the company was incorporated in the United States, this decision was to make it easier for investors to show in interest and fund the company. Currently, the company is being backed by Facebook, eBay, AOL and they have received capital from investors in over the tune of 20 million dollars.

In 2016 Jack established a new company that provides solutions for digital payment solutions across Africa; with the aim of creating infrastructure which will aid the growth and economic development of the continent in this century. Jack explains that the new company is a solution to some of the critical challenges that he experienced in his previous company. Explaining that despite the growth in entrepreneurial spirit in Nigeria, businesses still find it difficult to conduct transactions that are easy to make in the rest of the world. He reflects that the problems prohibit the future economic growth of the African continent.

The company is headquartered in California, United States of America and has offices in Nigeria and other regions of Africa. Through the experiences of the founding team and his network from their previous ventures, the company has attracted huge investments from key Fintech investors in Silicon Valley. It is important to note that since the establishment of the company in 2016, the company has processed up to 2 billion dollars transactions across 33 African countries.

4.4 Summary

The chapter analysed the interviews with the three transnational entrepreneurs used as case studies for this research. Their motivations to moving back to Nigeria to start-up their businesses were discussed in details. Their experiences from living abroad and living in Nigeria, how it has affected their businesses were noted.

The next chapter will analyse the findings from the interviews.

5. ANALYSIS & FINDINGS

5.1 Entrepreneurial Motivation

It is apparent that transnational entrepreneurs may bear similar types of entrepreneurial motivation just like other types of entrepreneurs. However, they may also possess different motivational characteristics, in line with GEM (2012) entrepreneurial motivation can either be opportunity or necessity driven as analyzed in the chapter 2.

In all the cases analyzed for this study, they all had similar entrepreneurial motivation, as their entrepreneurial motivation was opportunity driven.

Helen explains that she was very comfortable while working as an investment banker, however her clients were mainly small and medium enterprises; in her opinion they lacked appropriate digital and technological tools that would increase the productivity and profitability of their enterprises. This opportunity she decided to take advantage off when she recognized it.

In Jack's case, while he was still a teen and in pursuing his bachelor's degree studies he had already tried out his first venture which was relatively successful. He derives his motivation from the fact that he constantly recognizes opportunities around him and tries to fill them. In his situation, he was undecided whether to take up an employment opportunity after his studies in Canada or to move to Nigeria to pursue entrepreneurial objectives.

“...I think I would have easily gotten a job after my studies in Canada, however I felt that I could make more impact pursuing business objectives in Nigeria”

Mike's entrepreneurial motivation was somewhat mixed. Initially when he stated his first business with friends about 20 years ago as student, it was primarily a means of income. However, after his studies in England he worked with his uncle for a while before going back to entrepreneurship. He explained that he was driven to pioneer the inception of small and medium IT companies in Nigeria.

“...I worked in my uncle’s company for a few years as an IT consultant to different enterprises. But after a few years I felt I was more suited to be in the field rather than behind the desk, despite that my uncle still tried unsuccessfully to drag me back to the corporate world years later”.

5.2 Cultural Perspective

When it comes to the role of culture plays in entrepreneurial activities. It was found in all three cases that the eventual decision to pursue their transnational entrepreneurial objectives was influenced by their understanding of two separate cultures. In line with the findings of Drori et al (2009) & Terjesen & Elam (2009) cultural logics enable thinking and subsequently guide ones’ reactions in different circumstances. Furthermore, cultural repertoires explain how people operate in varying cultures. In all the three cases, the entrepreneurs expressed that their live experiences from growing up in Nigeria and then studying and working abroad shaped their entrepreneurial mindset and eventually these cultural experiences certainly neutralized any element of cultural misunderstanding during their entrepreneurial journey as they fully understand how the society works in Nigeria as well how they act in developed societies having studied and worked in such countries for some years.

