

Role of Trade Associations: How Does It Affect Entrepreneurial Framework Conditions in Nigeria'S Transport Industry?

Ugboaja, P.C^{1*}, Nzotta, S.², Ogbo, A.I.³

e-mail: gibengr@yahoo.com¹, uunzotta@yahoo.com², annogbo@gmail.com³

Department of Transport Management Technology ^(1,) and Department Financial Management Technology ⁽²⁾,
Federal University of Technology Owerri, Nigeria.

Department of Management, University of Nigeria, Enugu campus³.

Abstract

The objective of this paper is to determine the extent to which the role of trade associations influence the development of entrepreneurial frame work conditions in Nigeria's transport industry. To do this, survey research method was adopted for the study and questionnaire was used as data collection instrument. A random of one hundred and forty four (144) trade associations in Nigeria's transport industry were selected for the study out of a population of two hundred and twenty four (244) trade associations with eight hundred and seventy three (873) respondents . For completeness, a sample of six hundred and fifty seven (657) respondents from related organizations were included in the study. A total of one thousand, three hundred and seventy seven (1377) copies of questionnaire were administered to the respondents. The data collected were measured in a 5-point Likert scale with a Hypothesized mean of 3.00. Hypothesis was tested with the aid of two sample Z test at 0.05 level of significance. The data analysis showed that mean scores for the effect of pro-competitive and anti-competitive role of trade associations on the development of entrepreneurial frame work conditions in Nigeria's transport industry are 1.8796 and 4.5157 respectively. The z-calculated value for differences in the two mean scores was 167.1661 with significance (one tail) probability of < 0.0001 which is less than 0.05. Thus the test was significant at 5% level of significance ($p < 0.05$). Consequently we conclude that the effect of anti-competitive roles is significantly higher than that of precompetitive role of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry. In this light, it was recommended that government measures should aim at simultaneously inhibiting the growth of anti-competitive role while promoting pro competitive role among the trade associations in Nigerian Transport Industry.

Key words: Trade Associations, Nigeria, Transport, Entrepreneurial framework conditions.

1.0 Introduction

Invariably, transport is very important economically. For example, transportation accounts for 3 percent of Nigeria's Gross Domestic Product (GDP) on the average(National Bureau of Statistics (NBS) 1999, & Ugboaja, 2002 and 2013). Transport has also a social and cultural impacts, that influence our lifestyles Black (1995:1) yet little attention is paid to the development of knowledge in several fields of transport in Nigeria. In this respect, of particular mention is the role played by trade associations in transport industry in Nigeria; especially, how these roles influence the growth of small transport operators and new comers in the industry. Consequently, one is constrained to believe that the current state of knowledge in the area: "role of transport associations in Nigeria" is very poor. Given the circumstances, it is obvious, that the role of trade associations in Nigeria's transport industry is conspicuously missing in the literature studied. Moreover, it appears, that the trade associations in Nigeria's transport industry play significant role in promoting economic wellbeing of their members which invariably impedes the ability of entrepreneurs to compete successfully in the market.

For example, Coyle et al, (2000:74) assert that trade associations play the role of establishing industry standard and policy formulation and its influence. On the other hand, the United States Department of Justice (USDOJ, 1995:2) advocates that trade associations exert positive influence in the market in which their members operate; while others contend that the associations' role include defensive, promotional and ad hoc role. Apart from different views expressed by the writers on the role of trade associations, it has been pointed out, however, that transport researchers often neglect the study of the role of trade associations Cole et al (2000:74) and no thorough research has been done on the area of trade associations in Nigeria. (I.C.Ogwude personal communication, July 5, 2006).

It is against this backdrop, that we strongly believe that there is need to carry out the study to determine the extent to which the role of trade associations influence the development of entrepreneurial framework conditions in Nigerian transport industry. This is the gap this study intends to fill.

2. The Objective of the Study

The objective of this study is

To determine the extent to which the Trade Associations' (TAs') role influence the development of entrepreneurial frame work conditions in Nigerian transport industry

3. Research Question

In order to be guided in our research we sought answers to this research question:

To what extent does the role of trade associations foster the development of entrepreneurial framework conditions in Nigeria's transport industry?

4. Research Hypothesis

The research hypothesis for this study is:

The effect of anti-competitive roles is not significantly higher than that of pro-competitive roles of trade associations on fostering the development of entrepreneurial framework conditions in Nigerian transport industry.

