

**IMPLEMENTATION OF ENTREPRENEURSHIP DEVELOPMENT  
PROGRAMMES AS A STRATEGY OF POVERTY ALLEVIATION IN  
KAWANGWARE SLUM, NAIROBI COUNTY.**

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## **DECLARATION**

I Margaret Waithira Kimani, hereby declare that this research project titled **Implementation of Entrepreneurship Development Programmes as a Strategy of Poverty Alleviation in Kawangware Slum; Nairobi County**, is my original work and has not been submitted for a degree in any other university.

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## **LIST OF ABBREVIATIONS**

<b>CA</b>	Competitive Advantage
<b>DPRU</b>	Development Policy Research Unit
<b>GOK</b>	Government of Kenya.
<b>HCD</b>	Human Capital Development
<b>KNBS</b>	Kenya National Bureau of Statistics
<b>MSE</b>	Micro and Small-Enterprise
<b>OECD</b>	Organisation for Economic Co-operation and Development
<b>OBV</b>	Opportunity-Based View
<b>RBV</b>	Resource-Based View
<b>SME</b>	Small and Medium-Enterprises
<b>SCA</b>	Sustainable Competitive Advantage.

## **ABSTRACT**

Entrepreneurship is increasingly recognized as an important initiator of growth, innovation and especially new job creations. Poverty has been singled out as a malignant challenge to most of underdeveloped and developing nations across the world. Poverty has been a persistent problem which has crippled systems of developing and underdeveloped nations which is correlated to high rate of unemployment in countries all over the world. Though variation has been observed in terms of poverty levels and the extent of unemployment among nations, then it should not be presumed that poverty aggravation has reduced but rather it is a clear lens to view its prevalence among developing nations is still an obstacle to maximum use of human resource in development of national economies. Growth in technology transforms any country and this has been achieved through entrepreneurial efforts of scientific innovators who transform their ideas into tangible and resourceful technology and as a result gain employment. It has also been established that entrepreneurship development programmes are changing over time in a manner that follows the changes in vision and technology. Management change involves innovative thinking and desire to exploit the opportunity. This can be achieved through change in technology and creative thinking so as to produce new value and realize the necessary changes in the society. The area of focus was slum dwelling in Nairobi County precisely the Kawangware slum, as a representative whereby these areas are highly populated and most of the residents are known to be living under absolute poverty. Both descriptive and inferential statistics were used to analyse the data. Simple descriptive statistics were employed to analyze quantitative data. The study found that participation has been low in entrepreneurship development programs. Further the study found that illiteracy and lack of awareness is an impediment to participation by Kawangware SMEs in entrepreneurial program. Based on the study findings it can be recommended that, due to the positive relationship between entrepreneurship training and Kawangware SMEs performance.

# CHAPTER ONE

## INTRODUCTION

### 1.1 Background to the Study

Many scholars have recognised the crucial role played by entrepreneurship in economic development globally. Everyone is shifting the focus to entrepreneurship as a result of the fact that it might facilitate economic growth and development potential. It is therefore paramount to understand that entrepreneurship will be the only driver of economic growth in developing nation it will be an agent of job creation and enhance competitiveness (Waita, 2014).

Currently societies have attributed the economic developments, technological innovation and job creation has sprung from entrepreneurship. The force behind achievement of economic growth is leveraged on entrepreneurship which begged on Joseph Schumpeter's theory of long waves (Schumpeter, 1934). It states that, the route of creation of destruction is founded on constantly changing; intentional synergistic efforts by entrepreneurs to alter structures in the market which might be favourable for improving profits and innovation opportunities. Growing economies are characterized by the abundance of physical and human capital as well escalated specialization in various fields as predicted in standard economic growth models. As soon as the phase of industrialization is attained then nations experience qualitative transformation in factors guiding economic development arises. (Kuratko, 2007).

Theories of strategic management namely guided this study, which include; Resource Based View (Barney, 1991) and Opportunity-Based View (Shane, 2003). The key

postulation of the RBV is that the unique configuration and bundling of resources in competitive markets leads to Competitive Advantage (CA) (Barney, 1991). While according to Shane, (2003), opportunity-based view, theorizes entrepreneurship as the act of preparedness to exploit fresh openings. The constant changes in the firm in an effort to assimilate, develop and change both competences from within and outside the dynamic environment is addressed by Opportunity-Based View theory.

The aggravating levels of unemployment and absorption of graduate to white colour jobs is particularly worrying. Over 8 million youths globally have not secured employment opportunities which have been a growing concern since 1995. Development Policy Research Unit (DPRU, 2006). Additionally, in spite of the quick recovery of economy globally that was witnessed in 2010 the after two years followed harsh labour markets condition, increased poverty in 2015(ILO, 2015). Further ILO (2015) found that unemployed was at 205 million (6.2%) in the year 2010. Countries was like Kenya was not left out on the severity of the circumstance since it was found that the situation was shared across the board, Kenyan case even appeared to be aggravated. It was established that Kenya had experienced alarming unemployment and increased poverty.(National Economic Survey, 2015). This led to development of Poverty Reduction policy framework that placed weight on small and medium enterprises development related strategies to counter poverty.

### **1.1.1 Entrepreneurial development programmes**

Entrepreneurs find themselves in a precarious position which requires that they be babysat, handheld and watched over like a kid until they can be able to be on their own (Nguru, 2009). This calls for intervention programmes in terms of coaching and mentoring as regards all aspects of the enterprise. The recent past has seen the coming up of businesses to support the enterprises like specialized business start-ups coaching and mentorship companies, business incubators and science parks. Initiatives spearheaded by the private public sector like the Jitihada and Chorabizna have greatly helped the target groups of the youth by way of provision of training, development programmes and the opening up of avenues for linkages with venture capitalists and equally provision of seed capital in the name of prize awards (Nguru, 2009).

Social responsibility programmes by financial institutions towards developing their clients and the public at large on financial literacy and entrepreneurship valuation has a chance of greatly transforming a country's economic landscape, (Mwangi, 2011). In Kawangware Slum, Nairobi county, Equity group foundation has been rolling out development programmes aimed at developing practical and applicable small business knowledge to the youth and women. The Ministry of Youth and other agencies has also been offering such programmes. Chrisman and McMullan (2000) posited that there are two type of knowledge that can be developed through entrepreneurial guidance programmes that is explicit and tacit knowledge which ultimately leads to realization of sustainable success in business and competitive advantage.

### **1.1.2 Concept of Poverty**

Poverty has been singled out as a malignant challenge to most of underdeveloped and developing nations across the world. Poverty has been a persistent problem which has crippled systems of developing and underdeveloped nations which is correlated to high rate of unemployment in countries all over the world. Though variation has been observed in terms of poverty levels and the extent of unemployment among nations, then it should not be presumed that poverty aggravation has reduced but rather it is a clear lens to view its prevalence among developing nations is still an obstacle to maximum use of human resource in development of national economies. Poverty has been viewed as absolute and relative by the World Bank. (Cheng, 2009).

Cheng and Chan (2009) in their study mentioned that poverty is regarded as absolute, since it basically attributed to lack of resources to gather for the basic needs necessary for survival, absence of necessary security, the lack of a couple of factors that facilitate persons and kins to undertake necessary and required duties and to derive pleasure fundamental rights. Alternatively, relative poverty might be classified with regard specific groups or areas based on economic status of members in societal setup, that is explained as inadequacy of basic assets to attain an average lifestyle which permits persons to equally contribute and undertake role that are expected of them and exist in a society that is regarded as normal accommodating to everyone and thus creates a sense of belonging. Generally poverty situation culminates from inadequacy of basic securities, such as education, financial resources, employment, housing, health care plus many other correlated facets which causes deprivation (Joppe, 2000).

Inadequacy of basic resources such as education, low standard health services, vulnerability, risk exposure and lack of power. Furthermore there are four major classification of assets was instituted by Rogerson et al (1999) for gauging poverty levels in south Africa. This included human capital/ labour, health facilities, education, social institutional properties, which include domestic relation conviction, entree to administrative, natural resources, such as land, water, common property, and, human made assets, such as housing, productive infrastructure, social infrastructure.

The persons, families and societies have or protected entry to and those who are these properties managed, they are a smaller amount of susceptibility, alternatively, those who are the greater the losses of their assets have more insecurity and they have associated poverty. However poverty is a state of absolute economic deprivation in which the individual cannot independently have access to the basic human life sustaining essentials such as food, clothing, protection and shelter (Khan, 2010).