5.3 Power Relations and Education Perspective

The power relations factor consists of professional knowledge, educational degrees and skill which transnational entrepreneurs have acquired from different stages of their lives such as childhood, studying or working in a different culture. These determine the strategy or actions they take towards their entrepreneurial practices and outcomes of transnational entrepreneurship ventures.

From all the cases studied, the transnational entrepreneurs have all acquired at least a masters degree from Universities in Europe and North America. Their education has played a decisive role in their pursuit for transnational entrepreneurial objectives. The educational background and over all cultural capital they possessed enabled their absorptive capacity to recognize business opportunities and most important it equipped them on the theoretical skills in running a business as it was noted that besides other

university degrees all three of them had, they also possessed MBA degrees. They did also point out that the graduate programs they had in Europe and North America were more practical than what was obtainable in Nigeria. This was not just to the programs they studied but was a more general experience with other friends who studied in other fields too. The MBA programs were tailored in a way to creating that entrepreneurial mindset through team projects, several practical experiences and in some cases, apprenticeship and internship programs with different programs. Furthermore, the multiculturalism of their classmates made it possible to exchange ideas that are even beyond their host countries and continent and in the process having more ideas that can be picked up, analyzed and finetuned to suit their home nations.

5.4 Institutional Perspective

For transnational entrepreneurs, the institutional elements within the countries they are operating in plays a crucial role in the outcomes of their activities. Furthermore, understanding the coercive, mimetic or normative norms the environments often puts transnational entrepreneurs in a position where they can influence the institutional elements and possibly mold them differently (Drori et al 2009; Elam & Terjesen 2009). For example, in certain situations, government policies on taxation and enterprise development influences how transnational entrepreneur act and in what way they make up for institutional elements which may not be favorable to their activities in a particular country. In the cases studied, there were many points where the institutions played a role in the outcomes of their businesses.

Mike believed that his business progressed by expanding to more African countries due to institutional challenges he faced in Nigeria. He explained that even though there are legislations in place concerning enterprises, the government authorities did little to enforce them and that they rather employ a system of exploitation from businesses which makes it harder for them to make profit. At this point he was obliged to scale his business to other African countries and in return he generated more financial capital which he reinvested in his Nigerian projects. Secondly, the decision to move to Ghana as a base from where he could coordinate his activities proved decisive as he was able to evade the problems caused by corrupt Nigerian officials and infrastructural challenges such as poor electricity supply and expensive internet connections. Similar

circumstances were found in Jack's case. Although it is possible to build up the hub for his company in Nigeria, he explained that it would be painstaking from a legal perspective. Therefore, incorporating his business in US while carrying out his activities in Nigeria and other African countries was crucial as it gave them the ability to convince investors to invest in his company. This he pointed is as having the advantage of ease in visa restrictions. Not only did he or the others have the advantage to register their businesses in other countries but also, they could easily have the ability to travel for trainings or courses abroad without having to go through the hurdle or problems of being denied visas. These further increase the network circle and also technical skills at ease.

When it comes to shaping the normative practices, all the transnational entrepreneurs are actively playing a part in it. With experiences of studying, working and doing businesses in developed countries, the interviewees unanimously acknowledged that the entrepreneurship ecosystem in Nigeria has a lot to learn in order to align with the standard of practices in developed countries. Outside their main business activities, it was noted that all the entrepreneurs are participating in entrepreneurship development programs where they act as mentors, guiding new startups on business development.

Based on the scholarly findings and in line with the case studies, it is evident that transnational entrepreneurs strategically build their businesses in line with the most favorable institutional elements within the host and home environments which they operate in and in subsequently make efforts in shaping the institutional norms.

5.5 Social Capital and Professional Network

In line with the literature discussed in chapter 2, although transnational entrepreneurs possess a deep set of resources and skills, they still need to have access to information, exchanges and influence from other people to be able to effectively run their businesses.