5. Research Methodology

A random sample of one hundred and forty four (144) trade associations in Nigerian Transport industry were selected for the study out of a population of two hundred and twenty four (224) trade associations and all available managers were involved. To ensure reliability, senior personnel of transport related organizations were also included in the study. On the whole there were 873 managers in, 144 trade associations and 657 senior personnel in the transport related organizations who participated in the study. Therefore a total of 1530 copies of designed instrument questionnaire were administered to the respondents out of which 1377 copies were returned and found analyzable, given return rate of 90%. Data collected were analyzed with the aid of mean procedure and hypothesis was tested using two sample Z test at 5% level of significance.

6.0 REVIEW OF RELATED LITERATURE

6. Role of the Trade Associations

According to United States of America department of Justice (USDOJ1995), Trade Associations (TAs) are organizations of firms who have as one of their principal purposes as the furtherance of the common business interests of the firms.

Trade associations generally play a very important role in the nations' economy and market place. For example, in Japan there are about 15000 trade associations that were registered with Japan Fair Trade Commission (JFTC) as of 1993. The JFTC study groups on trade associations showed that of the 1002 associations studied, 7.1 percent of the responding associations indicated that the aggregate market share of their members was more than 50 percent. The report also found that one third of the associations, members has 90 percent or more of the total market share. These statistics however,

indicate that trade associations will always have a tremendous amount of influence and power in the market in which their members operate (United States of America Department of Justice (USDOJ 1995:2)

On the other hand, trade associations in an attempt to promote the economic wellbeing of their members particularly in Nigeria developed monopolistic attitude in the operation of their businesses. It has been argued that the creation of monopolistic approach by the trade associations invariably impede the ability of entrepreneurs to compete successfully in the nations' market. In the same vein, the United State Department of Justice comments:

“While trade associations can and often do provide important and Pro-competitive benefits to their members, trade associations also can serve as an organizing or facilitating body for anticompetitive practices. History has shown that, this is not merely a theoretical possibility in Japan. Over the past decade fully one third of the antimonopoly Act violation uncovered by the JFTC were, committed by trade associations (USDOJ 1995:2)”.

The USDOJ comment implied that trade associations apart from providing pro-competitive benefits to their members they also facilitate the development of anticompetitive practices which adversely affect the success of entrepreneurs. Similarly Peter Gomersall concludes that however trade associations exist:

- To support their members and further their interests
- To defend them when they are under threats and to try to agree and then
- To promote a common position on issues affecting the environment in which they operate (Gomersall, 2006:2).

Role of trade associations: how does it affect entrepreneurial framework conditions in nigeria's transport industry?

Going by these submissions, the trade associations in an attempt to support their members in furthering their interests often do promote important and pro-competitive benefits to their members. On the other hand, some of these trade associations' activities invariably, create anti-competitive barriers that impede the ability of entrepreneurs to compete successfully in the industry

Therefore the two general 'types of trade associations' roles are summarized as follows:

- pro-competitive role and
- anti competitive role (USDOJ 1995)

6.1 Pro-Competitive Role

Pro-competitive role are trade associations' practices that enhance the competitive process in the industry. According to Confederation of Passenger Transport (CPT 2006.1) trade associations role which may be termed pro-competitive are;

6.1.1 Commercial Services: Competitive pricing which enhanced levels of service and the benefits CPT members can be secured from a range of exclusive products and services negotiated with key industry suppliers. This includes:

Role of trade associations: how does it affect entrepreneurial framework conditions in nigeria's transport industry?

- Legal assistance to members
- Insurance and risk solutions
- Finance solutions
- Vehicle inspection service.

6.1.2 Conferences, Workshops And Seminars: These are usually free to members, CPT delivers a range of face to face opportunities for member, to learn about new legislation and regulation, plus industry developments and express their views directly to politicians and policy makers. The CPT offers these services to members through;

- national conferences
- Regional workshops
- multi-agency "one stop shops" and
- Subject specific seminars.

6.1.3 Cost Index: Faced with a set of public indices which provided unsatisfactory picture of industry costs, CPT decided in 2003 to start compiling an industry costs index of its own. Using figures obtained from volunteer members firms in each region, the index tracks movements in operators' key costs and combined them to give an overall figure for changes.

The index is published twice a year and should be used for benchmarking purposes. The index for example provides the costs information on changes in bus and coach industry costs for specified periods.