### **1.1.3 Informal Settlements in Nairobi County**

From colonial periods to date Nairobi has been witnessing growth in informal settlements, where most Africans were denied to reside in most areas of the cities designated reserved for Europeans and Asians. Therefore the residents who came to Nairobi in with the aim of securing employment settled outside the central business district since the ruling government then blocked their entry. (GOK 2015). During colonial regime the government of the day had not designed mechanism and structures of improving infrastructure in informal settlement to link other parts of the city since then Nairobi has been segregated along lines of affluence (Olima, 2003).

Compared to other cities in east Africa, Nairobi is the largest business hub with a huge population which has constantly grown since pre-colonial time to date. The population of the city in the 19 century was approximately 11,500 inhabitants which grew tremendously to 3.1 million residents in the year 2009 (KNBS, 2014). A number of those who are poor reside in slums and lack basic services or they are availed the are inadequate and are poor condition despite the doubling population provision of the necessary infrastructure is still wanting, which has increased the demand of the basic services due to the reduced supply (Gibb, 2002).

The even distribution of informal settlement in various parts of Nairobi (Appendix II). The living standard in this environments are devastating and not fit for human habitation, normally characterised by poor sanitation, inadequacy of clean water, congestion, poor housing, substandard health facilities and absence of proper waste management facilities.(Chigunta, 2001). Additionally, people who reside in slums have constantly faced several challenges such insufficient education facilities, lack of electricity, poor drainage systems, insecurity and poor administration. According to Basu, (2014) the less conducive condition in slums has acted as window for diseases outbreak, extreme poverty, conflicts, degradation of environment which results in economic and ecological hazards.

#### **1.1.4 Kawangware Slum in Nairobi County**

Kawangware area is about fifteen kilometers from Nairobi City on the Eastern side of the posh Lavington Estate. It lies between Kangemi to the North, Dagoretti to the South and Kilimani to the West. Kawangware is a low class neighborhood with majority of

inhabitants doing casual jobs in the larger Nairobi Industrial area with hundreds of thousands of residents many of whom are women and children who mostly live on less than one U.S dollar a day. This urban informal settlement is associated with poor living conditions, no access to piped water, few schools and sparse hospital systems and it is characterized by shanties, overcrowding and high unemployment rates. Hundreds of thousands of people reside in the large slum. Unemployment is high, many are self-employed traders.

Kawangware slum a history as long as that of the city itself. Throughout much of the colonial period, most Africans were barred from the city's designated residential areas as these were reserved for Europeans and Asians. Africans who came to the city in search of work therefore had to create informal residential settlements outside of the central business district and the planned residential areas and this gave rise to Kawangware slums.

## **1.2 Research Problem**

Much emphasize have been placed in realising the vision 2030, leveraging on encouraging entrepreneurial activities. Nations across the world unanimously accepted that entrepreneurship could be the ultimate solution to poverty prevalence in developing nations. In that regard a significant loop has been achieved towards entrepreneurship by developing nations ranging from public sector controlled economies to economies driven by entrepreneurs (Gitau & Otuya, 2014).

It is absurd though that in spite of the position that entrepreneurship is an answer to poverty, there is an upsurge in the population of those who are working but poor, and are being controlled by entrepreneurs and the self-employed. This has brought vicious circle of poverty small entrepreneurs despite efforts to eliminate poverty as a result of poorly planned executed and implemented entrepreneurial development programs especially to people living in slum areas.

It has been found that poverty alleviation closely relate with entrepreneurship (Shane & Venkateraman, 2000), though there is a wide gap that the study sought to address. Many studies have been done that have concentrated much on development of entrepreneurship though they are still scanty. Most focus has been placed focused on the impact of particular factors on poverty alleviation has solely been done. Great portion of the studies have been done other countries and in that regard their findings might not apply to Kenyan context. Waita (2014) did a research on the relationship between entrepreneurial educational programs and growth in Nairobi County and argued that educational programs on entrepreneurs have a positive influence on the growth and development of the county economy.

Kibas (2004); Gitau and Otuya (2014) also found that development of the country's economy is influenced by educational programs of SMEs entrepreneurs. Nyawade (2005) studied on entrepreneurs perception of development programmes using a case study of BAT Kenya and established that entrepreneurs perceived development programmes to be important in creativity and innovation; from those studies it clear that no study has clearly

related entrepreneurship educational programmes and poverty alleviation in Nairobi slums which is the focus of this study.

Previously studies have concentrated on establishing impact of SMEs qualities on poverty. Their findings have contradicted and to some extent showed inconsistency with some showing positive influence, negative influence and no relationship respectively. This study therefore is informed by the inconsistency of the previous scholarly works to critically examine how entrepreneurship development programmes among Kenyan slums are still unreliable in boosting the performance of SMEs entrepreneurs in their effort to eliminate poverty index in their livelihood.

### **1.3 Research Objectives**

This study sought to critically examine how the implementation of entrepreneurship development programmes as a strategy affects poverty alleviation.

### **1.4 Value of the Study**

The study will contribute to theories of the study positively whereby entrepreneurship will not only be an art of alertness to opportunities but also as a solution to one of a major challenge facing developing and underdeveloped countries ,that is poverty. The study will not only focus on resources as a competitive advantage of a firm but also other factors such as entrepreneurship skills.

The findings of the study will inform entrepreneurs especially in the development of SMEs and add up to the existing. It will also give a basic understanding of how SMEs

can use their entrepreneurial skills to advance the war against poverty. The findings will also be utilised by policy planners and might act as reference point at which institutions and government can formulate their policies. The study will also serve as a recipe for addressing the challenges faced by entrepreneurs who are transacting businesses in informal settlement areas.

## **CHAPTER TWO**

### **LITERATURE REVIEW**

#### **2.1 Introduction**

This section consists of theoretical description where by important study variables are defined and described, consequently an analysis of theories will be conducted. The study will focus on the theories relating to SMEs and poverty alleviation as well as empirical analysis so as to capture a vast array of literature about the study. The study drew the concept slum dwelling from African countries, Tanzania and in Kenya perspectives. From the information gathered an analysis was conducted on the literature so as to identify the gap with regards to reduction of poverty and development of entrepreneurs. Additionally drawing from theories gathered the study developed a conceptual frame that guided the study which was characterised by dependent and independent variable.

#### **2.2 Theoretical Foundation-**

Resource Based View and Opportunity-Based View (Shane, 2003) guided the study with support several other theories cited in the study. It has been argued that organizational theory focuses on possibilities or a conformation which brings about the issue entrepreneurship strategy (Donaldson, 2005). This encompasses capital that is utilised in the business such as human capital to achieve organizational level performance. Alternatively Opportunity-based view on entrepreneurship as the art of awareness to novel openings. OBV deals with constant changes in the organizational abilities of a firm.

### **2.2.1 Resource Based Theory**

The Resource based theory views internal resources as an avenue of sustainable competitive advantage (SCA) and the main objective for explaining why organizations firms in the same industry differ in their ratings. Penrose (1959) argued that the way we utilize firms its resources determines the firms' competitive advantage. The resource based view makes the proposition that resources are agents of organizations competitive position when utilized well in such a way that that the resources available are used optimally for the benefit of the firm (Helfat and Peteraf, 2003; Barney, 1991; Penrose, 1959). Grant (2001) argued that business with less resources are prolific and needs incentives for a team of resources to fulfil some task.

Rindova and Fombrun (1999) as cited in Alam (2008) admitted that resources, proficiencies and primary capabilities are vital for an organization competitive advantage. In that regard, resource utilization and policies to initiate proficiency are crucial for enterprise development as they are reduced in size and require backing. Resource based theory offers outlines to clarify how trade can realize suitable events to overdo growth obstacles, must improve business operations.

Porter (1998) cited in Alam (2008) suggested policies in place in a similar industry facilitate developmental strategy for an organization and are grouped together so that as related companies in the same field. Most developed counties in the eastern part of Europe have been grouped /clustered as an initiative to meet most individual. (Ionescu,

2003) cited in Alam (2008). Organization should not exist in separation but should be interconnected in business systems (Ritter, Wilkinson, and Johnston, 2003).

### **2.2.2 Opportunity Based Theory**

The centre stage of every entrepreneur's endeavours is to exploit profitable opportunities (Shane and Venkataraman, 2000). This was supported by Kuratko (2007) who conceived that entrepreneurship is a continuous event of constructing or grasping an opportunity and chasing it. Therefore from it can be deduced that the central essence of entrepreneurship is creating opportunities and maximising on them to generate returns.

Creation of opportunities marks the initial stages of entrepreneurship developments which is the priority of every entrepreneur. (Kuratko, 2007) on the other hand opportunity exploitation – is explained as a series of event that come concurrently and rely on entrepreneurs' decision making and thus very crucial for the firms since it converts opportunities into profits in the market. To initiate entrepreneurship strategies calls for synergistic efforts from the entire organization.