It was evident in the three cases that their social capital and professional network connections were crucial in the creation and survival of their businesses. Especially in Mike's and Jack's cases. In line with the findings of Elam & Terjensen (2009) their

diverse tie and networks enabled them to have the vital access to investors, professionals within the industry. As in Mike's case he was able to establish his businesses in African francophone countries with the help of the contacts he had while working in Nigeria, likewise in Jack's case where a lot of inputs to creating the business came from his friends and contacts within the industry. Also, that helped him get access to initial funding at the early stage of the business; this is in line with the findings of Saxenian (2002) stating that the social capital possessed by transnational entrepreneurs enables them to locate foreign partners, as is evident in Jack's and Helen's cases. This element clearly puts them in a better situation than a local entrepreneur who finds it harder to get access into foreign networks.

Furthermore, the social capital possessed by transnational entrepreneurs are often not only utilized in their own businesses but can also be used to act as intermediaries between foreign partners and local businesses (Elam & Terjesen 2009). This is evident in two of the cases as Helen's company assists local businesses in outsourcing their IT services to companies abroad while Mike has used his influence as a mentor in google launch pad to lobby for the inclusion of Nigerian startups into the accelerator program.

Based on the findings from different studies; Drori et al 2006, Drori et al (2009), Elam & Terjesen (2009). It was proven from the cases used for this thesis study that transnational entrepreneurs leverage professional and social network in aiding the establishment and growth of their businesses.

5.6 Government Roles

According to the Findings of Portes & Jiu (2013) government agencies play a role in the brain circulation of their citizens in diaspora. By establishing and proactively creating an enabling environment in their countries for entrepreneurship to effectively attract their nationals in different professions to move back home to invest and establish ventures. Based on the analyzed data from the 3 transnational entrepreneur cases in this study. It was found that there is little to no efforts from the government institutions in creating a better environment that can attract Nigerians in diaspora to move back home. The entrepreneurs Mike explained that Nigerians who move back to

the country to establish businesses do so solely based on their belief that Nigeria and Africa is the future and their wishes to develop the regions. Mike stated that:

“....the government is very slow in helping entrepreneurship in the country. In fact, the only thing that they have gotten better at is their taxation policies as a result of increased enterprises. They are absolutely making it less attractive for investors or our citizens coming from abroad.”

5.7 Social & Economic Development

Drawing from the review of the literature in chapter 2, Portes & Jiu (2002) found that transnational entrepreneurs carrying out business activities from developed to developing countries brings structural importance and knowledge into the environment. Skills repertoires may be altered, enhanced and developed as a result of knowledge and technological transfer transnational entrepreneurs bring. These are evident in all three cases. More importantly Jack’s company is focused on training and producing software developers for the African continent. As a result, these can enable and aid high tech business ventures in the coming years through the continent. Secondly receiving millions of dollars in investment from Silicon Valley giants has aided its business objectives across Nigeria and Africa. Like Jack’s case, Helen’s project aimed at introducing computer programming in primary schools in Lagos, Nigeria is equally crucial towards the economic development of the country. Furthermore, the exchanges between transnational entrepreneurs and local entrepreneurs exposes their local colleagues to certain networks and practices. The mentorship and guidance provided by transnational entrepreneurs at seminars and startup spaces enlightens them on business practices abroad. These trainings, skills and innovation further increases “Brain Circulation” rather than “Brain Drain”.

5.8 Summary of Findings

Based on the three cases investigated in this thesis. It was evident that the idea of transnational entrepreneurship is highlighted by the acquisition of total capital (social, economic, cultural and symbolic) by the entrepreneurs at different stages of their lives. The level at which they possess these capitals determine how what strategies they use in navigating the external environment perspectives as outlined by Drori et al (2006). The entrepreneurs' dual cultural backgrounds highly determined their ability to recognize business opportunities. Furthermore, establishing a successful transnational enterprise in Nigeria required the entrepreneurs' social capital and professional connections within the industry from both ends. Despite the cultural backgrounds and social capital resources available to the entrepreneurs, they still required more to effectively take strategic actions for their enterprises. This highlighted the fundamental role of cultural capital in the process, the three transnational entrepreneurs possessed high education degrees and professional career experiences which provided them with the appropriate knowledge and background that guided their business actions and decisions.

