

## Maritime Entrepreneurship: Challenges and Prospects of Female Entrepreneurs in Accessing Opportunities in the Nigerian Maritime Industry

<sup>1</sup>Mogbojuri Oluwagbenga, <sup>2</sup>Kingdom Bello and <sup>2</sup>Owoputi A.E

<sup>1</sup>Department of Maritime Transport Studies, Maritime Academy of Nigeria, Oron, Nigeria

<sup>2</sup>Department of Transport Management Technology, Federal University of Technology, Akure,

Emails: [gbengene1546@gmail.com](mailto:gbengene1546@gmail.com), +23407038985127

[kingdompeacekingdom@yahoo.com](mailto:kingdompeacekingdom@yahoo.com), [aewoputi@futa.edu.ng](mailto:aewoputi@futa.edu.ng), 09035019886

### Abstract

Maritime entrepreneurship plays a significant role in any economy that is accessible by sea. It has contributed to the Gross Domestic Product (GDP) of a nation, and it is a catalyst that enhances employment opportunities and stimulates economic growth. Despite this, there are untapped opportunities in the Nigerian maritime industry that are not accessible by female entrepreneurs. This paper, therefore, examines the challenges faced by female entrepreneurs in accessing the untapped opportunities in the Nigerian maritime Industry. Data collection is via online questionnaires from 100 respondents. One way ANOVA was used to analyse the collected data. The result shows that lack of finance with the f value of 543.656 is the greatest and is statistically significant among the variables identified. Then, followed by lack of education with f value of 424.178, gender disparity with f value 243.412, Unhealthy business environment with f value of 196.271, lack of support with f value of 139.882, cultural differences with 150.375 and family pressure with 83.515. Therefore, lack of funds is one of the major problems affecting female entrepreneurs in accessing untapped opportunities in the Nigerian maritime industry. It was recommended that female entrepreneurs should be encouraged and motivated by implementing policy programmes to promote female entrepreneurship in the Nigerian maritime sector.

**Keyword:** *Maritime entrepreneurship, female entrepreneurs, maritime industry*

### 1. Introduction

Maritime entrepreneurship is one of the critical success factors in the growth and development of any emerging economy accessible by sea. Maritime entrepreneurship is defined as a process undertaken by identifying investment opportunities, creating wealth, and taking the risk that will contribute to the economic growth of the maritime industry.

Its importance cannot be overemphasised in its contribution to the Gross Domestic Product (GDP), employment opportunities in the country Stel et al. (2005). It promotes innovation and social impact in the maritime sector. Hackett and Dilts (2004) opined that entrepreneurship should deliver a community, society, or regional strategy to promote new enterprise survival.

The maritime industry is all-encompassing as it embraces all the economic ventures derived from the Nigerian waters. It includes services associated with coastal shipping, tramp service, short sea shipping, port operations, ship management and agencies, dockyard and dock facilities, freight forwarding, customs clearing, import and export trade, banking, and cargo inspection. Airahilobhor (2011) noted seaborne trade accounts for over 60% of the total of the sixteen countries for West Africa State (ECOWAS), and such has a significant impact on the member state.

Opportunities in the maritime industry are numerous and, as such, need to be harness for effective utilisation. Maritime entrepreneurship is inevitable in maximising these opportunities in the maritime industry. However, maritime entrepreneurship has to do with creating or seeking opportunities in the maritime sector, regardless of the resources presently controlled. Although the Nigerian economy has been described as a middle-income mixed economy, female entrepreneurs are yet to untapped the various opportunities in the maritime sector. Also, with the present reforms in the maritime sector, it is expected that port reform will reshape the industry in terms of managerial skill and orientations and put it in the best hand of the private sector Ndikom (2008). This port reform is to enhance private participation in port business and achieve a sustainable hub port for West and Central Africa. The role of female entrepreneurs in the maritime cannot be overemphasised as they contribute significantly to the socio-

economic growth of the maritime industry. But the female entrepreneur in an emerging economy like Nigeria encounters a lot of challenges, hence their participation in the maritime industry is at the lowest ebb. This paper therefore examined the challenges facing female entrepreneurs in accessing untapped opportunities in the Nigerian maritime industry. It analysed data sourced using a scientifically proven method to proffer a solution to this societal and gender challenges of the female entrepreneurs in the maritime industry.