### **2.3 Entrepreneurship Development Programmes**

Most parts of the world have introduced entrepreneurship courses in their curriculum at various educational levels so as to provide the necessary entrepreneurial skills to facilitate individual to exploit the available opportunities for the good of individual and economic prosperity of the country (Basu 2014). Several studies have consistently attributed efficient seizure and exploitation of entrepreneurial opportunities to availability of knowledge and skills so as to generate employment opportunities. Kenyan as a country

has not been left out in pursuance to creating and imparting entrepreneurial skills and knowledge to its citizens. This has been achieved through introduction of entrepreneurship courses in colleges and universities so as to dispense the necessary skills and knowledge to entrepreneurs.

Entrepreneurship development programs have been formulated purposely to cultivate the culture and give knowledge to those who are intending to be entrepreneurs and thus reduce unemployment amongst the youth, the government has achieved this through facilitation and financing of various youth entrepreneurial programs to enable them to sustainably pursue their dreams.(Kibas, 2004). For nations across the world to achieve sustainable economic growth it is crucial for them to embrace entrepreneurship development programs among the youth in rural areas and in marginalized regions. (Cheng & Chan, 2009).

The reason behind adopting Entrepreneurships is generally because it has been viewed as an avenue of generating wealth and engaging youth on proactive activities which enables them to be innovative thus channeling huge output the economy. (Shane, 2003). Growth in technology transforms any country and this has been achieved through entrepreneurial efforts of scientific innovators who transform their ideas into tangible and resourceful technology and as a result gain employment (Nguru, 2009).

It has also been established that entrepreneurship development programmes are changing over time in a manner that follows the changes in vision and technology. (Khan (2010).

Management change involves innovative thinking and desire to exploit the opportunity. This can be achieved through change in technology and creative thinking so as to produce new value and realize the necessary changes in the society. (Amitabh, 2009).

It is difficult to understand the relationship between changes in entrepreneurship verses economic development (Kuratko, 2007). In that regard structuring those associations between activities of entrepreneurship and economic development (Shane, 2009). Knowing specifically the challenges that exists between the relationships of the two factors entrepreneurial activities and economic growth at the regional level.

Several studies have actually been done that contribute the body of knowledge on how entrepreneurial activities influence economic development of different nations (Shane, 2009). In that regard in can be deduced that according the study material there is a significant effect of entrepreneurship activities on economic development particularly industrialised and those countries with high income(Kuratko, 2007).. Some studies found that innovative and high-growth entrepreneurs are the reason to explain positive influence on economic progress (Shane, 2009).

#### **2.4 Entrepreneurship development programmes and poverty alleviation**

Currently entrepreneurship is a phenomenon that has been shared across the world because of how the living standards have been improved through entrepreneurial activities. Several studies have been done on entrepreneurship which enlarge the body of knowledge about how it contributes to poverty reduction and economic growth. Institutions across the world have worked together tirelessly in doing research on the subject of entrepreneurship and how it will impact on the society. (Gibb, 2002).

One of the businesses that require less resources compared to large enterprises since it require less experience, few resources and does not require demanding management. In that regard it can be established easily. Therefore SMEs are crucial in revolving how income is distributed thus reducing the prevalence of poverty. SMEs have a role to cultivate a firm ground for upcoming entrepreneurs. This can be achieved through internship programmes and field attachment where they get practical knowledge from experienced entrepreneurship. Relevant authorities should therefore take a proactive role of supporting activities that enable SMEs to establish a firm foundation to be copied by aspiring entrepreneurs (Ngowi & Milanzik, 2006).

Entrepreneurs in the agriculture sector have been left behind compared to those who are in the service industry. Individuals visit Kenya from various parts of the world such as Somali, Burundi, India in a bid to gain entrepreneurship opportunities to inset in such as those found in the tourism industry. Hand graft is one of the booming businesses that entrepreneurs in the tourism sector have adopted. SMEs are of paramount importance in Kenyan economy since it is the only mechanism that can be used to reduce poverty in the country. It is among the policies entrenched in the vision 2030 and millennium development goals. (Mwangi, 2011).

According to global economic review, it was found that SMEs have played a crucial role in economic growth of developing countries. Kenya and Tanzania were cited to be among the countries that have benefited from developed as a result of expanding number of SMEs. Apparently the poverty reduction has not been addressed adequately despite entrepreneurship development getting grounds on different countries. This study

therefore tried to fill the gap that exist on the influence of entrepreneurship and poverty alleviation and thus contribute to the body of knowledge.

Generally the multiple effects have been realised as a result people busying themselves in innovative activities, development of human capital, and generation of jobs have made significant increment in income levels of individuals. There is a probability that people who initially doubted the benefit that comes as a result of indulging in entrepreneurial activities have noticed that their scepticism were farfetched and should involve themselves more on entrepreneurial activities so as to widen their income base. In that regard therefore with escalating levels of income people can now afford to improve their living condition as well as afford basic services such education, better medication and appropriate shelter for their families and children. It can be concluded that SMEs can be used as an instrument to alleviate poverty in the society (Jain, 2006). In most of the African states SMEs have been directly or indirectly been responsible for creating avenues for employment as well as eradicating poverty. (Okpukpara 2009). The figure 2.2 represent a summary of the conceptual framework that has been analysed which show the interconnection between variable that influence poverty reduction. The variable included creation of job opportunities, human resources development and innovation

Job creation: can be defined as an area where one is provided with employment and thus can derive income from the services he has offered since the owner has made profit from the services. Employees get their compensation as wages or salaries

In the other had innovation can be described as the art of generating new ideas that ultimately results in a unique products or services. Innovation should not be a bus

terminal rather it has to used, in order to create value to the users who receives the service thus improving the quality of services and systems. This call for realignment of management to meet the demand brought about by technology (Shukla, 2009).

Human capital development (HCD): globally, HCD is described as a recognized and unambiguous activities that improves the capability of an individual to attain optimal potential. People abilities and skills can be improved so as to expand the level of production by enhancing human resource development initiatives. Countries have realised sky rocketing economic development through building the capacity of their human capital hence increasing production

Poverty can be addressed in various ways but entrepreneurship can be mentioned solely to have taken a central role in developing countries in alleviating poverty. Several literatures have described how poverty can be reduced through gradual economic development of the society. Through adoption of entrepreneurial activities people reap a lot of income which in turn invest on their children education as well as good health which ultimately results in economic growth (Shane, 2009). It was concluded by the World Economic Forum that nations economic growth has been achieved through development of entrepreneurs. Developing countries have been hit on several occasions by extreme hunger which has resulted from changing environmental condition and poor policies in place, therefore governments should take affirmative actions and encourage everyone to be innovative and creative as well diligent utilization of resources and talents to counter poverty. (OECD, 2015). Lack of skills and proper management of assets to efficiently realise huge returns through sale of product and service can be achieved

through capacity building so as generate more entrepreneurs and boost living conditions (Shane, 2009).

The role played by SMEs in job creation and in growing of economies of nations has impacted on poverty reduction and increased the disposable income to the workers and employers (Kuratko, 2007). Additionally SMEs have salvage the economic conditions of countries during period of economics slump and in best condition of economic growth. strong economic was felt globally in 1970s which created massive lay off especially in the huge firms therefore SMEs came to be the only factor to salvage the state of events. (OECD, 2015). SMEs have gained enormous both internationally, regionally (Kuratko, 2007). At the same time, SMEs have been evidenced to have brought about development of industries. Additionally, it has been observed that there has been a direct linkage between SMEs and large industries therefore it is critical rejuvenate the spirit of entrepreneurship development which had lost grip in a number of (OECD, 2015).

## **2.5 Summary of Empirical Studies and Knowledge Gaps**

Variables in this study have been used in other studies by various researchers. Table 2.1 summarizes previous studies, highlighting their findings and knowledge gaps in terms of methodological, conceptual as well as contextual ones. The focus of the current study is also pointed out in the table.

