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Building a Framework for Encouraging and Sustaining Entrepreneurial Manufacturing Organizations in Southeast Nigeria: An Action- Based Evaluation and Analysis

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Abstract

That entrepreneurship remains the bedrock for the development and sustenance of global economies is truism. That manufacturing organizations contribute about 80 percent of total GDP of many developed countries is a fact. That manufacturing sub-sector has substantial roles to play in the growth, development and sustenance of Nigerian economy has been ascertained by many researches and that the Igbo people in the Southeast Nigeria has a lot of stake in the entrepreneurial development and sustenance of Nigerian economy is an established truth. Based on the above, this paper theoretically surveyed, examined and explored the literature to build a sustainable framework for the entrepreneurial growth and development of Nigerian economy. The study made use of content descriptive and qualitative analysis in collecting and analyzing relevant data from a wide range of literature reviewed. The study further built a framework that if applied is expected to practically lead to the sustainable growth and development of the Nigerian economy. Findings from the literature show that entrepreneurship has been widely acclaimed after application by many developed countries of the world as the wheel in which sustainable economies revolve. Conclusions were drawn based on the findings and recommendations made based on the conclusions.

Keywords: Building, Framework, Encouraging, Sustaining, Manufacturing, Organizations, SouthEast, Nigeria

1. Introduction

The issue of poor pace of development in many countries of the world has risen to a level where experts begin to ask pertinent questions as to what is exactly the strategy to be adopted in revamping Nigerian economy. Many proposals have been put forward by successive governments, tried and all seemed to have failed. Part of the problem of the consistent failures in all these trials stem from the fact that continuity has not been considered a paramount issue in governance in Nigeria. The experience in Nigerian democratic and political environment is that people struggle at all costs to get to the seat of governance. Once they get there, they struggle at all costs to see that they start afresh in the developmental agenda throwing away completely all the strategies the previous government was working on prior to their so called election to official posts. The resultant effect of these actions has remained that the plans, proposals and even on-going projects of the previous governments are left to rot away. These have led to the increase in abandoned projects in Nigeria all over the place. Professor Charles Soludo- the former Governor of Central Bank of Nigeria in his speech at an international conference with a theme Managing A Reassessed Economy – Options For Nigeria in 2017 lamented on the high rate of abandoned projects in Nigeria due to the fact that previous present elective officials of government do not continue from where their predecessors stopped. Each successive government would always believe that it has the best solution to the problem. This usually results in fragmented, uncompleted and totally abandoned projects and these are wasteful and unhealthy and even negative to the

developmental goals of the nation. Be it as it may, Nigerians especially those in the academia would always continue to propose and advance strategies aimed at totally tackling the chronic problem of underdevelopment in Nigeria.

In view of the foregoing, manufacturing sector has been singled out by this study as a road map to revamping the ailing Nigerian economy. Manufacturing sectors all over the world has been identified and acclaimed as major players in the development agenda of many nations of the world. The manufacturing sector has been playing substantial roles in the growth and development of world economies. Tiffany Mishrahi on the future of the manufacturing industry in the world during the World Economic Forum in 2012 stated that "the manufacturing industry is not well understood, yet this industry is of strategic importance to the development of both emerging economies and developed markets". He continued by saying that "while manufacturing is not the solution to all problems, it is an innovative and high tech industry that generates many job opportunities". According to him, "manufacturing is no longer what it was in the 19th century; it is not dirty or reserved for blue collar workers". He further opines that people should think of "the high tech and innovative products now manufactured around the world, like phones or Dyson vacuum cleaners". Indeed, he continued, "modern manufacturing contributes to economic growth and raises both the technological stock and skills of a country". "It is the backbone of any industrialized society and still today can be a strategic advantage for countries worldwide".

The same report continued that he was not disputing the fact "that manufacturing has become less strategically important for some countries. To him again, the facts are there – look at the United States for instance: in the 1950s, 30% of GDP came from manufacturing, compared to 12% in 2008". Nonetheless he asserted that he "still believe that in the next 10 years, manufacturing will regain importance and be perceived as sector that can bring a competitive edge". He also stated that "it was already happening: the Obama administration took the decision earlier this year according to him to make manufacturing one of the United States' key priorities".