## **1.2 The Study Framework**

### **1.2.1 The Nigerian Maritime Industry**

The maritime industry plays a significant role in the socio-economic advancement of a nation. Remarkably, the seaborne trade accounts for about 90 per cent of the world international trade Soner (2008) and Gabriel (2019). As it is in other industries, maritime trade has continued to be impacted by developments in the world political-economic sphere Ndikom (2015). Port reforms in the Nigerian maritime industry have successfully encouraged the participation of private investors. Privatisation and concessioning of Nigerian ports are part of the reform that has transformed the industry. It gave rise to private investors to key into the maritime business. This concessioning agreement came into existence in May 2006, in which Nigerian Ports Authority adopted the landlord model as the preferred option by the Federal Government. The purpose of this model was to transfer cargo operational

obligation to private operators known as concessionaires while the Federal government, through her agency known as Nigerian Ports Authority, retains the public ownership of the port infrastructure NPA (2018). The followings are the six major ports concessioned in Nigeria

1. Lagos Port Complex
2. Tin Can Island Port Complex
3. Rivers Port

4. Delta Ports Complex
5. Onne Ports Complex
6. Calabar Port

The period of this concession plan is usually 10 to 25 years based on long term leases NPA (2018). The table below shows the list of concessionaires, including the terminal they occupied, lease terms (years), and the handover date.

Table 1: Concessioners Operating different Terminals in Nigeria

S/N	Terminal operator	Terminal
1.	Apapa Bulk Terminal Ltd	Apapa Terminal A
2.	Apapa Bulk Terminal Ltd	Apapa Terminal B
3.	ENL Consortium	Apapa Terminal C
4.	ENL Consortium	Apapa Terminal D
5.	Greenview Dev. Nigeria Ltd	Apapa Terminal E
6.	APM Terminals Limited	Apapa Container Terminal
7.	Lilypond Container Depot Nigeria Ltd	Ijora Container Depot
8.	Josephdam Ports Services Ltd	TCIP Terminal A
9.	Tin Can Island Cont. Terminal Limited	TCIP Terminal B
10.	Port and Cargo Handling Services Limited	TCIP Terminal C
11.	Five Star Logistics Limited	TCIP RORO Terminal
12.	Ports and Terminal Multiservices Ltd	TCIP Terminal E
13.	Port and Terminal Operators Nig. Ltd	Port Harcourt Terminal A
14.	BUA Ports and Terminals Limited	Port Harcourt Terminal B
15.	Intels Nigeria Limited	Onne FOT A
16.	Brawal Oil Service Ltd	Onne FLT A
17.	Intels Nigeria Limited	Onne FLT B
18.	Atlas Cement Co. Limited	Jetty FOT Onne
19.	Intels Nigeria Limited	Calabar New Terminal A
20.	Ecomarine Nig. Limited	Calabar New Terminal B
21.	Addax Logistics Nigeria Limited	Calabar Terminal (Old Port)
22.	Intels Nigeria Limited	Warri Old Port Terminal A
23.	Associated Maritime Service Limited	Warri Old Port Terminal B
24.	Intels Nigeria Limited	Warri New Port Terminal B
25.	Julius Berger Plc	Warri New Port Terminal C
26.	Greenleigh	Koko Terminal

Source: NPA (2018)

Other reforms also took place on the 1<sup>st</sup> of August, 2006, which saw the merger of the

Joint Maritime Labour Industrial Council (JOMALIC) and the National Maritime

Authority (NMA) to form the Nigerian Maritime Administration and Safety Agency (NIMASA) (Victor, 2014). Up till now, NIMASA is saddled with the responsibility of seafarers and dock labour operations in Nigerian maritime industry. With this reform, an enabling environment has been provided for private sector participation. The International Labour Organization upholds that all seafarers are to be issued seafarers identity documents at the international level. At the national level, they are to be registered with the agency.

### 1.2.2 The Maritime Cluster Services

The maritime industry provides the following service that will enhance and promote entrepreneurship in the country. The services are coastal shipping, port operations, ship management, dockyard and dock services, freight forwarding operation, port operation, cargo management, maritime protection and environmental management, logistics and transport services and international trade (import and export). The impact of maritime education becomes expedient in unlocking the untapped opportunities in the maritime sector, which forms part of the maritime cluster services. Gabriel (2019) opined that the maritime cluster services are very crucial to the functionality of the shipping sub-sector in Nigeria.

Although this cluster makes a business competitive at the national, regional, and global levels, it improves the efficiency and productivity of companies, thereby creating opportunities for entrepreneurs

and sustainable development in an emerging economy.