It was noted that the three transnational entrepreneurs had a common objective of positively affecting the economic development of Nigeria and more specifically aid the growth of the ICT sector within the country and at a continental sphere. Their transnational entrepreneurial activities have successfully created jobs, provide platforms for learning and technological skills acquisitions as is in the case of Jack and Helen.

6. CONCLUSION

The objective of this study was to highlight and discuss the topic of transnational entrepreneurship in an African perspective. To understand and explore the roles transnational entrepreneurs are playing in the continent, the study focused on transnational entrepreneurs with activities in Nigeria. Scientifically this study has filled the void in the literature on the lack of study on transnational entrepreneurship covering an African country.

The study aimed at solving the research problem, by answering questions of how the elements of transnational entrepreneurship aid the establishment and survival of enterprises in Nigeria. Furthermore, the study aimed at understanding how transnational entrepreneurship activities is aiding the economic growth and development of Nigeria. The theme of the study was discussed and explored with an in-depth literature review which covered the entrepreneurs and down to the main concept of transnational entrepreneurship, entrepreneurship as a practice. The literature review enabled a solid foundation to form the methodological direction for the study. This study was conducted based on qualitative research methods. The data collection was carried out through blogposts, company websites and semi-structured interviews which were carried out in English language with transnational entrepreneurs originating from Nigeria.

The empirical part of the study provided evidence of how different perspectives of an individual's environment sets them up in pursuing transnational entrepreneurial goals, evidence these elements aided the entrepreneurs investigated in this study in establishing transnational ventures in Nigeria. Their dual cultural background enabled them in recognizing business opportunities in Nigeria and subsequently enabled their navigation between Nigeria and other countries in leveraging resources in ways that best suit their businesses.

This study has highlighted the unique kind of knowledge and resources that transnational entrepreneurs possess, and the findings show that they are capable to creating a substantial impact in a developing economy. Therefore, it provides essential evidence to Nigerian (African) governing institutions on the importance of attracting

high skilled professional in diaspora, by creating an enabling environment that can attract them because of their contribution to the social and economic development of the country.

These can be observed in their knowledge, understanding and use of the markets in which they want to operate in through:

- Entrepreneurial Motivation,
- Cultural Perspective,
- Institutional Perspective,
- Power Relation and Education Perspective and,
- Social Capital and Professional Network.

6.1 Answering research questions

In the first chapter of this thesis a research question was proposed in order to explore the role of transnational entrepreneurship in business opportunity creation in Nigeria as stated below.

RQ1: How does transnational entrepreneurship aid the creation and survival of new businesses in Nigeria?

RQ2: What is the impact of transnational entrepreneurship on the economic development of Nigeria?

The theoretical section of this study enabled us to understand the evolution and process of transnational entrepreneurs. It was found that indeed the entrepreneurship can be carried out because of different practices which an individual is used within a certain society. For a transnational entrepreneur these practices are accumulated from at least two different national contexts. In the case of this thesis the national context are between developed and developing countries. The premise, from prior study illustrated the inability of start-ups in developing countries within science and technology

industries to succeed due to lack of established practices and innovations which are existing in developed countries.

However, based on transnational entrepreneurship, the gap existing in terms of knowledge and technology which may enable a successful creation of businesses within such industries can be bridged by transnational entrepreneurs. In the cases investigated in this study, the experiences of the transnational entrepreneurs who originates from Nigeria but have studied and lived in developed countries enable them to access and understand key practices, knowledge and technology which are transferred to Nigeria and used in creation of their current businesses.

Based on the findings from the study, we understood how a combination of resources between their host and home countries enabled their business operations. Understanding both institutional environment was crucial in their operations and most importantly educational backgrounds, social capital and professional networks built on both ends of the spectrum proved crucial in establishing their companies.