The same thing is applicable in Nigeria. The manufacturing industries in Nigeria were really performing well until some problems that have to do with unstable governance started making the contribution of the manufacturing industry to the national economy to dwindle. Since the peak of 7.83 percent in 1982, the performance and contribution of manufacturing sector as a share of total output in Nigeria generally declined. Many factors have contributed to the variation in the sectors share through time, many of which show both the vulnerability of manufacturing to global economic pressure, as well as the effects that policy changes can have in reshaping the sector (Amakon, 2012) quoted by (Agbionu 2017).

Before the emergence of oil sector and its boom periods of 1970s manufacturing sector contributed up to 10 percent to the Nigeria's economic development. Items like Coal, Tin, Cement, Palm Products etc. dominated the manufacturing sectors of the Nigerian economy. They also formed the raw materials for the production other consumable and non-consumable products of the nation. The production of these products grew that Nigeria started exporting some of them

and even went as far as teaching some countries like Malaysia the act of cultivation of some of the raw materials like palm trees in form of nurseries. Other raw materials like cassava, palm oil, rice, cocoa, fruits of various categories, and vegetables of various categories that have sustained the ever growing population of Nigeria since inception have been completely overlooked. The consequences of the action caused the sector's contribution to GDP share to decline. The money from oil was so tempting and quick that nobody was ready to go and suffer in other sectors that takes time to mature and generate gradual resources.

The people that dominated the area known and referred to as Southeastern Nigeria are a popular race commonly known as the Igbos. The area is verse with tick population and verse land. It is situated according to their name in the Southeastern part of Nigeria. They are known as being very hardworking, egalitarian, enterprising, dedicated and committed in whatever they set out to do. They are mainly farmers and active businessmen and natural entrepreneurs. They possess what it takes to develop Nigeria if given the opportunity to do so. They have long been relegated to the background probably because of the experience of the Nigerian Civil War which did not end in their favor. They were referred to as rebels and not given their due and right in the scheme of things. This development has helped to challenge and delay the development of Nigerian economy mainly because they have not been doing what they are expected to do.

In view of the above and more to be discovered later in this paper, the study aims at encouraging the Southeasterners of Nigerian nation to embrace manufacturing in order to assist in revamping the almost ailing Nigerian economy.

2. The Problem

The recent developments in the Southeastern Nigeria especially Anambra State has necessitated this paper. Statistics and even causal observation has shown that Southeastern States have recently been dominated by distributive trade especially business enterprises in the area of hoteling, petrol stations and banking industries. Another area that has received significant increase in the recent times is building of hostels for students. Areas like Newwi in Anambra State, Aba in Abia State, and Enugu in Enugu State have many industries some of which have been established before now. But in the recent times, towns like Awka in Anambra State have not experienced many manufacturing industries. One begins to wonder what have been the reasons behind this development.

The civil war that occurred in Nigeria was fought on the ground of Eastern Nigeria from 1967-1970. This period witnessed a very bad period for the Igbos. Many young people in this part of the country lost their lives. This period was marked with massive deaths, sicknesses as a result of underfeeding and denial of basic necessities of life. Hunger, starvation, deprivation of basic necessities of life, unemployment, poverty and many other ills were the experiences of Igbo people in the Southeast. The causes of these negative consequences were outright deprivation from the government in the center. The continuous bad condition in this region at that time forced many young people to leave the region in droves immediately after the war in search of greener pastures. These traumatic experiences of the civil war make the Igbo psychologically

afraid of coming back home not too long after the war. This lingering phobia in the Igbos made majority of the youths prefer to invest in other places that are not Igbo land. This idea of trying to survive first no matter where they found themselves has made them to start developing other areas where they found themselves. An average Igbo man no longer found Igbo land interesting and confident.

Another major consequence of the civil war was the issue of individualism and sabotage among Igbos brought about by the desire to survive the war. When the war broke off, the Igbos worked together to win the war but when the combined efforts of other regions of what was then known as Nigeria overweighed that of the Igbos, 'things fell apart and the centre could no longer hold'. Everyone was on his/her own. People started to run for their lives. Many people lost their lives in the process. Those who managed to survive took to their heels to any place of abode for security reasons. This individualism and sabotage among the Igbos still influence their lives and activities in some quarters even till date. An average Igbo man is not confident in investing in any business he doesn't have assurance to a large extent of how much it will accrue to him and when will that be.