Victor (2014) and Gabriel (2019) listed the following are profitable investments for entrepreneurs:

- Supply boat for offshore oil fields
- Crew boat for offshore oil field
- Tugboats
- Diving support vessels
- Cable/pipe laying vessels.
- Barges (self and non-self-propelled)
- Houseboats
- Dredgers
- Passenger/ferry services
- Cruise/ tourism services
- Dry – dock and ship repair facilities
- Coastwise shipping services
- Trawlers
- Terminal/jetty infrastructure
- Pilotage and towage services
- Offshore construction and fabrication

### 1.3 Concept of Entrepreneurship

Entrepreneurship is termed the oldest form of business enterprise in the world. The concept of entrepreneurship keeps evolving with the current changes in the world. The word entrepreneurship is derived from the French word, which signifies "to embrace". Berglund and Holmgren (2013) defined *entrepreneurship as a dynamic and social process where individuals alone or in co-operation identify opportunities and do something to reshape ideas to practical or aimed activities in a social, cultural or economic context.*

Entrepreneurs are people who organise and innovates new idea that operates and survive in a competitive business environment. Abdulnasir (2018) opined that entrepreneurs are action-oriented, highly motivated, takes the risk to achieve their goals. They play an essential role in any emerging economy of a nation. According to Ohanemu (2006), entrepreneurs are highly essentials for economic growth and development of a country. According to Ribeiro-Soriano (2017), Entrepreneurship is regarded as a powerful engine that enhances employment opportunity and also stimulates economic growth. It is also regarded as a crucial element of economic growth and development across the globe Meyer (2018).

#### **1.4 Challenges militating female entrepreneurship in the Nigerian Maritime Industry**

Entrepreneurship plays a significant role in the economic growth of a nation. Female participation is not an exception. Globally, females are showing enormous interest in entrepreneurship leading to more female participation in a new business venture Meyer (2018).

Women entrepreneurship for productive capacity building is vital in the Nigerian Maritime Industry. Aside from generating income, they build a robust competitive environment that boosts the economy of a nation. Consequently, they are faced with challenges in an emerging economy. UNCTAD (2015) identified some challenges facing women entrepreneurs

1. Gender disparities in access to input
2. Lack of access to finance
3. Legal barrier

These challenges make it difficult for women's entrepreneurs to invest in the Nigerian maritime industry. The maritime business is highly competitive. It is occupied predominantly by a male counterpart called the Chief Executive Officer (CEO). There is little or no robust network to support women's professional growth. The present complexities facing entrepreneurs entail leadership styles, changes, uncertainty, conflict, culture, technology, structure, competitive market, profitability, and workplace motivation. Dobson and Kebe (2018) opined entrepreneurship education are seen as means to curb unemployment challenges in Sub Africa is in its infancy and has some major problems in its delivery. Lack of education posed a severe threat to the growth and development of entrepreneurship in developing nation. Valdeci, et al., (2019) assert that women entrepreneurs are faced with challenges of balancing their professional life with family tasks they traditionally perform. Difficulty in accessing finance, lack of self-esteem, gender issues, lack of self-confidence, lack of social credibility and acceptance of women can lead to anxiety and assailable to social criticism and pressure from society.

#### **1.5 Push and Pull Factors Influencing Women Entrepreneurship**

**Push factors:** They encourage female entrepreneurs who have no other career option due to traditional jobs being less

attractive. It includes unemployment, job insecurity and disagreement with management. Simonin (2006) itemised the components of push factor as lack of satisfaction with salary, low family income and difficulties in searching for an excellent job that will balance family obligations.

**Pull factors:** These are factors that encourage women to do away with their attractive jobs to become entrepreneurs. Simonin (2006) itemised the main components of the pulling factors as independence, self-accomplishment, a passion for the initiative, willingness to generate income, social status, and power.

Cavada, Bobek and Macek (2017) propounded the studies on the factor that encourages women entrepreneurs to start their businesses in Mexico. It was discovered that female entrepreneurs were influenced by different factors such as female entrepreneurs' attributes, social and economic factors. It was concluded that traditionally conservative behaviour, negative risk tendency and lack of support from family members deterred women entrepreneurs from starting their businesses. In Africa, Lock, Lawton and Helen (2016) asserted that Kenyan women are leaving their current jobs to start up their own businesses in a healthy and favourable working environment. The number of entrepreneurs operating at any one time would depend on the strength of the pull and push forces. If they are strong, then many entrepreneurs will emerge. Walker and Webster (2007) insist that women are "pushed" rather than "pulled" into business and that recent researches

have shown that many women choose self-employment.

## 2. Methodology

The study area for this research is Apapa Port Complex located in Lagos State. Located within the bearing of 62°N and longitude 32°E. It is situated in the Apapa Local Government of Lagos State. Data collection is through online questionnaires from 100 respondents working in Apapa Port Complex. One way ANOVA was used to analyse the collected data.

## 3. Results and Discussion

The result showed that the following are factors influencing female entrepreneurs in the Nigerian maritime industry.