6.1.4 Crisis Control: The CPT has a crisis control team which can handle all media relations-press, radio and TV for CPT members, especially in case of accident. For instance in a road traffic accident which attracts any kind of media attention, the CPT crisis control team is especially trained in-house media professionals will offer a 24/7 service (that is 24 hours a clay 7 days a week service) to members. The benefit of crisis control to members is that a member is left free to deal with the priorities following such an accident and continues to run its business free from the pressures and strains of dealing with invariably intrusive press.

6.1.5 Media Relations: CPT has Media Relations team which is frequently approached by the media for facts and comments on current affairs affecting the CPT industry. The CPT spokesmen appear on TV, radio and are quoted in the national press ensuring that the memberships' view is heard. The CPT Media Relations team releases proactively good news on industry successes and achievements to broadcast and print media, ensuring that no opportunity for positive coverage is lost.

6.1.6 Technical and Compliance Support: The CPT has access to a wide range of published sources of environmental and safety data, helping members to advance the case for coaches, buses and light rail system against unfair and unsubstantiated claims from competing modes, CPT also offers practical support to assist members run successful profitable businesses without falling foul of the complex rules and regulations that govern the industry. In addition CPT provides to members through its (CPT) website and via its telephone help lines services a constantly updated set of briefings on major topics. It also permits members to use its service to apply for disclosures for members of staff who will work with children or vulnerable adults without having to become Registered Bodies with the Criminal Records Bureau in the UK. Furthermore, the CPT provides advice on the following areas to members:

- Drivers' hours and working time;

- PSV untied certification, testing and "in-use" criteria Enforcers' Powers;
- Catering for needs of disabled people;
- Financial standing;
- Local service registration and Bus service operators' grant;
- Paper work for operations outside the UK;
- Overturning incorrect fines incurred abroad and
- EU directive on driver training.

6.2 Anti-Competitive Role

Trade associations anti-competitive practices are those activities that impede the ability of non-members to compete successfully in the market. The Government of the United States of America (USG) categorizes anti-competitive practices engaged by Japanese Trade Associations as follows: (USDOJ 1995:614).

- 6.2.1 Conduct that restricts Prices:** This is trade associations activities that constitute price-fixing that entails lowering sales prices or raising purchase,
- 6.2.2 Conduct that Restricts Quantities:** This is Trade associations activities that constitute restrictions on quantities of goods or services supplied, or received or produced by constituent firms. It is worthy of note that restrictions on quantities of goods or services produced is considered as prohibitive behaviour since production restraints can have the same pernicious effect on the market as do sales restraints.
- 6.2.3 Conduct that Restricts Customers, Sales Channels etc:** This is the trade associations practices that constitute the formulations and distribution of "Black lists" at least where they are not developed in an objective manner and with a valid commercial justification (such as a list compiled on the basis of objective factual data of firms that have poor credit histories etc).
- 6.2.4 Conduct that Restricts Facilities and Technology:** This is the trade associations activity that seeks to control the independent decisions of firms with respect to the construction, expansion, demolition, closing, or conversion to other uses of facilities used to supply or receive goods or services.
- 6.2.5 Conduct that Restricts the Entry of Firms etc:** These are behaviours of trade associations viewed as prohibiting the entry of firms in the following areas:
- (a) Restricting the Supply of Goods and Services:** This is Trade Associations activities which constitute encouraging or pressuring or coercing of constituent firms or firms customers to restrict the supply of goods or services to a specific firms or a group of firms or non-members of the associations.
- (b) Restricting the Handling of Goods or Services:** Again this is a situation where trade associations encourage or coerce or pressure their constituent firms or customers to refuse to handle the goods or services of firms attempting to enter or expand their share of the market. Or where trade associations constituent firms or their customers encourage the restrictions of receipts or purchasing or handling of goods or services from a specific firms or group of firms.
- (c) Discriminatory Treatment:** These are trade associations activities that promote discriminatory treatment of non-members.
- (d) Boycotts:** These are Trade Associations conducts that amount to direct or indirect boycotts of goods or services from specific firms or group of firms or non-member firms.
- (e) Restrictions on membership and on access to benefit of Trade Association:** These are situation where trade associations unjust restrictions on membership, make it difficult for a firm to conduct business or trade associations conduct that prevents firms from joining trade associations or from obtaining the services of trade associations that may be necessary to compete successfully in the industry in **particular**;
- where the trade association's discrimination on membership is based on nationality, place of incorporation, or the existence of length of business experience or where denial of membership may significantly impede the ability of the excluded firm(s) from being
 - effective competitor in the market are equally considered as anti-competitive role.
 - also discrimination against foreign firms with respect to participation in internal management, meeting of the association and where the exclusion from such meetings denies the excluded firms 'access to competitive important information are anti-competitive activities of trade associations and
 - failure of trade associations to conduct their activities in an open and transparent manner may constitute anticompetitive role.
- (f) Interference with Transactions:** Interference by a trade associations with transactions of non-members such as through unfair disparagement or damage of the character of non member firms or their products or services can result in anticompetitive effects in the market, to that effect is viewed as anti competitive conduct.
- (g) Access by non-members to associations' benefits:** This is a situation where trade associations subject non-members" to unreasonable and discriminatory treatment with respect to providing the benefits of the associations such as participation in and access to comprehensive industry statistical reporting mechanisms or opportunities