Another major reason that discouraged the Igbos especially in Anambra State from investing in manufacturing outfit is that because of the same civil war, many Igbo youths did not have the opportunity of having access to some basic necessities of life not to talk of going to school. Due to poor feeding, poor medical facilities, poor access to educational facilities, poor infrastructural facilities etc., many Igbo children died in large numbers due to a disease known as "Kwashiorkor", that means malnutrition. An adage says that people don't give what they didn't have. It was too difficult if not impossible for people who are not educated to go into a business they do not know anything about. The best they could do was buying and selling and that has sustained them till date.

Manufacturing sector is a sector that demands a lot of processes before one can go into it and succeed. It is besieged with many risks and demands many rigorous planning, organizing, controlling, coordinating many different types of resources especially the human and financial resources to be able to succeed and be sustained. Many Igbo big businessmen today were not adequately educated. The best many of them had was the informal training in the form of mentoring and apprenticeship training from the **informal** sources. The fear many of them have is the one that has to do with losing their hard earned money in investing in any business they are not conversant with. Their whole idea is to turn their money over and over again with less risk and uncertainty. Their complaint is that if the little money they have managed to save is invested into a business they have little or no knowledge and control over, how on earth will they raise another money,

All efforts to instill confidence on the Igbos and make them work together as a team have not started working for the Igbos up till now. In view of the above problems and challenges, this paper aimed at building a framework that will encourage the Igbos in the Southeast Nigeria have confidence in investing in manufacturing industries as a road map towards sustainable development in Nigeria. Supporting the above affirmation, Ogbagbe (2014) stated that 44 years after a traumatic civil war, the Igbos in the Southeastern Nigeria is yet to maximize her full economic

potentials, a trend that needs total overhaul to make Igbo land the Dubai of Africa. The same report continued that it is very possible for the Igbos to achieve this fit because according to him his research findings in the past are evident to his assertion, he concluded.

3. Objectives of the Study

This paper aims at building a framework for encouraging the Igbos of Southeast Nigeria in investing in manufacturing sector as a road map for sustainable development of Nigerian economy. Specifically, the paper discusses the following areas that are aimed at achieving the main objective of the study.

- Manufacturing Sector and the Development of Global Economies
- The Igbos and the development of the Nigerian economy
- Framework for Encouraging Manufacturing industries among the Igbos in Nigeria

4. Review of Relevant Literature

4.1 Manufacturing Sector and the Development of Global Economies

Manufacturing sub-sector of any economy plays a very crucial role in the growth and development of any economy. This was underscored when this statement was made: "The structural transformation of a traditional economy dominated by primary activities into a modern economy where high-productivity activities in manufacturing assumes an important role remains a defining feature of economic development" (Naude, and Szirmai (2016)).

In the last few years probably about 20 years, globalization has drastically changed the manufacturing sub-sector all over the world. Before the emergence of geographical breakthroughs, manufacturing have been carried out locally but with gigantic discoveries in technologies many companies moved their production elsewhere solely based on the reduction in labor costs and costs of other aspects of production in order to increase revenue. In view of the above, more developed countries lost their manufacturing industries, and with a significant share of jobs. In the recent times however, the situation is gradually reversing due in part to the increase in the labor costs in many emerging economies where Nigeria belongs. In addition, there has also been the issue of revisiting of the factors which originally led to relocation.

IT has played a significant role in manufacturing sectors' contribution to the growth and development of economies. During the past 15 years, producers usually handled their production process manually but with the introduction of IT, things have drastically changed as far as production system is concerned especially in many advanced countries of the world. The developing countries also followed suit though the process is gradually and somewhat expensive. Even as production processes continued within the IT arena, many organizations refused to integrate their production processes with the IT dominated processes with the fear of the uncertainty of the output of the production processes. This was to be expected as many developing countries had not then been conversant with IT and all its constituents.

Today, things are no longer the way they were in the past. The changes brought about by IT have virtually affected all

aspects of people's lives even in the developing countries. Nigerian case is not an exception. Part of the problems Nigeria has with IT is accessibilities and management. Some of the machines that will do the magic are in some cases not affordable by some of these organizations especially in the private sector. In addition to the above problem, is the unavailability of managerial and technical competences needed to operate the machines optimally? Poor maintenance culture is another big problem confronting IT solutions in the manufacturing subsector not only in Nigeria but in many developing countries of the world.

