

The Impact of Agricultural Cooperatives on Marketing of Rice Produce In Abuja

Safiyanu Abubakar Muhammed

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Approval of the Institute of Graduate Studies and Research

Prof. Dr. Ali Hakan Ulusoy
Director

I certify that this thesis satisfies all the requirements as a thesis for the degree of Master of Arts in Marketing Management.

Prof. Dr. Melek Şule Aker
Chair, Department of Business
Administration

We certify that we have read this thesis and that in our opinion it is fully adequate in scope and quality as a thesis for the degree of Master of Arts in Marketing Management.

Prof. Dr. Mustafa Tümer
Supervisor

Examining Committee

1. Prof. Dr. Mustafa Tümer

2. Asst. Prof. Dr. Murad Abdulrahman Bein

3. Asst. Prof. Dr. Mehmet İslamoğlu

ABSTRACT

This study examined the impact of agricultural cooperatives on marketing of rice produce in Abuja. The specific objectives of the study were to investigate the relationship between agricultural cooperatives and marketing of rice in Abuja and identify the constraints inherent in agricultural cooperatives and marketing of rice in Abuja. Two research questions guided the study. Primary and secondary data were used for the study. Questionnaire was developed using the literature and used as the major instrument for data collection. The study revealed that lack of distribution channel is one of the constraints in the agricultural cooperatives and lack of market awareness. It was recommended that there must be sustained cooperative education in order to enlighten members on their roles and to show the general public the important roles cooperatives can play in their lives and the development process.

Keywords: Agricultural Cooperatives, Marketing, Nigeria

ÖZ

Bu çalışma, tarım kooperatiflerinin Abuja'daki pirinç ürünlerinin pazarlanması üzerindeki etkisini incelemektedir. Çalışmanın özel amaçları, Abuja'daki tarımsal kooperatifler ile pirinç pazarlaması arasındaki ilişkiyi incelemek ve Abuja'da tarımsal kooperatiflerin ve pirinç pazarlamasının doğasında var olan kısıtlamaları belirlemektir. Çalışmada iki araştırma sorusu kullanılmıştır. Çalışmamızın amaçları doğrultusunda birincil ve ikincil veriler kullanılmıştır. Anket, literatürden yararlanılarak geliştirilmiş ve veri toplamada temel araç olarak kullanılmıştır. Çalışma, dağıtım kanalı eksikliğinin tarım kooperatiflerindeki kısıtlamalardan biri olduğunu ve piyasa bilincinin olmadığını ortaya çıkarmıştır. Üyeleri rolleri konusunda aydınlatmak ve genel kamuoyuna kooperatiflerin yaşamlarında ve gelişim sürecinde oynayabilecekleri önemli rolleri göstermek için sürekli kooperatif eğitiminin olması önerilerimizin ana temel unsurunu oluşturmuştur.

Anahtar Kelimeler: Tarımsal Kooperatifler, Pazarlama, Nijerya

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Chapter 1

INTRODUCTION

1.1 Background to the Study

The Nigerian economy have a lot of room for expansion and development. The country's enormous natural resources are virtually untapped, and they must be fully used for Nigeria's overall well-being in the global economy (Amalu,2010). One crucial step towards achieving this aim is to foster cooperative movement (Adisa & Okunade, 2015). Cooperatives are defined as “an independent group of people who voluntarily join together to achieve their common economic and social needs and aspirations through jointly owned and democratically managed enterprises.”

Cooperatives are formed by like-minded individuals to seek mutually beneficial economic interests (Akpokodje, Ehrenstein & Lancon, 2013). Cooperatives are formed to fulfill common needs, and they are based on the persuasive idea that by banding together, a group of people can achieve something that none of them could do alone (Amalu, 2010). Over the past 160 years, cooperatives have provided people with a successful way to take charge of their economic fortunes (Amalu,2010).