to participate in joint exhibitions and similar events organized or sponsored by trade associations.

6.2.6 Unfair Trade Practice: This is a situation 'where trade associations employ specific methods in preventing non-constituent firms from engaging in certain trade or business or cause or pressure other companies to refuse to deal or handle goods and services of non constituent firms.

6.2.7 Information Provided by Government Agencies: It will be anti-competitive conduct if trade associations refuse to provide information from government agencies to non-members, especially information with respect to product standards that must be met before product or service can be

Role of trade associations: how does it affect entrepreneurial framework conditions in nigeria's transport industry?

procured by the government or before a product or service will be approved for sale in accordance with government regulations and more importantly where the information is not easily available from other sources. In effect denied non-members access to key government provided information, not readily obtainable from other sources is anti-competitive conduct by trade associations.

6.2.8 Management guidance that leads to Restraints on Competition: This is where trade associations management guidance leads to competition restricting conduct such as supply restrictions, price fixing etc or other unlawful practices already mentioned are deemed to violate pro-competitive role.

6.3 Entrepreneurship

Entrepreneurship is all about change in production process. Entrepreneurship is defined in terms of functional role of entrepreneurs and includes:

- **Risk seeking:** This means entrepreneur willingness to take the risk associated with uncertainty. This class belongs to Knightian school of thought.
- **Innovativeness:** This is concerned with the application of innovative ideas. This is the Schumpeterian school of thought.
- **Opportunity seeking:** This is concerned with perceiving and seizing new profit opportunities. This is the Kiznerian entrepreneur school of thought. (United Nations conference on Trade and Development (UNCTAD) 2005 :3-4)

On the other hand, Rasmussen and Sorheim (2005) define entrepreneurship as a process by which a person is either on their own or inside organization pursue opportunities without regard to resources he currently controls. Furthermore, Dollinger (2006:31) argues that entrepreneurship is concerned with the creation of an innovative economic organization for purpose of gain or growth under conditions of risk and uncertainty. By implications this definition suggests that entrepreneurship is all about:

- Creation: this implies a founding of a new venture
- Economic organization: this term means economic organization whose purpose is to allocate scarce resources.
- Risk and uncertainty risk refers to the variability of returns.

It is note worthy that if there is no risk, the returns are certain, in this case the firm can expand forever, because no negative outcome could occur. Uncertainty refers to the confidence entrepreneurs have in their estimates of how the venture works, their understanding of the causes and effects in the environment in effect. If there is no uncertainty, then the environment can be perfectly known.

In this light the definition of entrepreneurship includes:

- Innovation
- Economic Organization and
- Growth during risk and uncertainty.

However the concept of entrepreneurship "is the process of uncovering and developing an opportunity to create value through innovation and seizing that opportunity without regard to either resources (human and capital) or the location of the entrepreneur in a new or existing company. For Churchill as cited in Antoncis and Aisruh entrepreneurship is considered an individual or organizational level behavioural phenomenon or a process of emergence (Antonic & Robert 2003).

Emergence related behaviours, such as organization formation and innovation, differentiate entrepreneurship from non - entrepreneurship, which refers more to management of existing, or customary activities or venture. In effect, small business owners can be as entrepreneurial or less entrepreneurial firms.

Invariably, entrepreneurship comprises of non customary events, since entrepreneurship exists only when new combinations are actually carried out and ceased when this process is completed.

At both the individual and organizational level entrepreneurship is either outcome based behaviour or its intentions, which can be observed in a series of smaller events, or in one or few larger events, such as new venture formation or breakthrough innovation. Entrepreneurship can also be viewed in both absolute terms (for

example, new firms vs no new firm) as well as in relative terms (more entrepreneurial vs less entrepreneurial). Nevertheless, new firm creation is the most obvious manifestation of entrepreneurship at individual level (Antoncic and Hisrich 2003).