The role of the manufacturing sector to global economies is overwhelming that Andrew Liveris, Chairman and CEO of Dow Chemical Company, in his recent book titled; *Make it in America*, supports with passion the role that manufacturing production plays in the health of an economy. He stated that: today, more than ever that production is vital and that the manufacturing industry can create jobs, economic health and growth at a level such that the service industry will never be able to do. The implication of this statement may be interpreted to mean that not all industries are created equal.

Though, this is the case, the current macro-economic scenario is deeply different that it was in the past years. Business organizations are now being forced by the changes in the environment to adjust their mindsets and other behavioral attitudes in order to change with the changing circumstances in the national and international economies.

On the issue of the contribution of manufacturing sector, Nimrod (2014) believed that the sector has "contributed much in the growth and development of international economies than meet the ordinary eyes." The claims of the above author is supported by Gruke (2014), in his missioulia.com where he discusses the strategies they have adopted in growing and developing their economy. According to him "economic development is a continuous thing and for it to be sustained, countries interested must look around and see what worked for their neighboring countries and see how it will work out for them in their unique environment". He stated that for them to succeed they had "to continuously refine their strategies". In continuation to the claims he made, he stated that "several weeks ago in 2014 he had the opportunity to travel to Virginia with University of Montana President Royce Engstrom to visit a Rolls Royce jet engine manufacturing site and the Commonwealth Centre for Advanced Manufacturing. He stated that the state-of-the-art facilities embraced manufacturing as jobs for the future and provided keen insights on how the public sector, education and the private sector are working together to build a bright future in Southern Virginia". His words are quoted as The United States remains the NO. 1 manufacturer in the world, particularly in advanced manufacturing sectors like aerospace and pharmaceuticals – both of which are growth areas"

For Missoula-based companies, despite its declining share of overall employment, manufacturing remains a key driver of economic growth. In his opinion and from findings of previous research, manufacturing builds social capital and wealth, supporting a broad-based middle class and vibrant, healthy communities.

In addition to their above claim, they also claimed from

practical experience and research that "the importance of manufacturing extends far beyond the employees, companies and investors directly involved in the industry. It affects everyone". "Manufacturing provides the necessary foundation for economically sustainable society", they continued. To them the American standard of living depends on the continued success of our manufacturing sector".

The Missoula Economic Partnership believes that the manufacturing sector drives technological innovations – the industry accounts for over two-thirds of all commercial research and development, which is key to technological innovation and the creation of new, greener products and manufacturing processes.

In conclusion, the body stated that one of the takeaways that Engstrom and the author took away from their educative visit was that education must align with the needs of industry, and play a vital role in leading and supporting research that advances industrial development. They were of the opinion that the strong partnership between apprentice programs, two-year education and traditional higher education is why Virginia was selected by Rolls-Royce for a \$500 million investment in the state. Their concluding remarks and opinion is that manufacturing is and will remain a critical component of their economy.

To them, from dental instrument makers to awards winning breweries, aircraft parts to nutritional supplement producers, Missoula's manufacturing sector is diverse, stable and primed with opportunity.

They stated that companies like Diversified Plastics, CM Manufacturing, Ironwood Manufacturing, as well as the recent additions of Harris Manufacturing ALCOM and LGT Advanced Technologies continue to thrive and grow in Missoula. They stated that they will continue to look for the best practices to put in place to grow a vibrant and healthy community.

The World Economic Forum (2012) on the future of the manufacturing industries in international economies stated that as countries face high unemployment rates, they are likely to turn to labour-intensive industries such as manufacturing. For example, in 2011, India revealed its strategic framework – the Twelfth Five-Year Plan – of which manufacturing is a key component. The country will work to increase the share of manufacturing to 25% of GDP of 2025 and generate 100 million additional jobs. Similarly, the growing middle class in China, India and Brazil means that there will be a greater need for consumer goods and thus for manufacturing.