**Table 2.1: Summary of Empirical Studies and Knowledge Gaps**

<b>Study</b>	<b>Focus of the study</b>	<b>Methodology</b>	<b>Major Findings</b>	<b>Knowledge gaps</b>	<b>Focus of the study</b>
Shane and Venteraman (2000)	Entrepreneurship and poverty reduction	Cross-sectional survey Correlation and Anova	Increasing pressures have caused entrepreneurs to consider development programmes for success to be realized.	Need to conduct a study that looks at entrepreneurship development programmes in its entirety and in a Kenya slums.	This study will critically analyse how entrepreneurship development programmes can impact on poverty reduction especially in Nairobi slums
Waita (2014)	Entrepreneurial education on economic growth in Nairobi county	Chisquare tests and Anova	Entrepreneurial education impacts positively on economic development	Study concentrates only on impact at different knowledge acquisition periods and in the county at large.	.This study will seek conceptualize different forms of entrepreneurial development programmes in a specific slum
Gitau and Otuya (2014)	Entrepreneurial activities and economic development	Empirical review	There is a relationship between entrepreneurial activities and overall economic development	Study only considers one aspect of economic development; Need to test whether the findings will be the same in a different context.	This study will concentrate on poverty alleviation as a result of entrepreneurship development programmes in place

Nyawade (2005)	entrepreneurs perception of development programmes using a case study of BAT Kenya	Case study research design, Analysis of Variance	entrepreneurs perceived development programmes to be important in creativity and innovation	Need to employ long term measures of entrepreneurial development programmes.	Entrepreneurship development programmes in this study will be evaluated in a long term basis
ORJI(2005)	Impact of poverty reduction programmes as a development strategy	Questionnaires was used in collecting data. The chi-square statistical technique was used in analysing data.	Poverty alleviation initiatives has brought positive impacts to the lives of those living in Nigeria	The study was carried out in Nigeria	This study will focus in Kenyan context especially the slum entrepreneurs

Source (Researcher 2016)

## **CHAPTER THREE**

### **RESEARCH METHODOLOGY**

#### **3.1 Introduction**

This section covered a number of elements that were applied in the study. It included target population, research design, sampling procedures, methods of data collection and data analysis. Then contents was also summarised at the end of the chapter.

#### **3.2 Research Design**

The study used cross sectional survey where different SMEs were selected were contacted at different locations of Kawangware so as to obtain. This method was found to be advantages since objects under study were observed in their original set up without altering the environment; further clear focus of the main problems and objectives are defined (Mugenda and Mugenda, 2003)

The design also enabled collection of quantitative and allowed the researcher to identify allow patterns of association among the variables in order to confirm the overall interpretation of the relationships between the study variables. Data was collected from fairly huge number of cases rendering it highly representative.

#### **3.3 Population of the Study**

Population targeted by the study was composed of all SMEs conducting business at Kawangare from December 2015. According to the Nairobi County report (2015), there were 20 such enterprises operating in Kawangware (see appendix III). SMEs represent

entrepreneurship firms that employ few people with small investments. The context was chosen because it provides a unique area in terms of poverty alleviation endeavour. The study's key target respondents were the SMEs owners and managers of the enterprises. The unit of analysis is the SMEs in Kawangware slums in Nairobi.

It has been reported that Nairobi County has up to 10 informal settlements, which include Kibera Slums, Korogocho, Kawangware, Matopeni, Mukuru, Kwa Reuben, Majengo, Kiambui, Kangemi, And Matopeni (GOK, 2015). The study focused selected Kawangware to represent the rest of the informal settlement in Nairobi County. (see appendix II).

### **3.4 Data Collection**

A semi structured that was composed of structured and unstructured questions was used to collect data so as to evade rigidity and thus compute the data based on exact quantities of the structured questions that were utilised. Data collection was made easier through this technique since the study to into account all the pieces information received. Which have been ignored if interview schedule was to be used further the respondents would not be suspicious when answering the question since he had the ample time.

Prior to the main study piloting was done so as to examine the reliability of the data collection instruments. While conducting the pilot study the study distributed about ten questionnaires to randomly sampled respondents who were requested to answer the listed question so that the researcher could check the relevance of the question as well make the necessary adjustment to the questions which might have posed challenges to the respondents.

### **3.5 Data Analysis**

Data received, from the respondents questionnaire was checked, verified and edited to be complete. There after data was coded and entered into SPSS. Coding is technical process where raw data are transformed into easily tabulated form by way of assigning symbols. This helps in condensing the responses into few categories for the purposes of data analysis. The dataset was then subjected to a verification process to verify if the captured data correlated with the data-capture into SPSS. Simple descriptive statistics were employed to analyse quantitative data. The statistics used included frequency counts, means, standard deviations and percentages. The results of data analysis were presented using a frequency distribution table.

## **CHAPTER FOUR**

### **DATA ANALYSIS, RESULTS AND DISCUSSION**

#### **4.1 Introduction**

This section contained the results and analysis of findings obtained from data collected which was then categorised into two parts. Demographic distribution and analysis of the variable under the study was done in the first part of the chapter using descriptive statistics which include use of means, standard deviation, charts and graphs to represent the data obtained. In the second section inferential statistics was done to analyse the influence of independent variable on the dependent variable, where correlation and regression analysis was used.

#### **4.2 Response Rate**

The study obtained 18 questionnaires that were dully filled and returned out of about 20 questionnaires that were dispatched which represented a total 90% response rate. The response rate according to Mugenda and Mugenda ,(2003) a response rate of 50% can be sufficient for analysis and reporting while a response rate of 70% and over is excellent. Therefore it can be concluded that the study's response rate was very sufficient for the study. The study was able to achieve a high response rate since the respondents was able to notify the respondent in advance and the questionnaires were dropped to be picked on a later date giving them sufficient time to answer the questions asked. Further the study contacted the respondents on a regular interval through phone call and short messages so as to remind them of the questionnaires.

**Table 4.1: Response Rate**

<b>Response</b>	<b>Frequency</b>	<b>Percentage</b>
Filled-in Questionnaires	18	90.00
Unreturned Questionnaires	2	10.00
<b>Total</b>	<b>20</b>	<b>100.00</b>

**Source: Field data (2016)**

Table 4.1 presents an analysis of the respondent rate out the sample selected. A sample of 20 entrepreneurs was selected where 90% of the number responded and 20% did not give any response.

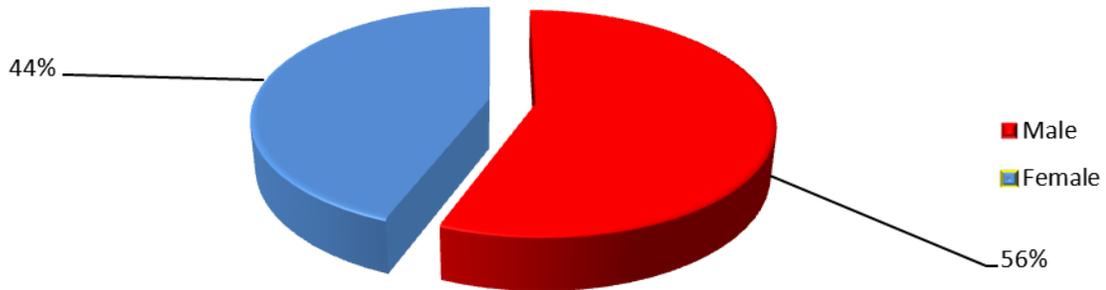
### **4.3 Demographic Characterization of the Respondents**

The research sought to find out the demographic information of the respondents which included gender, age, marital status and the level of education. This was imperative since it forms basis under which the research can equitably accept in coming up with conclusions. The scrutiny relied on this information of the respondents so as to classify the diverse outcomes according to their associate and replies.

#### **4.3.1 Gender Distribution**

Further the study sought to determine the gender distribution of the respondents in order to establish if there is gender balance in the positions indicated.

**Figure 4.1 Respondents Gender Distribution**



Source: Field data (2016)

Figure 4.1 presents the respondent's gender distribution where majority (56%) were male respondents with (44%) being females respondents. This implies there were more males than female respondents though with less disparity meaning that there is gender balance among the employees. Shaw and Carter (2007) found that organizations with gender balance were motivated to perform better towards organization goal as women and men compete favourably to deliver on their assignments.

#### **4.3.2 Marital status**

The study further sought to establish marital status of the respondents and it was found that most of the respondents 44.44% were married, followed by those who single with 22.22%, while those who were divorced and widowed were fewer at each having 16.67%. The findings were as summarised in the figure 4.2.