Based on the findings from the study, the decisions to pursue transnational entrepreneurial objectives originates from the motivation of the individuals to bring advanced solutions and scientific knowledge to Nigeria to aid technological advancement and ideas which will aid economic growth and development of the country. Having transnational entrepreneurs within the environment exposes local entrepreneurs to vital networks and professional connections which enable their capabilities on accumulating more capital resources for their businesses.

6.2 Limitations and Suggestions for Future Research

Studying any entrepreneurship in a national context is challenging for the researcher to gain access to the preferred individuals who the researcher would like to interview for data collection process. Since it was difficult to successfully get access to some potential interviewees across the country. Considering the diverse nature of Nigeria, the researcher acknowledges that including transnational entrepreneurs from different regions would have presented a rather ideal and balanced outcome. The researcher was limited to transnational entrepreneurs operating in Lagos, Nigeria

which is the largest city in Nigeria and its commercial hub. However, considering that Lagos as a city is cosmopolitan and every part of the country is present within the city, the results of the study are reaffirmed.

Having established the existence of transnational entrepreneurship in a developed to developing country direction and more importantly in a technological sector. The suggestion for future research is to conduct a study of transnational entrepreneurship between African countries as well as the perspective of “Returnee Entrepreneurs” and its difference from transnational entrepreneurship in Africa.

7 REFERENCES

Adiguna, R. and Shah, S.F.H., 2012: Exploring Transnational Entrepreneurship: On the Interface Between International Entrepreneurship and Ethnic Entrepreneurship, Jonkoping: Jonkoping University International Business School Masters thesis in Strategic Entrepreneurship

Adusei, M. (2016). Does Entrepreneurship Promote Economic Growth in Africa?. *African Development Review*, Vol. 28, No. 2, 2016, 201–214

Amit, R., Glosten, L. & Mueller, E. (1993). Challenges to theory development in entrepreneurship research. *Journal of Management Studies*, 30: 815-834.

Agarwala, Rina (2012) ‘Tapping the Indian diaspora for Indian development’, *Paper Presented at the Conference on Immigrant Transnational Organization and Development*. Center for Migration and Development, Princeton University (May).

Ariyo, D. (2000) ‘Small Firms are the Backbone of the Nigerian Economy’, *African Economic Analysis*, Africa Business Information Services, Bridgnorth.

Audretsch, D. B., R. Thurik, I. Verheul and A. R. M. Wennekers (2002), *Entrepreneurship: Determinants and Policy in a European US Comparison*, Kluwer Academic, Boston, MA.

Audretsch, D. B., M. C. Keilbach, and E. E. Lehmann (2006), *Entrepreneurship and Economic Growth*, Oxford University Press, New York.

Baumol, W. J. (1990), ‘Entrepreneurship: Productive, Unproductive, and Destructive’, *The Journal of Political Economy*, Vol. 98, No. 5, pp. 893–921.

BBC. Geography: Migration trends “Why do people migrate?”. Retrieved: 10.07.2017 <http://www.bbc.co.uk/schools/gcsebitesize/geography/migration/migration_trends_rev2.shtml>

Bourdieu, P. (1977). *Outline of a theory of practice*. Cambridge: Cambridge University Press.

Bourdieu, P. (1992). *The logic of practice*. Cambridge: Polity Press.

Brzozowski, J., Cucculelli, M., and Surdej, A., (2017). The determinants of transnational entrepreneurship and transnational ties' dynamics among immigrant entrepreneurs in ICT sector in Italy. *International Migration*, 55: 105–125.

Chesebro, J. & Brisoff, D. (2007). What makes qualitative research qualitative? *Qualitative Research Reports in Communication* 8(1), 3-14.

Chowdhury, M., S. (2007) Overcoming Entrepreneurial Development Constraints: A Case of Bangladesh. *Journal of Enterprising Communities: People and Places in the Global Economy*, Vol. 1 Iss: 3, pp.240 – 251.