They also added that because world population will continue to grow, consumer expectations are set to boom and supply chain complexity will only increase. In this context, according to them, the manufacturing sector will need to become innovative, demand-oriented industry. Both corporations they stated and government would work closely to ensure that quality is up to international standards and jobs are created. Manufacturing cars according to them has safety implications that manufacturing clothes does not

4.2 Manufacturing Sector and the Nigerian Economy

The manufacturing sector in Nigeria has had a mixed performance over the years owing to the fluctuations in its contributions to the country's Gross Domestic Product (GDP). Agbionu et al (2017) stated that in 1960, the

manufacturing sector share of the Nigerian GDP was 4.5 percent rising to 6.9 in 1965 and to 7.2 percent in 1970. The same report continued that the manufacturing sector contribution top GDP stood at 8.3 percent and started to decline in 1993 from 7.2 percent to 6.0 percent in 2000 (CBN, 2003). The capacity utilization of the sector fell from 7 percent in 1980 to 42.7 percent in 1986 and 39.0 percent in 1995. In 1992, the sector in question capacity utilization rose to 40.4 percent and in 1995 collapsed to 29.3 percent. The growth rate of the sector equally rose from 23.6 percent in 1965 to 7.7 percent in 1975, and felled again drastically to only 6.6 percent in 1980. The only rise that exceeded 10 percent according to the same report was recorded at 20.5 percent growth rate in 1985 (CBN, 2000). By 1993, it has fallen to 4.2 percent in 1994. It was recorded 5 percent in general, the industrial sector as a whole grew by 5.2 percent in 1980 to 1986 period and also fell to 0.2 percent in 1996 to 0.72 percent in 1997 (CBN, 2000). Finally, the total manufacturing output in Nigeria was #6,843,678.59 million in 2010. It later increased in the following year by #1,326,277.80 million or 19.37 percent in 2011 to reach #8,171,906.39 million and by #1,652,610.80 or 20.22 percent in 2012 to reach a total of 9,824,817.19 million.

4.3 The Future of the Manufacturing Sector in Nigeria

Manufacturing as a concept involves making use of many resources which can be natural, financial, material, and human to produce goods and services that are needed by a group of people to satisfy identified needs. It must involve the transformation of those resources to make sure that the goals and objectives of both the producer and the consumer are met. From the above analysis, it has been established that manufacturing sector contributes tremendously to the growth and development of global economies. The same has also been established in the case of Nigeria. Though manufacturing sector has not been consistent in the contribution it has been making in the growth and development of Nigerian economy, due to probably the contingencies and uncertainties in the Nigerian polity, this does not mean that that is what it supposed to be.

Nigeria is well blessed with all the resources she needs to enable the manufacturing sector turn around the economy for good but it has not been able to do so consistently probably because of many factors some of which can be environmental in nature. This assertion was supported by Osagie, (2004) when he stated that the prospects of the manufacturing sector in Nigeria providing sustainable economic development given abundance and varied resource endowment can support mass production. Developing the Nigerian industrial and manufacturing sector required a concerted effort of government and the private sector to create an environment that would encourage investment.

Industrialization is in fact what Nigeria needs now than ever to help the manufacturing sector achieve its desired objective. Industrialization involves a process of transforming an extraction based economy into a manufacturing based economy. Nigeria for some time now has been operating an extraction based economy because she has been involved in extraction and exportation of primary products (raw materials). Activities like farming, fishing, mining, animal husbandry etc has dominated the economy of Nigeria for long now. Nigeria even exports

some of these raw materials for instance palm produce to countries like Malaysia that uses these raw materials and produce finished goods and export back to Nigeria.

In Nigeria efforts to industrialize the country began after independence with the first national development plan. This plan which took place from 1962 - 1968 focused mainly on import substitution as a means of strengthening the Nigerian manufacturing sector. Other areas of focus of the then policy were increased participation of Nigerians in control of the economy, expanding the technological base of the country to support industrialization etc. From that period, the Nigerian economy has experienced many economic and industrialization policies with the most recent being the Vision 20:2020 (Osagie, 2014)

Despite all the efforts made by the Nigerian government at industrializing the economy, Nigeria remains largely underdeveloped and unindustrialized almost 57 years after her independence.

One may be tempted to ask why this has been the case. Many reasons have been adduced to be contributing factors to the ugly situation some of which have been identified by (Mba 2015) as follows:

Lack of credit and access to credit facilities, overdependence on foreign machines inadequate raw materials, production of sub-standards goods, illiteracy or inadequate skilled manpower, lack of basic infrastructures, political instability and militancy. He however suggested improvement in the problems highlighted above.

Writing on the problems and prospects of the manufacturing sector in Nigeria, a document in the grossachieve.com stated that this issue will not be handled well if mention is not made of the effects of the Industrial Revolution of the Western Europe of the 15th and 16th century. According to the paper, the new Encyclopedia 4th edition (1075) described the industrial revolution as a term usually applied to the socio-economic changes that marked transition from a stable agricultural and commercial society to a more machinery oriented system.