- i. **Lack of Funds (LF):** Funding is highly essential to start up a business in the maritime sector. Female entrepreneur encounter problem in getting from the bank due to lack of collateral
- ii. **Family Pressure (FP):** house responsibility is a significant factor influencing female entrepreneurs as they combine taking care of their children and business together. It drains energy and time, making female entrepreneurs pay more attention to their families than the company itself. No support from family members
- iii. **Lack of Education (LED):** Acquiring knowledge, skills and resources needed to run a business in the maritime sector in Nigeria is through education.
- iv. **Cultural Differences (CD):** Some African culture allows female

entrepreneurship while some do not allow women to work but rather become a full housewife. Their husband is responsible for family welfare.

- v. **Gender Disparities (GD)**: Maritime business is highly competitive and predominantly dominated by male entrepreneurs. Discrimination becomes inevitable as men and women don't have equal opportunities to occupy the top position. Men are more favoured than women.

- vi. **Unhealthy Business environment (UBE)**: This refers to a hostile and unfavourable business environment. When the business does not encourage women entrepreneurship, it becomes hostile for women to participate in such business—for example, intimidation from the boss or the shipping company owner.

- vii. **Lack of support (LS)**. It occurs when there is no mentor to guide female entrepreneurs.

**Table 2: Analysis of Variance**

ANOVA		Sum	of	Mean		
		Squares	Df	Square	F	Sig.
FP	Between Groups	35.245	3	11.748	83.515	.000
	Within Groups	13.505	96	.141		
	Total	48.750	99			
LS	Between Groups	82.514	3	27.505	139.882	.000
	Within Groups	18.876	96	.197		
	Total	101.390	99			
GD	Between Groups	70.316	3	23.439	243.412	.000
	Within Groups	9.244	96	.096		
	Total	79.560	99			
CD	Between Groups	71.397	3	23.799	150.375	.000
	Within Groups	15.193	96	.158		
	Total	86.590	99			
LED	Between Groups	130.877	3	43.626	424.178	.000
	Within Groups	9.873	96	.103		
	Total	140.750	99			
UBE	Between Groups	91.992	3	30.664	196.271	.000
	Within Groups	14.998	96	.156		
	Total	106.990	99			
LF	Between Groups	134.258	3	44.753	543.656	.000
	Within Groups	7.903	96	.082		
	Total	142.160	99			

*Source: Author's fieldwork (2020)*

The table above shows that the F – values are greater than all the significant values for all chosen variables. The result showed that lack of finance with the f value of 543.656 is the highest followed by lack of education with f value of 424.178, gender disparity with f value 243.412, Unhealthy business environment with f value of 196.271, lack of support with f value of 139.882, cultural differences with 150.375 and family pressure with 83.515. The result shows that lack of finance is a significant problem affecting female entrepreneurs in accessing the untapped opportunities in the Nigerian maritime industry. This research work is in line with Ufuk and Ozgen (2001) opined that lack of finance is a fundamental problem that affects female entrepreneurs. Although Ufuk and Ozgen (2001) used descriptive statistics, this research adopted inferential statistics in analysing the data collected.

Similarly, Victor (2014) states the values of education in the Nigerian maritime industry and its positive impact on the economic development in Nigeria. Lack of education has a negative impact on the Nigerian economy. Abdirahman (2016) opined that women entrepreneurs are less educated in Somalia and do not have any formal training to enhance their various businesses from their family members who are or have been entrepreneurs in the previous years. However, Nomusa and Teresa (2016) asserted that cultural norms at the macro level still influence behaviour at the micro-level. Conversely, in his study, Abdirahman (2016) concluded that women entrepreneurs were not affected by the cultural difference in the Somalia region of Ethiopia.

## Conclusion

Female entrepreneurs play a significant role in the socio-economic advancement of an emerging economy. Its importance cannot be overemphasised in the Nigerian Maritime Industry. It was concluded that lack of finance, lack of education, gender disparity, unhealthy business environment, cultural differences, lack of support and family pressure are factors influencing female entrepreneurship in accessing the untapped opportunities in the Nigerian maritime industry. It was recommended that policy be made to ensure an enabling environment for female entrepreneurs to access capital and access the untapped opportunities in the Nigerian Maritime industry. Maritime entrepreneurship should be prioritised in various maritime institutions in order to equip the female students/cadets who want to become entrepreneurs with the required skills and knowledge. It will help them in making the right choice. Gender discrimination should be eliminated so that both men and women will have equal opportunities. Also, enabling policies and programmes should be put in place to promote female entrepreneurship in the Nigerian maritime industry.

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