Chu, H. M., Kara, O. & Benzing, C. (2008) 'An empirical study of Nigerian entrepreneurs: success, motivations, problems, and stress', *International Journal of Business Research*, 8(2), pp. 102-116.

DeClercq D., & Voronov, M. (2009). Toward a Practice Perspective of Entrepreneurship; Entrepreneurial Legitimacy as Habitus. *International Small Business Journal*. Vol 27(4)395-419.

Drori, I., Honig, B., & Ginsberg, A. (2006). Transnational entrepreneurship: Toward a unifying theoretical framework. *Academy of Management, Best Papers Proceedings*.

Drori, I., Honig, B., & Wright, M. (2009). Transnational Entrepreneurship: An Emergent Field of Study. *ENTREPRENEURSHIP THEORY and PRACTICE*.

Esses, V., M., Jackson, L., M., & Armstrong T., L., (1998). Intergroup competition and attitudes toward immigrants: An instrument model of group conflict. *Journal of Social Issues*, 54(4), 699-724.

Filion, L.J. (1998) 'From Entrepreneurship to Entreprenology', *Journal of Enterprising Culture*, 6(1), pp. 1-23.

Folster, S. (2000), 'Do Entrepreneurs Create Jobs?', *Small Business Economics*, Vol. 14, No. 2, pp. 137–48.

Glazer, N. (1997). *We Are All Multiculturalists Now*. Cambridge, Mass.: Harvard University Press. Examines the reality of multiculturalism in American public school curricula and highlights the inadequacies of minority assimilation in the past and present.

Gray, K., R., Foster, H., & Howard., M. (2006). Motivation of Moroccans to be Entrepreneurs. *Journal of Developmental Entrepreneurship* Vol. 11, No. 4 (2006) 297–318.

Greve A, Salaff J (2003) Social networks and entrepreneurship. *Entrep Theory Pract* 28:1–22

Hakim, C. (1989), "New recruits to self-employment in the 1980s", *Employment Gazette*, June, pp. 286-97.

Harper, D.A. (2003) *Foundations of Entrepreneurship and Economic Development*. London: Routledge

Hart, D.M., 2003. Entrepreneurship policy: what it is and where it came from. In: D.M. Hart, ed. *The emergence of entrepreneurship policy: governance, start-ups and growth in the US knowledge economy*. Cambridge: Cambridge University Press, 319.

Jordanova, I., (2013). Oil Dependence Hindering Nigeria's Emerging Economy. CIEC. Available at: <<https://www.ceicdata.com/en/blog/oil-dependence-hindering-nigerias-emerging-economy>> Cited: 11.08.2017

Kiggundu, M. (2002) Entrepreneurs and entrepreneurship in Africa: what is known and what needs to be done, *Journal of Developmental Entrepreneurship*, 7, pp. 239-258.

Kisunko, G., Brunetti, A, & Weder, B. (1999) 'Institutional obstacles to doing business: region-by-region results from a worldwide survey of the private sector'. The WB: P.R. Working Paper Series: 1759.

Kothari, C. R. (2004). *Research Methodology: Methods & Techniques*. New Delhi: New Age International.

Landstrom, H (1999) 'The roots of entrepreneurship research'. New England, *Journal of Entrepreneurship*, 2(2), pp. 9-20.

Levie, J. & Hart, M.M., 2013. The contribution of migrants and ethnic minorities to entrepreneurship in the United Kingdom. In M. Minniti, ed. *The Dynamics of Entrepreneurial Activity*. Oxford: Oxford University Press, pp. 101–123.

Leung, Maggi W.H. (2008) 'Homeward Bound Investors: The Role of Overseas Chinese in China's Economic Development', in van Naerssen, T., Spaan, E. and Zoomers, A. (eds), *Global Migration and Development*, pp. 288–308. New York: Routledge.