**Figure 4.2 Marital status**



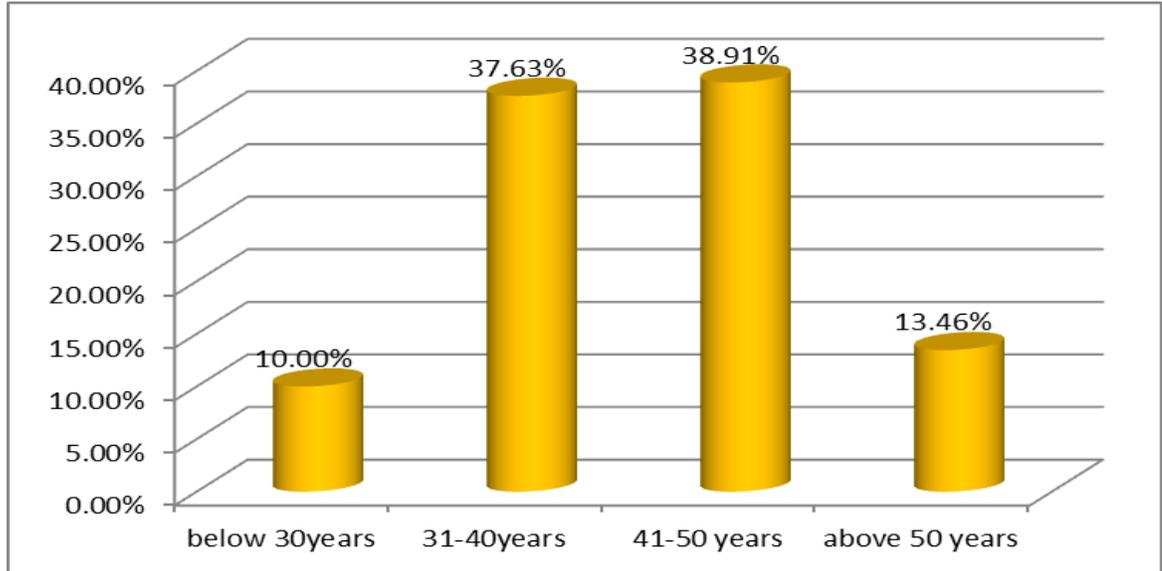
Source: Field data (2016)

Figure 4.2 presents a summary of the marital status of the respondents, most of the respondents 44.44% were married , followed by those who single with 22.22%, while those who were divorced and widowed were fewer at each having 16.67%.

### **4.3.3 Age Distribution**

The study established the respondent's age distribution. The findings were as indicated in figure 4.3.

**Figure 4.3 Respondents Age Distribution**



Source: Field data (2016)

Figure 4.3 presents the respondent's age distribution, majority (38.91%) indicated that they ranged between 41-50 years, followed by 37.63% who indicated that they are 31-40, some of them 13.46% indicated that they were aged 50years and above, with few (10%) indicating that they were below30 years. This implies that majority of the respondents were at their maturity stage and therefore able to handle their businesses responsibly.

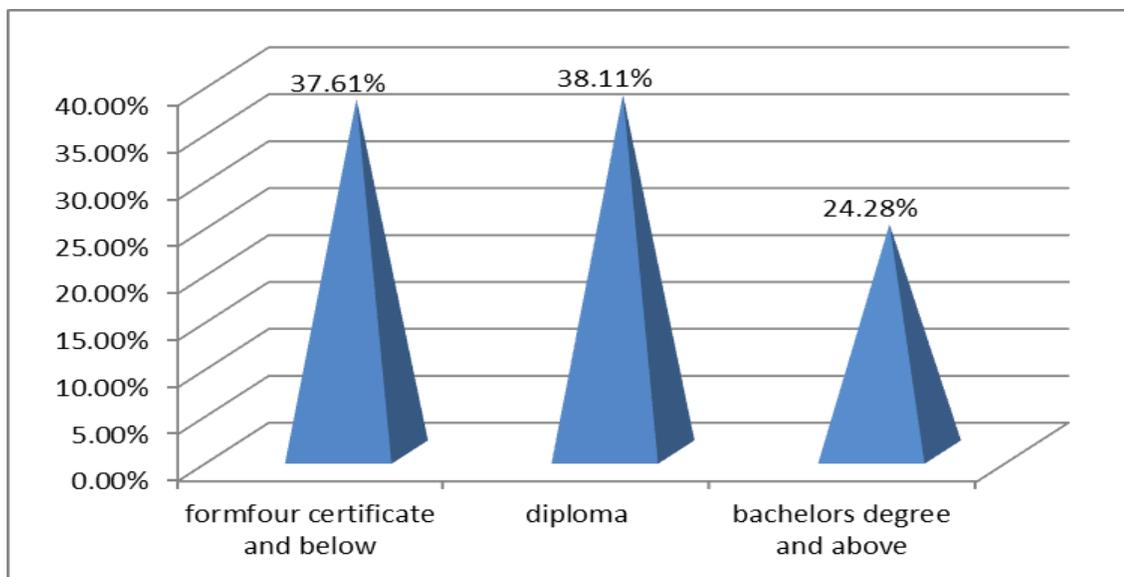
#### Demographics

Help set a country's social and economic tempo and shape other developments: few things influence a population more than its age structures. Jay Olshansky et al, (2009) posited that the effects of age on entrepreneurship are likely to change in response to economic incentives, which in turn will be affected by the age distribution of the population and other demographic effects.

#### 4.3.4 Level of Education

The study further found it of paramount to determine the respondents' level of education in order to ascertain if they were well equipped with the necessary knowledge and skills for the running and the overall management of their businesses. The findings were as summarized in figure 4.4.

**Figure 4.4 Level of Education**



Source: field data (2016)

Figure 4.4 presents the level of education of the respondents majority (38.11%) indicated that they had form four certificate and below, followed closely by those who indicated that they diploma at (37.61%) with few (24.28%) indicating that they had bachelor's degree and above as their highest educational qualification.

Katz, Lazer, Arrow & Contractor, (2004) associated the education level of entrepreneurs with business success with findings that, those with higher levels of education are more

successful because higher education provides them knowledge and modern managerial skills, making them more conscious of the reality of the business world and thus in a position to use their learning capabilities to manage their businesses. The findings therefore indicate that the respondents have the capacity, skills and management acumen to steer supply chain performance. These skills may help them handle and interpret their respective business environments and the emerging issues in information technology and supply chain performance to the best level possible.

**Table 4.2 Programmes used to acquire business skills**

<b>Programmes</b>	<b>N</b>	<b>frequency</b>	<b>percentage</b>
Training	18	17	94.44
Mentoring	17	16	94.12
Training and mentoring	18	18	100.00
Infrastructural development	16	13	81.25
Education	17	11	64.71
Job creation	17	10	58.82
Enabling environment	17	9	52.94

Source: Field data (2016)

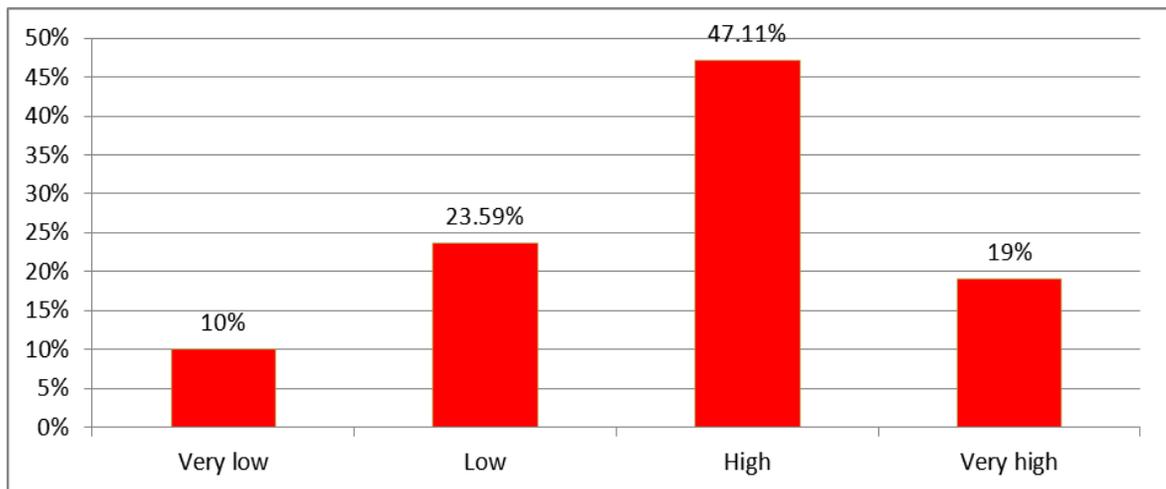
Table 4.2 presents the programmes used by the SMEs operating in Kawangware. The results in the table below demonstrate that most of the respondents 18(100%) indicated that they have used training and mentoring to acquire skills in their businesses, followed closely by those who mentioned that training 17(94.44%) and mentorship 16(94.12%) have both independently contributed to acquisition of business skills. Additionally the

respondents indicated that infrastructural development has have been used by the respondents to acquire business skills as represented by a high percentage of 81.25%. It was also noted that education has contributed to acquisition of business skills as shown by a computed percentage of 64.71%.

#### **4.4 Participation of people in the entrepreneurship development programme**

The study further sought to establish how the respondents assessed participation of people in the entrepreneurship development programme. The findings were as represented in figure 4.5.