6.4 How to Promote Entrepreneurship:

According to United Nations Conference on Trade and Development (UNCTAD) 2005; 9-14), entrepreneurship can be fostered through a number of ways:

i Fostering Entrepreneurial Traits

This emphasizes the importance of the motivational aspect of the entrepreneur and argue that entrepreneurial Behaviour is driven by the need for personal achievement, supported by desire for power and desire for affiliation at work (Thompson 2004:430).

ii The Empretec Programme:

This is an integrated capacity building programme of the UNCTAD that helps foster entrepreneurial capabilities and growth of international competitive Small Medium Enterprises (SMEs). It was established in 1988 and consists of 10 personal entrepreneurial competencies (PEC) developed by Harvard University. The PEC are experienced through entrepreneurship training workshop (ETW). The ETW focus on motivation and strengthening entrepreneurial talents.

iii Improving Entrepreneurial Framework Conditions;

This is concerned with on how to create conditions conducive to entrepreneurial activities and how to ensure that entrepreneurial skills are allocated to activities adding value to society through policy making. Consequently, three policy area~ were identified as being significantly important for entrepreneurial activities.

The main policy areas- that foster new firm creation and entrepreneurship are:

- Increase in access to finance
- Facilitating entry and exit and
- Evaluation government support programmes (UNCTAD 2005)

In succinct summary of literature review, it is noted also that several writers notably UNCTAD (2005) Hofer and Sandberg as cited in Wheelen and Hunger (2004) identify factors affecting new venture success and those fostering entrepreneurial behaviours. These factors include:

- Improving entrepreneurial framework conditions
- Fostering entrepreneurial traits
- Entrepreneurial characteristics
- Business strategy of new venture and
- Industry structure.

On the other hand, USDOJ (1995) categorizes the role of Trade Association into two:

- Pro-competitive role and
- Anti-competitive role

Following these submissions, however, entrepreneur is conceivably any person who undertakes a new creative and sustainable venture. Invariably, in this work our focus is to find out the extent to which the trade associations' conducts influence the development of entrepreneurial framework conditions in Nigerian's transport industry. Given the Circumstance it is obvious that the effect of trade associations' role in improving entrepreneurial framework conditions is conspicuously

missing in the literature studied. Inevitably this study intends to fill this gap by researching into the role of trade associations' in Nigerian's transport industry to ascertain the extent to which the roles affect the development of entrepreneurial framework conditions.

7. DATA PRESENTATION AND ANALYSIS

7.1 Research Question

To what extent does the role of trade associations improve entrepreneurial framework conditions in Nigeria's transport industry?

Table 1 (a and b): influence of roles of trade associations on the improvement of entrepreneurial framework conditions;

Table 7.1a; Pro-competitive roles

ITEM	DESCRIPTION	MEAN	STD DEV	OBS
item-37	Conducts that positively influence government policies	2.5534	1.3169	1377
item-31	Commercial services, namely, legal assistance to members, insurance and risk solutions, finance solutions and vehicle inspection services	2.1394	0.6984	1377
item-36	Technical and Compliance support	2.0792	0.4020	1377
item-34	Crises Control	2.0566	0.3490	1377
item-35	Media Relations	2.0450	0.3337	1377
item-32	Conferences, Workshops and Seminars	1.1474	0.5331	1377
item-33	Collection of Cost Index data	1.1358	0.4789	1377
overall		1.8796	0.4101	1377

Table 7.1b; Anti-competitive

ITEM	DESCRIPTION	MEAN	STD DEV	OBS
item-42	Conducts that restrict the entry of firms into legitimate services and operations	4.8969	0.5494	1377
item-41	Conducts that restrict facilities and technology	4.8722	0.5866	1377
item-45	Management guidance and decisions that lead to restraints on competition	4.8620	0.6111	11377
item-44	Hoarding of information provided by Government Regulatory Agencies	4.8519	0.5350	1377
item-38	Conducts that restrict prices	4.8497	0.5806	1377
item-43	Unfair trade practices	3.9542	0.3368	1377
item-40	Conducts that restrict customers and sales channels	3.9310	0.2959	1377
item-39	Conducts that restrict quantities	3.9078	0.4473	1377
overall		4.5157	0.4175	1377

Source: Field Work

7.1a and 7.1b show the extent to which pro-competitive anti-competitive roles of trade associations respectively

affect the development of entrepreneurial framework conditions in Nigeria's transport industry. Table 1a shows the extent to which each of the seven (7) pro-competitive roles considered in the study, affects the development of entrepreneurial framework conditions in Nigeria's transport