Mambula, C. (2002) 'Perceptions of SME growth constraints in Nigeria', *Journal of Small Business Management*, 40, pp. 58-65.

Martin, P. & Zurcher, G. (2008). "Managing Migration: The Global Challenge", *Population Bulletin*, 63 (1), 1-19.

McClelland, D. C. (1961) *The achieving society*, New York: The Free Press.

McClelland, D.C. & Winter, D.G. (1971). *Motivating economic achievement*. New York: The Free Press.

Ofili, O., U., (2014). Challenges Facing Entrepreneurship in Nigeria. *International Journal of Business and Management*; Vol. 9, No. 12; 2014.

Osorio (2015)

Oviatt, B. M. (2005). The internationalization of entrepreneurship. *Journal of International Business Studies* 36(1), 2-8.

Parkins N., C., (2010). Push and Pull Factors of Migration. *American Review of Political Economy*; Winston-Salem 8.2 (Dec 2010): 6-24.

Patton, M. Q. (1990). *Qualitative evaluation and research methods*. SAGE Publications.

Penninx, R, (1982), 'A Critical Review of Theory and Practice: The Case of Turkey', *International Migration Review*, Vol.16, n0.4, pp. 781-817.

Pope, J. (2001) *Confronting corruption: the elements of national integrity system*. London: Transparency International.

Portes, A., & Haller, W. J., and Guarnizo, L. E. (2002) 'Transnational Entrepreneurs: An Alternative Form of Immigrant Adaptation', *American Sociological Review*, 67, 278-98.

Portes, A., & Jiu, J. (2013) Entrepreneurship, Transnationalism and Development. *Migration studies*, volume 1 (1) 75-95.

Portes, A., & Zhou (1992). Gaining upper hand: Economic mobility among immigrant and domestic minorities. *Ethnic and Racial Studies*, 15(4), 491-522.

Raafaldini, I., Simatupang, T., & Larso, D. (2014) A conceptual framework of entrepreneurial policy. School of Business and Management, Bandung Institute of Technology.

Schere, J. (1982) Tolerance of ambiguity as a discriminating variable between entrepreneurs and managers. *Academy of Management Best Paper Proceedings*, 42, 404–408.

Schumpeter, J. A., (1989), *The Theory of Economic Development*, Cambridge (Mass), Harvard University Press.

Segal, G., Borgia, D. and Schoenfeld, J. (2005), “The motivation to become an entrepreneur”, *International Journal of Entrepreneurial Behaviour and Research*, Vol. 11 No. 1, pp. 42-57.

Shinnar, R. and Young, C. (2008), “Hispanic immigrant entrepreneurs in the Las Vegas metropolitan area: motivations for entry into and outcomes of self-employment”, *Journal of Small Business Management*, Vol. 46 No. 2, pp. 242-62.

Stefanovic' I., Prokic' S., Rankovic' L. (2013) Entrepreneurs' Features in Developing Countries: A Research Synthesis from the Republic of Serbia. *Entrepreneurship in the Balkans*.

Stephan, U., Hart, M., & Drews, C., (2015). *Understanding Motivations for Entrepreneurship*. Entreprise Research Centre.

Stevenson, H. H. & Jarillo, J. C. (1990). A paradigm of entrepreneurship: Entrepreneurial management. *Strategic Management Journal*. 11 (Summer): 17-27.

Stevenson, L. (1998). Women and economic development : a focus of entrepreneurship. In H. Liebentein and D. Raey (Eds). *Journal of Development Planning, Entrepreneurship and Economic Development*, 113-126. New York, NY: United Nations Publication.

Steyaert, C. & Katz, J. (2004) ‘Reclaiming the space of entrepreneurship in society: geographical, discursive and social dimensions’, *Entrepreneurship & Regional Development*, 16, pp. 179–196.

Stoner, C.R. & Fry, F.L., 1982. The entrepreneurial decision: Dissatisfaction or opportunity. *Journal of Small Business Management*, pp.39–44.