The paper further stated that agriculture which has been the major occupation of more than 80% working population of Nigeria, began to suffer a diminishing role claiming lots of population in manpower.

The paper also stated that a second support for industrialization in developing countries like Nigeria stems from the fact that the economic quart for increase in a wide scopes of industrialization both import-substitution and export substitution. The unequal distribution of gains from trade between developed and a developing country is a related justification for the policy of industrialization. Southeast Nigeria is made up of an ethnic nationality known and referred to as the Igbos. This ethnic group has a total land area of about 15,800 square miles (about 41,000 square kilometers). The region according to Ogbagbe (2014) currently has five states which are Abia, Anambra, Ebonyi, Enugu and Imo States with a population over 20 million. This region has a common language which is known as Ibo language. The majority of the people in this region are mainly Christians. Their kith and kin could be found in Delta, Rivers, Bayelsa, Edo, Akwa Ibom and Cross-River States, he concluded.

4.4 The Igbos and the development of the Nigerian Economy

The Igbo race is usually known to be enterprising in nature

probably because of their experience during the Nigerian Civil War or probably because of their natural affiliation. The Igbo people are also very intelligent, patient, egalitarian, resilience with a great deal of intellectual ability. The Igbo people are also entrepreneurial in nature. They are fearless and take a lot of risks to succeed. They are therefore known as industrious, committed and hardworking in anything they decide to do. These qualities give an Igbo man an edge over other races in Nigeria. They struggle to survive in any condition they found themselves. Although they are not born with silver spoon in their mouths so to say when it comes to recent trends in the political and socio-economic distribution of the resources of the Nigerian government, the Igbo man is creative, innovative and makes the best out of any condition he found himself.. These and more of the natural and learned qualities make Igbo people tick in any environment they found themselves. They are great travellers and possess a great quality to integrate and mix with people of different races, cultures, religions etc. But something is recently happening in Igbo land in the recent times and that is that investments by Igbo people is favoring the distributive sector as opposed to the manufacturing sector and any right thinking patriotic Igbo man and even Nigeria as a whole should be worried as to the future of Igbo race in particular and the Nigerian nation in general. The crux of this paper therefore is to build a framework for encouraging manufacturing industries among the Igbo race in Southeast Nigeria.

5. The Framework for the Encouraging Manufacturing Outfit in Southeastern Nigeria

That manufacturing sector has been the brain behind the development of many strong economies is a fact. That Nigeria prior to oil has depended mainly on manufacturing sector especially in the area of agriculture in form of extractive industry is truism. That the Southeastern Nigeria has been blessed with the potentials to turn the economy of Nigeria around for good is indispensable. Based on the above, the framework for encouraging manufacturing sector in Southeast Nigeria is a task that is vital and beneficial and a welcomed development.

In the words of Ogbagbe (2014),” fellow Ndibgo, idononesia was a well-balanced economy on which all the major sectors play important role. Agriculture (including animal husbandry, fishing and forestry) has historically been the dominant activity in terms of both employment and output. We can feed our people, create jobs and export even beyond the shores of Africa in large quantities.” It is only then according to him that Nigerians can talk of any meaningful development. This statement agrees with what Adam Smith stated when he said that any country that cannot boast of feeding her citizens, give them good job, good medical facilities, educational facilities and infrastructural facilities cannot claim that it has developed. Ogbagbe stated that every state in Igbo land has the ability to produce different agricultural produce and place the region as an agro-based regional economy. He suggested these measures as ways to solve the problems of agricultural development in the Southeast Nigeria:

- Provision of irrigation facilities to encourage all year farming.
- Well monitored distribution of fertilizers to all farmers in the region

- Adoption of appropriate farming techniques which can help reduce erosion problems
- Distribution of insecticides and pesticides that can help control pests and diseases
- Provision of interest-free Agric-loans to encourage young school leavers
- Provision of machineries for hire to encourage youths’ involvement and mechanization
- Provision of modern storage facility like silos and refrigerated vehicles can that help reduce the problem of storage
- Land tenure system should be reformed to allow for easy access to land.
- Rural areas should be provided with facilities such as water, electricity, banks etc to reduce rural –urban migration
- The use of agric extension workers to educate on our farmers on modern farming techniques and the use of improved seed varieties.