Role of trade associations: how does it affect entrepreneurial framework conditions in nigeria's transport industry?

industry is below average, this is because they all have mean scores less than the expected. value of 3.00 on a 5-point Likert scale. However, the pro-competitive role that has the highest effect on the development of entrepreneurial framework conditions in Nigeria's transport industry is item-37 (Conducts that positively influence government policies) with a mean score of 2.5534. This is followed by item-31 (Commercial services, namely, legal assistance to members, insurance and risk solutions, finance solutions and vehicle inspection services) with a mean store of 2.1394. The pro-competitive role that has the least effect on the development of entrepreneurial framework conditions in Nigeria's transport industry is item-33 (Collection of Cost Index data) with a mean score of 1.11358

The overall effect of all the seven (7) pro-competitive roles on the development of entrepreneurial framework conditions in Nigeria's industry is 1.8796, which is less than the expected value of 3.00 on a 5-point Likert scale. This means that the extent to which pro-competitive roles of trade associations affect the development of entrepreneurial framework conditions in Nigeria's transport industry is generally below average.

Similarly, table 1b shows that the extent to which each of the eight (8) anti-Competitive roles considered in the study, affects the development of entrepreneurial framework conditions in Nigeria's transport industry is above average. This is because they all have mean scores greater than the expected value of 3.00 on a 5-point Likert scale. The anti-competitive role that has the highest effect on the development of entrepreneurial framework conditions in Nigeria's transport industry item-42 (Conducts that restrict the entry of firms into legitimate services and operations) with a mean score of 4.8969. This is followed by item-41 (Conducts that restrict facilities and technology) with a mean score of 4.8722. The anti-competitive role that has the least effect on the development of entrepreneurial framework conditions in Nigeria's transport industry is item-39 (Conducts that restrict quantities) with a mean score of 3.9078. The overall effect of all the eight (8) anti-competitive roles on the development of entrepreneurial framework conditions in Nigeria's transport industry is 4.5157, which is greater than the expected value of 3.00 on a 5-point Likert scale. This means that the extent to which anti-competitive roles of trade associations affect the development of entrepreneurial framework conditions in Nigeria's transport industry is generally above average. Consequently, we conclude that the effects of pro-competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry are severally and jointly below average, while the effects of the anti-competitive roles are severally above and jointly above average

7.2 Test of Hypothesis

Hypothesis:

- Null hypothesis: The effect of anti-competitive role is not significantly higher than that of pro-competitive role of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry.
- Alternative hypothesis: The effect of anti-competitive roles is significantly higher than that of pro-competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry.

Table 7.2: Two sample Z test for differences in the effects of pro-competitive and anti-competitive roles of trade associations on the development of entrepreneurial framework conditions Nigeria transport Industry

Variable	Framework-n	Framework-p
Mean	4.5157	1.8796
Known Variance	0.1743	0.1682
Observation	1377	1377
Hypothesized Mean Difference	0	
z-calculated	167.1661	
P(Z<=z) one-tail	<0.0001	
z-tabulated (one- tail)	1.6449	
P(Z<=z) two tail	<0.0001	
z-tabulated (two tail)	1.9600	

Source: Field Work

Table 7.2 shows the two sample z test for differences in the effect of pro-competitive and anti-competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry. The table shows that the mean scores for the effects of pro- competitive and anti-competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport framework

conditions in Nigeria's transport industry is higher than that of the pro-competitive roles. The z-calculated value for differences in the two mean scores is 167,1661 with a Significance (one-tail) probability of <0.0001 , which is less than 0.05. Thus the test is significant at 5% level of significance ($P < 0.05$). We therefore reject the null hypothesis and accept the alternative hypothesis.

Consequently, we conclude that the effect anti-competitive roles is significantly higher than that of pro-competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry.

8. Discussion of Results

The results indicate that overall effect of all the seven (7) pro-competitive roles on the development of entrepreneurial framework condition in Nigeria's transport industry is 1.2796 which is less than the expected value of 3.00 on a 5-point Likert scale. On the other hand, the overall effect of all the eight (8) anti-competitive roles on the development of entrepreneurial framework conditions in Nigeria's transport industry is 4.5157, which is greater than the expected value of 3.00 on a 5-point Likert scale. These findings suggest that the extent to which pro-competitive roles of trade association affect the development of entrepreneurial framework conditions in Nigeria's transport industry is generally below average; while the extent to which anti-competitive roles of trade association affect the development of entrepreneurial framework conditions in Nigeria's transport industry is generally above average.