Tung RL (2008) Brain circulation, diaspora, and international competitiveness. *Eur Manag J* 26:298–304

United Nations, Department of Economic and Social Affairs (2015). Trends in International Migrant Stock: Migrants by Destination and Origin (United Nations database, POP/DB/MIG/Stock/Rev.2015).

Van Stel, A., M. Carree and R. Thurik (2005), 'The Effect of Entrepreneurship on National Economic Growth', *Small Business Economics*, Vol. 23, pp. 311–21

Verheul, I., Wennekers, S., Audretsch, D. & Thurik, R. (2001) 'An Eclectic Theory of Entrepreneurship: Policies, Institutions and Culture' Research Report 0012, EIM, Zoetermeer.

Williams, C. C. (2008). Beyond necessity-driven versus opportunity-driven entrepreneurship: a study of informal entrepreneurs in England, Russia and Ukraine. *The International Journal of Entrepreneurship and Innovation*, 9(3), 157-165.

Wong, P. K., Y. P. Ho and E. Autio (2005), 'Entrepreneurship, Innovation and Economic Growth: Evidence from GEM Data', *Small Business Economics*, Vol. 24, pp. 335–50.

Yin, K. R. (2011). *Qualitative Research from Start to Finish*. New York: The Guilford Press.

Yin, K. R. (2009). *Case Study Research: Design and Methods*. 4th edition. S.J.: SAGE Publications Inc.

Zhou, M., and Lee, R. (2012) 'Traversing ancestral and new homelands: Chinese immigrant organizations in the United States', Paper Presented at the Conference on

Immigrant Transnational Organization and Development. Center for Migration and Development, Princeton University (May).

Zsomobor, C., (2011). The Sociological Aspects of Entrepreneurship in Transylvania. Faculty of Sociology and Social work Universitatea Babes-Bolyai.

INTERNET SOURCES

Bankole, P. (2011). The Entrepreneurship Challenge in Nigeria. Retrieved November 27, 2017. Available at: <<http://knowledge.wharton.upenn.edu/article.cfm?articleid=1675>> Cited: 22.11.2017

Collins, M., (2015). The Pros and Cons of Globalization. Forbes. Available at: <<https://www.forbes.com/sites/mikecollins/2015/05/06/the-pros-and-cons-of-globalization/#50a1addc00>> Cited: 09.09.2017

DeFranzo, S., E., (2011). What is the difference between qualitative and quantitative research?. Snap Surveys. Available at: <https://www.snapsurveys.com/blog/qualitative-vs-quantitative-research/> Cited: 14.12.2017

Immigration to the United States. Available at: <<http://immigrationtounitedstates.org/364-assimilation-theories.html>> Cited: 30.11.2017

Kazeem, Y. (2017). Nigeria's unemployment problem is showing no signs of slowing down. Quartz Africa. Available at: <<https://qz.com/999641/the-unemployment-rate-in-nigeria-has-climbed-for-nine-consecutive-quarters/>> Cited: 11.08.2017

Lima, A., (2010). The bodega beyond. Available at: <<http://pt.slideshare.net/alvarolima/transnational-entrepreneurship1-1>> Cited: 30.11.2017

Migration and Remittances. The World Bank. Available at:
<<http://www.worldbank.org/en/topic/labormarkets/brief/migration-and-remittances>>

Cited: 22.11.2017

National Bureau of Statistics Nigeria (2017)

<<http://www.nigerianstat.gov.ng/>> Cited: 22.11.2017

Oyesina, T. (2010). Enforcing copyrights law in Nigeria. Daily Tribune Newspaper.

Available at: <<http://www.tribune.com.ng/index.php/tribune-law/9363-enforcing-copyrights-law-in-nigeria>> Cited: 22.11.2017

Silicon valley business and Innovation centre: What is Economic Development?.

Available at: <<http://www.svbic.com/node/24>> Cited: 11.08.2017