The above framework can be adopted first of all by the Southeasterner to tackle the problem of hunger, deprivation, starvation etc which are ingredients of poverty and if adequately handled without politicalizing it then, it will pave way for sustainable growth and development. In fact, the present Governor of Anambra State Willie Obiano and some other Southeast Governors have inaugurated agricultural programmes aimed at dealing with the identified problem provided it is sustained by incoming administrations after the present ones have ended their tenures.

In addition to the above framework which is tailored on first of all making sure that Nigerian citizens have the basic needs of life, the World Economic Forum of 2012 also stated that the World’s complexity and interconnectedness demand a new type of model and solutions for the industrial sector. This according to them is exactly what the Global Agenda Council on Advanced Manufacturing is working on. They established a new model for manufacturing will not come from one stakeholder but from a multi stakeholders’ dialogue accounting for all relevant issues affecting the sector, including the rising middle class in emerging economies, innovation, job creation and skills gap, trade policy, supply value chain evolution, environmental impact and more.

The author also from experience as a Nigerian adds to the framework by suggesting that any Igbo man who is interested in establishing an entrepreneurial manufacturing industry need to make sure that:

- That he/she identifies exactly what he intends to do by way of specifically saying” this is the industry I intend to establish.”
- The person should make sure that there is a gap in the environment he intends to fill. Establishing industries because others have done so will not suffice.
- The person must study and understand the business in relation with the knowledge he has in it and the qualities he possess both natural and learned that will enable him do the business
- The person must scan the environment to see if there is existing business in that industry he is interested in in the environment.

- The person should be sure he has the technical, managerial and financial ability to run such a business. It is not possible that he has, he may also need to engage someone if he does not have.
- The person needs to have a good business plan and feasibility study that will tell him that the industry is workable.

There are more to the entrepreneurial procedures he needs to make because the list is inexhaustible but he must possess the basic ones and then seek the others outside.

6. Findings of the Study

The major findings of the study from the study are as follows:

- That Nigeria has for long now remained underdeveloped after about 57 years of her independence which is not acceptable to many stakeholders
- That manufacturing sector plays vital roles in ensuring sustainable economic development in many global economies if adequately applied.
- That the Southeast Nigeria has what it take to help in engaging in manufacturing industries in order to assist in developing Nigeria if encouraged.
- That development is a continuous process and the one in which countries should be looking around other countries and see the strategies that worked for them and see if such strategies can also work for them.
- That different countries have different peculiar problems especially problems that have to do with the uniqueness of their environment. Such countries especially developing ones should go back to their basic and fundamental problem and see how to tackle them from within.
- Those Nigerian leaders do not continue from where their predecessors stopped especially in the area of projects. Abandoned projects that littered all over Nigeria are evidences of poor governance and serious signs of underdevelopment.
- That world economic giant such as the Missourian an organized body in- charge of developing many manufacturing industries, The Common Wealth Centre for Advanced Manufacturing and The World Economic Forum all supported the idea that manufacturing industry remains the bedrock for the sustainable development of global economies.

Conclusion

So far in the paper issues concerning the chronic developmental problems of Nigeria and why the Igbo people who are natural entrepreneurs are not performing the roles they are supposed to perform have been discussed extensively. The roles of the manufacturing sector in helping to deal with the problem have also been discussed. The Igbo people in the Southeast Nigeria have also been found to possess the required qualities to turn the Nigerian nation around for good. Basic and fundamental conclusion is that Nigeria should go back to the grassroots and see where she has gone wrong and start from there again to right all the wrongs for the betterment of the nation.

Recommendations

The paper generally recommended as follows:

- That Nigerian leader should as a matter of urgency not abandons the projects of their predecessors because continuity helps a lot. The only thing they can do is to amend or restructure instead of total abandonment. It has not been healthy for Nigerian economic development.
- That Nigeria should look around neighboring countries and see if there are positive strategies to learn from the ways they have used in developing their economy.
- That the Igbos in Southeast Nigeria should embrace manufacturing industries a way to assist in the development of Nigerian economy.
- That Nigerians especially the youths should embrace agriculture instead of abandoning it to the old people in the village.
- That government should encourage the youths in providing the necessary facilities they need to engage in manufacturing especially in agriculture.

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