The hypothesis tested showed that the z-calculated value of, for differences in the two mean score (mean score for effects pro-competitive and anti-competitive roles) score is 167.1661 with significance (One tail) probability effects of <0.0001 , which is less than 0.05. Thus the tested is significant at 5% level of significance ($P < 0.5$). Therefore, null hypothesis is rejected and alternative hypothesis accepted.

9. Implications Of The Findings.

The findings of this study based on the research question and hypothesis have some implications to the society in general and Nigeria's transport system in particular. For example, one of the implication is that the objective of this study has been realized; in that the study has revealed that the role of trade associations in Nigeria's transport industries does not to some extent foster the creation of conditions conducive to entrepreneurial activities and ensuring that entrepreneurial skills are allocated to activities adding value to society through policy making. This is evidenced by the fact that the extent to which all the seven (7) pro-competitive role of trade associations considered in this study affect the development of entrepreneurial framework conditions in Nigeria's transport industry is below average. This is because all the pro-competitive role considered have mean scores less than the expected value of 3.00 on a 5-point Likert scale while eight (8) anti-competitive role of trade associations considered in the study have mean scores greater than the expected value of 3.00 on a 5-point Likert scale (see tables 7.1a and 7.2a).

In the same vein the test of hypothesis using two sample Z test for the differences in the effects of pro-competitive and anti-competitive roles of trade associations in improving the entrepreneurial framework conditions in Nigeria's transport industry proved that anti-competitive role is significantly higher than that of pro-competitive role of the trade associations (see table 7.2).

According to UNCTAD (2005) the main policy areas that foster new firm creation and entrepreneurship are:

- Increase in access to finance
- Facilitating entry and exit and
- Evaluation government support programmes.

These policy areas that enhance entrepreneurial framework conditions were adequately treated in the study and the results showed that for instance mean scores for pro-competitive and anti-competitive roles of trade associations in Nigeria's Transport Industry were 1.8796 and 4.5157 respectively (see tables 7.1a and 7.1b) which provides an indication of the extent to which the anti-competitive roles of trade associations were higher than that of pro-competitive role.

Specifically, it is evident that the rating of trade associations role in providing financial solutions was 2.1394; while the trade associations conducts that restrict the entry of firms into legitimate services and operations, and hoarding of information provided by Government Regulatory Agencies were 4.8969 and 4.8519 respectively. To a considerable extent the reasons for this may lie in the fact that the trade associations practice that impede the ability of non-members to compete successfully in the market are prominent.

Consequently, it can be concluded to some extent that trade associations anti-competitive conducts are significantly higher than that of pro-competitive conducts in Nigeria's transport industry. Invariably trade associations develop monopolistic attitude in their attempt to promote economic wellbeing of their members. This means that trade associations' roles has little influence in creating conditions conducive to entrepreneurial activities in Nigeria's transport industry.

10. Conclusions and Recommendations

Based on the findings we conclude that the effect of pro-competitive and anti- competitive roles of trade associations on the development of entrepreneurial framework conditions in Nigeria's transport industry are severally and jointly below and above average respectively.

Furthermore, as a result of the hypothesis tested, we conclude that the effect of anti- competitive roles is significantly higher than that of pro-competitive roles of trade associations on the development of entrepreneurial frame work conditions in Nigeria's transport industry.

In view of the Conclusions, we recommend as follows:

(1) Federal Government of Nigeria (FGN) should introduce measures to inhibit trade association activities that impede the ability of non members of the association to compete successfully in the market and discourage unfair disparement.

(2) The Federal Government of Nigeria (FGN) should also take measure aimed at promoting trade associations practices that enhance the competitive process in the industry.