**Figure 4.5 Participation of people in the entrepreneurship development programme**



Source: Field data (2016)

Figure 4.5 presents the participation of people in the development programmes. The study found that most of the respondents 47.11% pointed out that people have high been participating in entrepreneurship development programmes. However some of the

respondents 23.59% mentioned that participation has been low in entrepreneurship development programs. Additionally a few respondents 10% also indicated that participation in entrepreneurship programmes was very low. From these findings the study went ahead and requested the respondents to indicate what had influenced or impeded people of Kawangware from participation in the entrepreneurial program. The findings were as summarized in the figure 4.5.

**Table 4.3 Impediments to participation in the entrepreneurial program**

<b>STATEMENT</b>	<b>N</b>	<b>FREQUENC Y</b>	<b>PERCENTAG E</b>
Illiteracy and Lack of awareness	18	17	94.44
Illiteracy	17	17	88.24
Lack of awareness	18	17	94.44
Lack of transparency in its operations	16	10	62.50
Lack of incentives from government	18	16	88.89
Lack of incentives from government, Illiteracy and Lack of awareness	18	15	83.33

Source: Field data (2016)

Table 4.3 presents what limits people from participation in entrepreneurial programmes. The study found that Illiteracy and Lack of awareness is an impediment to participation by Kawangware SMEs in entrepreneurial program, as shown by a high percentage of 94.44%.

The respondents also cited lack of awareness as another impediment to participation in entrepreneurial programs as shown by a high percentage of 94.44. Additionally the respondents indicated that lack of incentive from the government, illiteracy and lack of awareness is another constraining factor to participation in entrepreneurial programs as shown by a calculated mean of 83.33%.

#### 4.5 Impact of entrepreneurship development programmes

The study sought to establish how entrepreneurial development programmes has impacted on their businesses operation. The findings were as summarized in the table 4.4.

**Table 4.4 Impact of entrepreneurship development programmes**

Statement	Mean	SD
Entrepreneurship development programmes have enabled me seek better improvement in life	3.6730	0.8915
Am capable to take up challenging task because of entrepreneurship development programmes	3.9829	0.4849
Entrepreneurship development programmes have enabled me to set target through and achieve them	3.9833	0.5602
Entrepreneurship development programmes have improved my problem solving skills	3.8049	0.4012
Am capable to control my own life as a result of entrepreneurship development programmes	4.7442	0.5311
Entrepreneurship development programmes have enhanced my self-	4.6744	0.4741

confidence		
Am capable to turn thoughts into actions as a result of entrepreneurship development programmes	3.6744	1.4123
Am capable to develop new product or Service as a result of entrepreneurship development programmes	4.3611	0.4561
Am capable to differentiate product-value Addition as a result of entrepreneurship development programmes	4.3344	1.4123
Entrepreneurship development programmes have enabled me create strategic planning and implementation	3.0279	1.4890
I have improved current product/service performance as a result of entrepreneurship development programmes	3.6905	0.9679
Entrepreneurship development programmes have enabled me create new source of supply	3.5814	1.4991
Entrepreneurship development programmes have enabled me create new ways of managing my business	4.2049	0.4012

Source: field data (2016)

Table 4.4 presents the impact of entrepreneurship development programmes. The findings in the table indicates that most of the respondents strongly agreed that as a result of entrepreneurial development programmes they were capable to control their own life's as a result of entrepreneurship development programmes as represented by a high mean of 4.7442 and standard deviation of 0.5311. Additionally the respondents also agreed

that entrepreneurship development programmes have enhanced their self-confidence as shown by a high mean of 4.6744 and standard deviation of 0.4741.

Further the study noted that entrepreneurship development programmes have enabled the respondents to create new ways of managing my business as shown by a calculated mean of 4.2049 and a standard deviation of 0.4012.

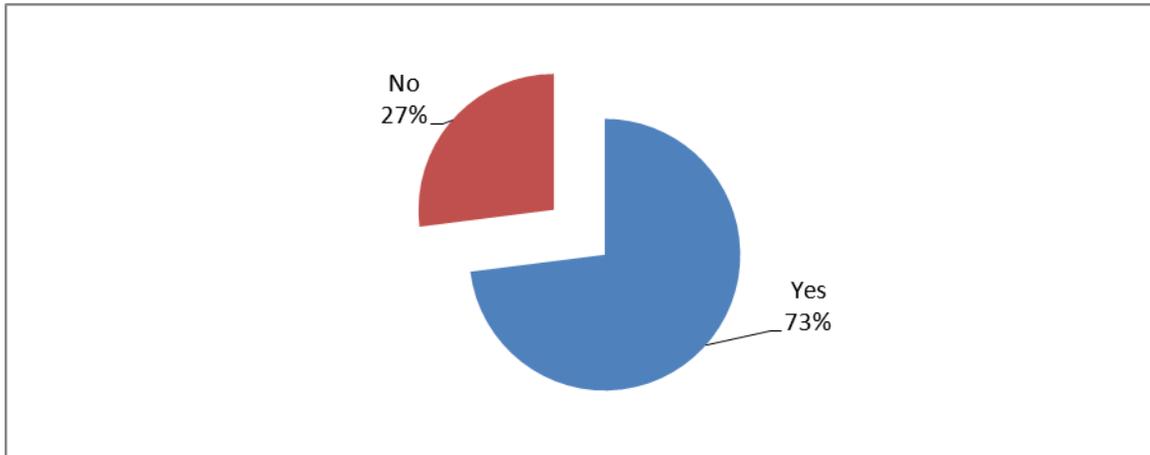
It was also found that most of the respondents agreed that entrepreneurship development programmes have enabled them to set target through and achieve them as shown by a computed mean of 3.9833 and standard deviation of 0.5602. Furthermore the study found that an entrepreneurship development program has enabled the respondents to improve current product/service performance, as shown by a mean of 3.6905 and a standard deviation of 0.9679. However the study also found that most of the respondents moderately agreed that entrepreneurship development programmes have enabled me create strategic planning and implementation as shown by a mean of 3.0279 and a standard deviation of 1.4890.

#### **4.6 Poverty alleviation**

Today, entrepreneurship is becoming increasingly important contributor to poverty reduction when it creates employment through the startup of new entrepreneurship or the expansion of existing ones and they increases social wealth by creating new markets, new industries, new technology, new institutional forms, new jobs and net increases in real productivity, increases income which culminates in higher standards of living for the population. In order to understand if entrepreneurship can help to alleviate poverty, the

study asked the respondents' to answer a yes or no question about whether entrepreneurship can help to alleviate poverty. The findings were as shown in the Figure 4.6

**Figure 4.6 Impact of entrepreneurship on poverty alleviation.**



Source: field data (2016)

Figure 4.6 presents the impact of entrepreneurship on poverty alleviation where most of the respondents 73% said yes entrepreneurship helps to alleviate poverty. Abdala, Malaysia, 1997& Amar Bhade, India, (2003 in their studies concluded that there was direct relation between the two main variables in the study, while 27% of the respondents indicated that entrepreneurship does not help to alleviate poverty.

**Table 4.5 Status of the business as a result of adoption of entrepreneurship strategies**

<b>Statement</b>	<b>Mean</b>	<b>SD</b>
My income derived from my business have improved substantially	3.6977	0.4647
My business has enabled me to improve my standard of living (housing, education, health)	4.6977	0.46470
My business has enabled me to meet my life goals	3.6047	1.49471
I derive a lot of psychological satisfaction because of my business	3.8605	0.8506
I prefer self-employment than formal employment (even if an opportunity for formal employment arose)	3.0442	0.7414
My business has enabled me achieve the social goals	4.1324	0.5487
My business has enabled me achieve financial goals	4.3333	0.6211

Source: Field data (2016)

Table 4.5 presents the status of the business as a result of adoption of entrepreneurship strategies where the results in the table indicates that most of the respondents strongly agreed that their business has enabled them to improve their standard of living (housing, education, health) as shown by a computed mean of 4.6977 and standard deviation of 0.46470. In addition the respondents cited that they have derived a lot of psychological satisfaction because of their business as indicated by a calculated mean of 3.8605 and standard deviation of 0.8506.

It was also found that most of the respondents agreed that their business had enabled them to achieve financial goals as shown by a high mean of 4.3333 and a standard deviation of 0.6211. Further the respondents also agreed that business has enabled them to meet their life goals as shown by a mean of 3.6047 and standard deviation of 1.49471. However the respondents moderately agreed that they prefer self-employment than formal employment (even if an opportunity for formal employment arose) as represented by a calculated mean of 3.0442 and standard deviation of 0.7414.

#### **4.7 Discussion of the Results.**

An analysis of participation of people in the development programmes. The study found that most of the respondents pointed out that people have highly been participating in entrepreneurship development programmes. However some of the respondents mentioned that participation has been low in entrepreneurship development programs. The number that executed the programmes well had a success story to tell in the performance of their businesses. The findings are in line with Nyawade (2005) who argued that participation of entrepreneurs into development programmes results to creativity and innovativeness in managing their businesses.