According to researchers, cooperatives play a key role in the supply of services such as selling farmers' goods, which improves the socioeconomic standing of its members under normal circumstances (Tunji, 2012). Membership in dairy cooperation had a major and favorable influence on milk production, net profit per liter, and the

activation of food safety measures Procedures, according to Kumar et al. (2018)'s study in India. According to Zhang, (2021), many agricultural cooperatives in China play a key role in the transfer of technology, the reduction of agricultural pollution, and the creation of a sustainable agricultural economy. (Yesim, Yaprak, Murat & Batuhan, 2020) in their study of the agricultural cooperatives in building the social capital in Turkey found out that, an effective agricultural cooperative membership is a very important aspect that not only affects the trust and enhances social capital, and also positively effects the members' lives in terms of their income and eating habits.

Human collaboration is not a novel notion. It existed before the foundation of the contemporary cooperative. The first successful consumer cooperative firm was the Rochdale Society of Equitable Pioneers Ltd 1844. (Sutherland, 2011). It was founded for the consumer (buyers) cooperative by a group of 28 businesspeople in England. The cooperative's success was due to its own set of business practices (principles). The agricultural community has traditionally been characterized by a culture of self-help and cooperation. Mutual groups have also existed in metropolitan settings. When communities meet issues, they design solutions depending on their ideas, principles, and traditions (Onuoha, 2014).

Table 1: Agricultural Cooperatives in Abuja (Nigeria).

Agricultural Cooperatives	Address
Eden Group Farmers Multipurpose Cooperative Society Limited	Living Faith Nyanya, Abuja. 23409
Federal Ministry of Agriculture and Rural Development	No 3, Idris Ibrahim Cres, Garki, Abuja
Npower Farmers' Cooperative Society Ltd.	Area 11, Plot 458 Ahmadu Bello Way, Garki 900001.
Middlemarsh Cooperative	No 1, Kaduna Street, off Monrovia St, Wuse 2, Abuja
Alluvial Agriculture Nigeria Limited	836 Idris Ibrahim Crescent, Abuja
Koch Nigeria Limited	Plot 714 Agadez Crescent, Abuja.

Bless Fishery Multipurpose Cooperative Society Limited	84 Ikot Ekpene Road, Abuja.
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Table 2: Rice Production and Exporting Companies in Abuja (Nigeria).

Rice Processing Companies	Address
Olam Nigeria	No 56 Abebe Village Road, Abulenla, Abuja. 101241
ONYX Rice Mill	Opp. Nigeria Army Barracks, Bida-Badeggi Road, Abuja. 920211
Integrated Grain Processors (NG) Ltd.	5 Eke Afa Road, Abuja.
Quarra Rice Mill	Taraji, Abuja.
Dangote Rice Mill	Abuja
Royal Stallion Group	270 Ajose Adeogun Street, Abuja.

1.2 Statement of the Problem

Numerous studies have depicted the deficient performance of the agricultural market as a key obstacle to the expansion of the agricultural industry and the overall economy (Agbo, 2010). The growing output excess benefits neither the farmers nor the nation because of an inefficient marketing structure. As a result, this is especially significant given that the government is pursuing agriculture-led industrialization and economic growth program in which the agricultural sector is intended to supply surpluses that may be transferred to other sectors of the economy (Okeke, 2011).

The production system has a significant impact on the agricultural markets. Across the country, small-scale farmers produce the majority of the country's agricultural output. Engaged in various agricultural operations without ability and insufficient marketing abilities. According to Akande (2012), just 28 percent of total farm goods are marketed. As a result, the scattered produce must be gathered, organized, shifted from one market level to another after being assessed. The long chain with numerous

middlemen that makes up the marketing system is its defining feature. Shortening the marketing channel will aid farmers by reducing the amount of money spent on marketing at each stage of the channel.

The reason for cooperative success and failure relates to the formation and dissolution of cooperative identities because of the process through which members mature. Although cooperatives are viewed as an effective marketing tool, they are plagued by key issues that prevent them from playing a constructive activity. Cooperatives face a number of challenges, such as a lack of institutional capacity, inadequately trained staff, a lack of entrepreneurial skills, a lack of financial resources, ignorance of the market, and a lack of member involvement in activities like funding the cooperative, supporting its operations, and patronizing it. Furthermore, agricultural input prices are on the rise year after year, making farmers complain.