REFERENCES

- Black, A. (1995) *Urban Mass Transportation planning*, Singapore, McGrawHill Inc.
- Broad Base UK Ltd and Broad End Nig. Ltd (2000-2001) *Lagos chamber of commerce and Industry: Brief History Lagos, Nigeria business info Corn* <http://www.Lagos.com> retrieved on 4/10 2006. (On line)
- Confederation of Passenger Transport (CPT) (2006 June) *CTP Services*, London, CTP UK <http://www/CPT-UK.Org> retrieved 8/12/2006. (On Line)
- Coyle, J.J., Bardi, E.J, and Novack, R.A. (2000) *Transportation* (5th Ed). Mason South Western College Publishing Thomson learning.
- National Bureau of Statistics (NBS) (1999) *Annual abstract of Statistics* Abuja: NBS
- Goggle Director (2005). "Business Transportation and Logistics" *Trade Associations Goggle* www/goggle.com. (On Line).
- Gosmersall, P. (2006 June) "why you need your Trade Association" *Transport Conference of passenger Transport (CPT)*: London <http://www/cptuk.Org>. (retrieved 8/12/2006. (On Line).
- Nimick, B. (2006) "CPT Means Business", *Confederation of passenger Transport London (CPT) UK* P.I <http://www.CPT.uk.org> retrieved on 8/12/2006 (On Line).
- Ugboaja, P.C. (2013) "A Sustainability assessment of Nigeria transport policy" *International Journal of Asian Social Science* Volume:3, Issue:5:pp1208-1226.
- Ugboaja, P.C. (2002) "Scanning Nigeria's Transport Environment Strategic Management Approach" *Inter World journey of Management and Development studies* Vol.1 pp.185-138.\
- United States of America Department of Justice, Trade Antitrust Division (USDOJ) June 9, (1995) *Comments of the government of the United States on the Japan Fair Trade Commission (JFTC) Draft Antimonopoly Act Guidelines concerning the Activities of Trade Associations* Washington USDOJ <http://www/usdoj.gov/atr/public/c/international/docs/00232.htm>. (On Line).
- Wheelen, T.L. and Hunger, J.D. (2004) *Strategic Management and Business Policy* (9th (ed.), New Jersey, Pearson Education Inc.
- Badi, R, V. and Badi, N.V. (2006) *Entrepreneurship*, Deli: Virinda Publications (P) Ltd.
- Dollinger, M.J (2006) *Entrepreneurship! Strategies and Resource* 3rd (ed); New Delhi; Pearson Education Ltd.
- Hofer, C.W. and Sandbery, W.R (1987) "Improving new venture performance some guidelines for success" *American Journal of Small Business Summer* PP.17-19
- Thompson, J.L. (2004) *Strategic Management* 4th (ed.); London: Thompson Learning.
- Antončič, B. and Hisrich, R.D. (2003) "Clarifying the Entrepreneurship Concept", *Journal of Small Business and Enterprise Development* Vol.10 No. 1 pp. 7-24
- Rasmussen, E.A. and Sorheim, R. (2005) "Auction Based Entrepreneurship Education"
- Scarborough, N.M. and Zimmerer T.W. (2000) *Effetive Small Business Management: An Entrepreneurial Approach* 6th (ed.)
- Stoner, J.A.F, Freeman, R.E and Gilbert, D.R. Jr. (2004) *Management* 6th (ed.), New Delhi: Prentice. Hall of India private Limited
- United National Conference on Trade Development (UNCTAD) (2005) *Entrepreneurship and Economic Development: The EMPRETEC Showcase* Geneva: UNCTAD.
- Wheelen, T.L. and Hunger, J.D. (2004) *Strategic Management and Business Policy* 9th (ed); New Jersey: Pearson Education Inc.

This academic article was published by The International Institute for Science, Technology and Education (IISTE). The IISTE is a pioneer in the Open Access Publishing service based in the U.S. and Europe. The aim of the institute is Accelerating Global Knowledge Sharing.

More information about the publisher can be found in the IISTE's homepage:

<http://www.iiste.org>

CALL FOR JOURNAL PAPERS

The IISTE is currently hosting more than 30 peer-reviewed academic journals and collaborating with academic institutions around the world. There's no deadline for submission. **Prospective authors of IISTE journals can find the submission instruction on the following page:** <http://www.iiste.org/journals/> The IISTE editorial team promises to review and publish all the qualified submissions in a **fast** manner. All the journals articles are available online to the readers all over the world without financial, legal, or technical barriers other than those inseparable from gaining access to the internet itself. Printed version of the journals is also available upon request of readers and authors.

MORE RESOURCES

Book publication information: <http://www.iiste.org/book/>

Recent conferences: <http://www.iiste.org/conference/>

IISTE Knowledge Sharing Partners

EBSCO, Index Copernicus, Ulrich's Periodicals Directory, JournalTOCS, PKP Open Archives Harvester, Bielefeld Academic Search Engine, Elektronische Zeitschriftenbibliothek EZB, Open J-Gate, OCLC WorldCat, Universe Digital Library, NewJour, Google Scholar