It was also found that most of the respondents agreed that entrepreneurship development programmes have enabled them to set target through and achieve them. Furthermore the study found that an entrepreneurship development program has enabled the respondents to improve current product/service performance. However the study also found that most

of the respondents moderately agreed that entrepreneurship development programmes have enabled me create strategic planning and implementation.

Most of the respondents indicated that they have used training and mentoring to acquire skills in their businesses and independently contributed to acquisition of their business skills. The results concur with Shane (2009) who found that skills and proper management of SMEs is enhanced through training of entrepreneurs which in turns leads to better performance.

It was also noted that education has contributed to acquisition of business skills. The findings concurs with Waita (2014) who argued that entrepreneurial education impacts positively on economic development. In addition, the findings also concur with Basu (2014) who claimed that entrepreneurship courses at various educational levels provide necessary entrepreneurial skills to facilitate an individual to exploit the available opportunities for the good of individual and economic prosperity of the country.

Majority of the respondents strongly agreed that their business has enabled them to improve their standard of living (housing, education, health).In addition the respondents cited that they have derived a lot of psychological satisfaction because of their business. Thus adoption of entrepreneurship strategies improved on the performance of their businesses. The finding was in agreement with Jain (2006) who concluded that SMEs can be used as an instrument to alleviate poverty in the society and bring satisfaction where

people can now afford to improve their living condition as well as afford basic services such education, better medication and appropriate shelter for their families and children.

SMEs particularly in my area of study in Kawangware highlighted that there is the tendency of wanting to participate in entrepreneurship development programmes, but these programmes are poorly executed thus majority operate their business according to their know-how. Those that have used carefully training and mentoring programmes to acquire skills in their businesses, have good results in terms of the performance of their businesses despite being in the same locality.

## **CHAPTER FIVE**

### **SUMMARY, CONCLUSION AND RECOMMENDATIONS**

#### **5.1 Introduction**

From the primary data collected and analyzed, the following summary of findings, conclusions, recommendations were made based on the objectives of the study which was to determine the implementation of entrepreneurship development programmes as a strategy on poverty alleviation.

#### **5.2 Summary of Findings**

The study found that Kawangware SMEs pointed out that people have high been participating in entrepreneurship development programmes and majority 18(100%), have used training and mentoring to acquire skills in their businesses, followed closely by those who mentioned that training 17(94.44%) and mentorship 16(94.12%) have both independently contributed to acquisition of business skills. Additionally the respondents indicated that infrastructural development has have been used by the respondents to acquire business skills as represented by a high percentage of 81.25%. It was also noted that education has contributed to acquisition of business skills as shown by a computed percentage of 64.71%.

The study also found that most of the respondents 47.11% pointed out that people have high been participating in entrepreneurship development programmes. However some of the respondents 23.59% mentioned that participation has been low in entrepreneurship

development programs. Additionally a few respondents 10% also indicated that participation in entrepreneurship programmes was very low. From these findings the study went ahead and requested the respondents to indicate what had influenced or impeded people of Kawangware from participation in the entrepreneurial program. The findings were as summarized in the table 4.5. The study found that Illiteracy and Lack of awareness is an impediment to participation by Kawangware SMEs in entrepreneurial program, as shown by a high percentage of 94.44%. The respondents also cited lack of awareness as another impediment to participation in entrepreneurial programs as shown by a high percentage of 94.44. Additionally the respondents indicated that lack of incentive from the government, illiteracy and lack of awareness is another constraining factor to participation in entrepreneurial programs as shown by a calculated mean of 83.33%.

Most of the respondents also strongly agreed that as a result of entrepreneurial development programmes they were capable to control their own life's as represented by a high mean of 4.7442 and standard deviation of 0.5311. Additionally the respondents also agreed that entrepreneurship development programmes have enhanced their self-confidence as shown by a high mean of 4.6744 and standard deviation of 0.4741. Further the study noted that entrepreneurship development programmes have enabled the respondents to create new ways of managing my business as shown by a calculated mean of 4.2049 and a standard deviation of 0.4012. It was also found that most of the respondents agreed that entrepreneurship development programmes have enabled them to set target through and achieve them as shown by a computed mean of 3.9833 and

standard deviation of 0.5602. Furthermore the study found that an entrepreneurship development program has enabled the respondents to improve current product/service performance, as shown by a mean of 3.6905 and a standard deviation of 0.9679. However the study also found that most of the respondents moderately agreed that entrepreneurship development programmes have enabled me create strategic planning and implementation as shown by a mean of 3.0279 and a standard deviation of 1.4890

Finally the study found that most of the respondents strongly agreed that their business has enabled them to improve their standard of living (housing, education, health) as shown by a computed mean of 4.6977 and standard deviation of 0.46470. In addition the respondents cited that they have derived a lot of psychological satisfaction because of their business as indicated by a calculated mean of 3.8605 and standard deviation of 0.8506. It was also found that most of the respondents agreed that their business had enabled them to achieve financial goals as shown by a high mean of 4.3333 and a standard deviation of 0.6211. Further the respondents also agreed that business has enabled them to meet their life goals as shown by a mean of 3.6047 and standard deviation of 1.49471. However the respondents moderately agreed that they prefer self-employment than formal employment (even if an opportunity for formal employment arose) as represented by a calculated mean of 3.0442 and standard deviation of 0.7414.

### **5.3 Conclusion of the study**

The concluded that illiteracy and lack of awareness is an impediment to participation by Kawangware SMEs in entrepreneurial program this corroborates with Olomi (2006), who

posited that the most debilitating constraints to MSEs' performance include limited awareness and capacity of the existing and potential business operators. It was also concluded that education has contributed to acquisition of business skills which was similar to Rwamitoga, (2011) who argued that educational programmes are developed to teach and encourage entrepreneurial behaviour has had some effects to many individuals who have chosen self-employment as a career. Finally the study concluded that for SMEs to improve their standard of living and derive a lot of psychological satisfaction in their business and reach performance results they should adopt entrepreneurial strategies which concurs with Dawans, (2010).

#### **5.4 Recommendations of the study**

The study recommends that the government through the Ministry of Trade should conduct regular training programs aimed at equipping owners of SMEs with entrepreneurship skills in areas such as business planning, financial reporting, strategic planning, and financial management.

Based on the study findings it can be concluded that, due to the positive relationship between entrepreneurship training and Kawangware SMEs performance, it is important for the government and other relevant organizations to think of providing entrepreneurship training to MSEs as one of the strategies for them to excel and have competitive advantage in eradicating poverty and enhance economic growth. In addition, the government should initiate behavioural and social change by including

entrepreneurship training in the education system so that learners are exposed to entrepreneurship from young age right from primary schools.

### **5.5 Limitations of the study**

The study was constrained by a number of factors;

- a) The focus of the study was on entrepreneurs in the informal settlements thus respondents were busy with their daily chores and had no time for interviews or act on the questionnaire at the researcher's convenience, however the researcher used drop and pick method to allow ample time for a well filled in questionnaire.
- b) Some of the respondents found some of the information confidential, also misconception of the work and were not willing to participate fully. However, the researcher assured them that the research was purely for academic purposes.
- c) Much time was spent on carrying out this research. Time was such a straining factor from managing employment and field work, and the whole process of research and printing the work.
- d) The research involved a lot of funding. This included the travel costs to do the research, printing and payment of the course.

### **5.6 Areas suggested for further research**

The study recommends future similar studies but in different context should be conducted to explore a wider range of understanding. Similarly future research can investigate the impact of implementation programmes on youth who happens to be at cross-road when they graduate with good grades and no available employment for them.

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## APPENDICES

### Appendix I: Questionnaire

I am a student at the University of Nairobi pursuing Master of Business administration degree (Strategic Management Option). As a partial fulfilment for the award, I am required to carry out a research project on how entrepreneurship development programmes can be used as a strategy in combating poverty in Nairobi County.

You are kindly requested to fill in the following questionnaire to the best of your knowledge. All the information provided will be treated with utmost confidentiality and will strictly be used for the purpose for this research project.

#### SECTION A: PERSONAL DETAILS

Instruction: Please tick [ ✓ ] where appropriate

1. Kindly state your gender
  - Male [ ]
  - Female [ ]
2. What is your marital status?
  - Single [ ]
  - Married [ ]
  - Divorced [ ]
  - Widow [ ]
3. How old are you?
  - Below 30years [ ]
  - 31-40 [ ]
  - 41-50 [ ]
  - Above 50 [ ]
4. What do you do for a living?
  - Self Employed [ ]
  - Employed [ ]
5. What is your highest level of education?
  - Form four certificate and below [ ]
  - Diploma [ ]
  - Bachelor's degree and above [ ]

6. Do you have any other skills?

Yes [ ] No [ ]

7. If the answer above is 'YES' how has it impacted you? Give a brief description.

Positively [ ] Negatively [ ]

.....  
.....