These multiple challenges make the overall operations of cooperatives in general, and agricultural product marketing, against this background, this study attempts to investigate the impact of agricultural cooperatives on the marketing of rice in Abuja.

1.3 Objective of the Study

This study's main objective is to examine the impacts of agricultural cooperatives marketing of rice in Abuja the following are the study's specific aims:

1. To investigate the relationship between agricultural cooperatives and the marketing of rice in Abuja.
2. To find the restrictions inherent in agricultural cooperatives and the marketing of rice.

1.4 Research Questions

The research responds to the following questions:

1. What is the type of relationship existing between agricultural cooperatives and the marketing of rice in Abuja?
2. What are the constraints confronting agricultural cooperatives and the marketing of rice produce in Abuja?

1.5 Research Hypothesis

The study tested the following hypothesis:

H₀₁: There is no committed relationship between agricultural cooperatives and the marketing of rice in Abuja.

H₀₂: There is no meaningful relationship between constraints confronting agricultural cooperatives and the marketing of rice in Abuja.

1.6 Significance of the Study

This study is expected to be extremely beneficial to farmers in the F.C.T. and Nigeria since the findings would help farmers to remodel their different cooperatives to market their goods. The study will also aid policymakers in understanding cooperative development concerns, obstacles, principles, and values. In general, the study's findings will be useful to promoters, regulatory authorities, and beneficiaries in developing beneficiaries in formulating plans and coordinating initiatives to boost efficiency and member involvement in cooperatives to fulfill marketing objectives. The research can be consulted by organizations and/or individuals who want to learn more about the socioeconomic features of the area, notably the cooperatives and agriculture related to the study district. It would likewise add to the corpus of information and act as valuable reference material. for understudies.

1.7 Scope of the Study

The scope of this study is confined to the impact of agricultural cooperatives on the marketing of rice produce in Abuja. The research will look at several cooperatives in F.C.T. to get their thoughts on the ease and difficulties of marketing their products through the cooperative.

1.8 Definition of Terms

The following are explanation of terminology used in this study for clarity:

Cooperation: The foundation of human society has always been cooperation. Human beings' interdependence and mutual aid have been the foundation of social existence (Agbo, 2010).

Cooperatives: “A cooperative is an independent group of individuals united voluntarily to achieve their shared economic, cultural, and social needs and ambitions through a jointly owned and democratically controlled company,” in accordance with the International Cooperative Alliance (ICA) 2015.

Agricultural Marketing: Agricultural product marketing begins on the farm, where the farmer prepares his output to satisfy specific demands and market possibilities (Daramola, 2015).

Cooperative Marketing: In the field of marketing, this is an example of the implementation of cooperative principles. Members established cooperative organizations to carry out many marketing initiatives pertaining to their products as a marketing strategy (Ijere, 2012).

Chapter 2

LITERATURE REVIEW

2.1 Introduction

In this chapter, the researcher will review the relevant academic literature, articles, and research made by scholars that are in line with the topic, and explains the study's conceptual and theoretical framework guiding the research, to give an analytical, descriptive, and critical assessment of the research topic under discussion.

2.2 Conceptual Framework

The clarification of some of the key ideas used in the research would aid in the proper comprehension of the analysis and discussion of the subject at hand. Conceptualization entails going through some fundamental words. An attempt is made to clarify some of the terms employed. It also aids scientific study in making sense of the facts acquired- it aids in balancing the demands to be met and capturing the real-life complexity (Bandini, 2013).

2.2.1 Cooperation Concept

Since the starting of the human society, people have discovered the advantages of cooperating and helping one another. Human society has always been built on cooperation. Interdependence and mutual support among humans have been the cornerstones of social existence. Global social history has taught us that man cannot exist only for himself. People frequently rely on one another through mutual aid and their activities for the daily socioeconomic situations (Aluko, 2012).