8. In your opinion indicate 'how' level of education affect our poverty status?

.....  
.....  
.....

**SECTION B: IMPLEMENTATION OF ENTREPRENEURSHIP  
DEVELOPMENT PROGRAMMES**

9. Which of the following programmes have you used to acquire skills in your business? (Tick multiple answers if possible)

- Training [ ]
- Mentoring [ ]
- Knowledge Repository [ ]
- Enabling environment [ ]
- Infrastructural development [ ]
- Education [ ]
- Job creation [ ]
- Others..... [ ]

10. How would you assess the participation of people in the entrepreneurship development programmes?

- Low [ ]
- Very low [ ]
- High [ ]
- Very high [ ]

11. What do you think has influenced or impeded people's participation in these entrepreneurial programs?

- Illiteracy [ ]
- Lack of awareness [ ]
- Lack of transparency in its operations [ ]
- Lack of incentives from government [ ]
- Others..... [ ]

12. Please indicate to what extent you agree with the following statements with reference to the entrepreneurship development programmes: Where 1 = Strongly disagree 2 = Disagree 3 = Moderate 4 = Agree 5 = Strongly disagree

No	Statement	1	2	3	4	5
1.	Entrepreneurship development programmes have enabled me seek better improvement in life					
2.	Am capable to take up challenging task because of entrepreneurship development programmes					
3.	Entrepreneurship development programmes have enabled me to set target through and achieve them					
4.	Entrepreneurship development programmes have improved my problem solving skills					
5.	Am capable to control my own life as a result of entrepreneurship development programmes					
6.	Entrepreneurship development programmes have enhanced my self-confidence					
7.	Am capable to turn thoughts into actions as a result of entrepreneurship development programmes					
8.	Am capable to develop new product or Service as a result of entrepreneurship development programmes					

9.	Am capable to differentiate product-value Addition as a result of entrepreneurship development programmes					
10.	Entrepreneurship development programmes have enabled me create strategic planning and implementation					
11.	I have improved current product/service performance as a result of entrepreneurship development programmes					
12.	Entrepreneurship development programmes have enabled me create new source of supply					
13.	Entrepreneurship development programmes have enabled me create new ways of managing my business					

**SECTION C: POVERTY ALLEVIATION**

13. Do you think that entrepreneurship can alleviate poverty?

No            [   ]

Yes            [   ]

14. Please indicate to what extent you agree with the following statements with reference to the poverty alleviation in your area: Where 1 = Strongly disagree 2 = Disagree 3 = Moderate 4 = Agree 5 = Strongly disagree

No	Statement	1	2	3	4	5
1	My income derived from my business have improved substantially					
2.	My business has enabled me to improve my standard of living (housing, education, health)					
3.	My business has enabled me to meet my life goals					
4.	I derive a lot of psychological satisfaction because of my business					
5	I prefer self-employment than formal employment (even if an					

	opportunity for formal employment arose)					
6	My business has enabled me achieve the social goals					
7	My business has enabled me achieve financial goals					

15. How would you classify poverty alleviation programs in Kenya?

Reliable      [   ]

Unreliable    [   ]

16. In your opinion, is poverty alleviation linked to crime / societal vices in your community? Yes [   ]      No    [   ]

If yes, give example(s)

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17. If no, what are the other consequences of poverty in your locality?

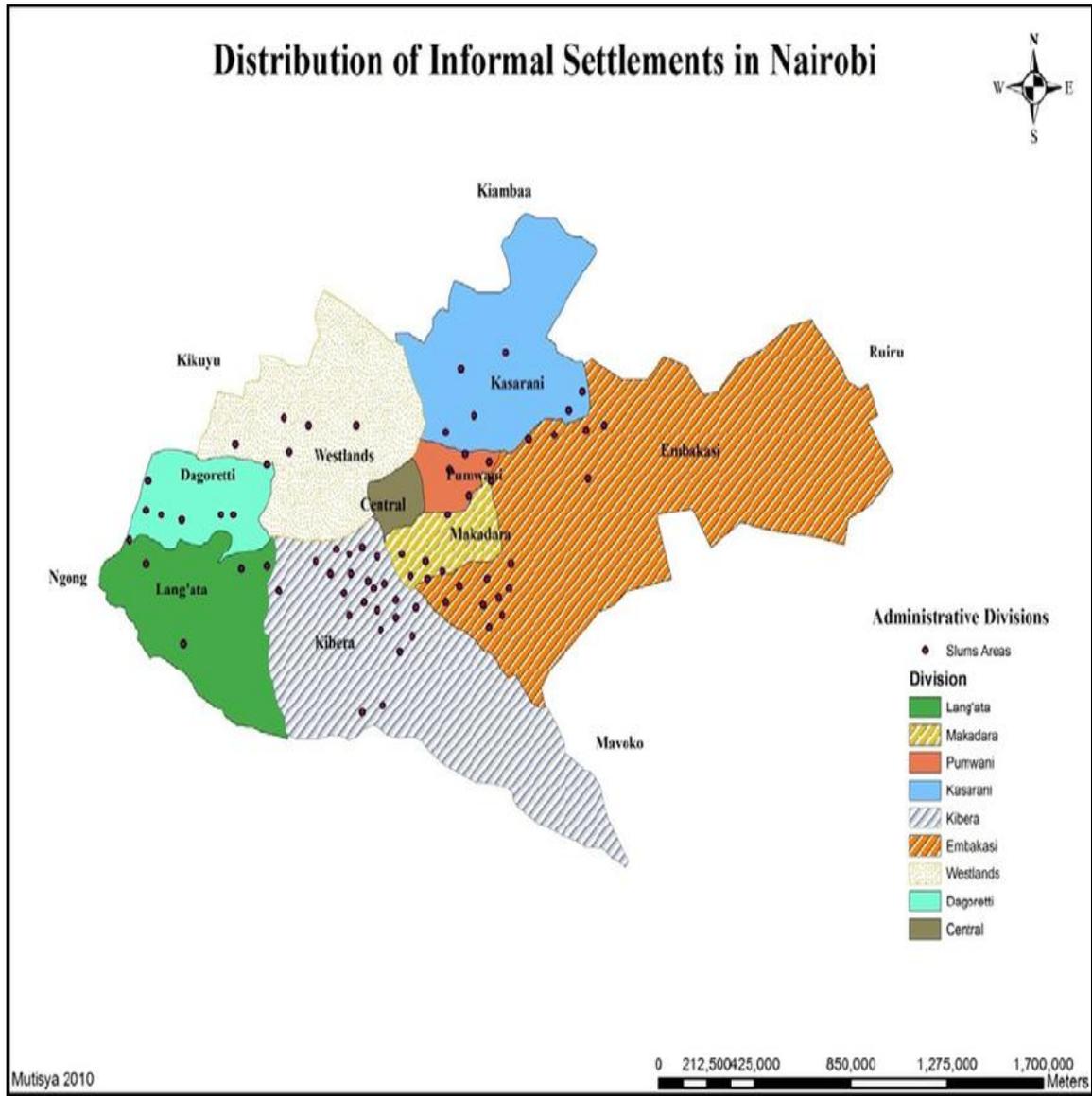
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**THANK YOU.**

## Appendix II: Distribution of Informal Settlements in Nairobi Administrative Divisions



Source: GOK, 2015

### **Appendix III: List of SMEs in Kawangware (Nairobi County Report, 2015)**

1. RECOURS FOUR KENYA CONSULTANTS LTD
2. AIRFALL COOLING SERVICES
3. AIR AFRIK
4. SOKO HURU
5. BRIANTONY INTERNATIONAL CONSULTANTS
6. AXIS BUSINESS CONCEPT LTD
7. NIKOHAPA VENTURES LTD
8. OFFERS AFRICA LIMITED
9. VIFFA CONSULT LIMITED
10. ICEPAY BUSINESS SOLUTIONS LTD
11. MEGA WHOLESALERS LTD
12. COPYRITE FURNITURES LTD
13. GIOVANI ENTERPRISES - EA
14. CUTLERY DUKA - NAIROBI
15. ADVANTECH CONSULTING LTD
16. ONESOURCE FINANCIAL SERVICES LTD
17. URBAN PROPERTIES CONSULTANTS & DEVELOPERS LTD
18. DIPEK INTIATIVE. KENYA.
19. EDARNS ENTERPRISES LTD
20. TASKWETU