2.2.2 Definition of Cooperatives

According to Berko (2011), “a cooperative is a user-owned, user-controlled enterprise that distributes advantages based on use.” This definition encompasses the three basic cooperative concepts, which deals how users' owncontrol and share the benefit proportionately.

According to the "user owner" theory, those who use cooperative members' services pay towards their financial support and subsequently own the cooperative. The cooperative's capital must come from members, at least in part. The proportionate capital investment made by each member should reflect their patronage (usage) of the cooperative.

“A cooperative is an independent group of citizens joining voluntarily to achieve their shared economic, cultural, and social needs and goals through a jointly owned and democratically controlled firm,” writes Bakare (2017). The justification According to Bakare, coercion (force) is the opposite of collaboration, and membership in cooperatives is voluntary. Collaborating is not what people are doing when they are being pushed to do anything. Teamworksprings from a motivation to help others, teamwork should not be forced but members should have the option to be part or to exit at any moment.

2.2.3 Agricultural Cooperatives

Agriculture is a wide phrase that encompasses agriculture, forestry, fisheries, and cattle. Agriculture is regarded as the primary source of employment and income in rural regions, and agricultural cooperatives play a critical role in aiding small agricultural producers and marginalized communities (Eze, 2014). Agricultural cooperatives provide members with economic and socio empowerment, as well as the

provision of long-term rural employment through business structures that are robust to economic and environmental shocks. Small agricultural producers can receive help from opportunities and services such as market access, information, technology, credit training, and storage (Ndukwe, 2015). Members can also take part in decision-making processes at all levels and negotiate better conditions for contract farming and reducing pricing for agricultural supplies such as fertilizer, seeds, and equipment. As a result, smallholder farmers protect their livelihoods while playing a larger role in satisfying food demand in local, national, and worldwide markets, contributing to poverty reduction, food security, and hunger elimination.

According to Obodoechi (2016), agricultural cooperatives have influenced rural development by increasing the availability and accessibility of facilities that enhance the fundamental living circumstances of rural small farmers.

The cooperative contributes to the creation of jobs, the development of rural markets, the increase of rural incomes, and the improvement of access to social services. Crops are grown by farmers and sold by cooperatives. Obodoechi (2016) adds that agricultural cooperatives help small farmers build houses, send their children to school, and supply health insurance, all of which help to preserve rural livelihoods.

2.2.4 Overview of Agricultural Cooperatives in Different Countries

Farmers have long recognized agricultural cooperatives as the ideal organization for participating in attractive input and output markets, improving agro-food quality and security, adopting technological innovations, improving farm economic growth, and promoting the well-being of rural families.

According to Saurabh. B., 2021) report, he affirmed that the British-led Cooperative Credit Societies Act of 1904 fostered 5.03 lakh cooperatives with 210 million members and a network spanning the entire rural Indian subcontinent, accounting for 46% of the nation's total agricultural credit and 24% of the total fertilizer production. By establishing 21 national-level cooperative federations, 361 state-level cooperative federations, and 2,572 district-level cooperative federations around the country, these milestones have been attained. As a result, the cooperative movement now includes all sectors of the local and national economy. According to Kumar et al. (2018), membership in dairy cooperatives had a positive and significant impact on milk production, benefit-cost ratio per liter, and the implementation of food safety procedures in India.

A cooperative's legal structure supplies several economic and social benefits to society. This form of business helps the financing, maintenance, and stability of employment generation (Brown et al., 2015). Additionally, it enables women's inclusion in the labor market, therefore generating possibilities and satisfying diverse needs in rural regions thereby contributing to more sustainable development (Glasberg. P, 2000). Currently, Spain has 3,699 agricultural cooperatives with joint revenue of 30,556 million euros in 2019, accounting for 68 percent of total agricultural output. The entire membership exceeds one million, with around 112,000 workers contributing to employment. This proves the agricultural cooperative's economic relevance in Spain (Baamonde, E, 2019).

According to research, cooperatives contribute favorably to the elimination of poverty in rural regions and the improvement of people's welfare. Turkey is comprised of 81 provinces and 7 geopolitical areas. Sanliurfa is the third-largest agricultural province

in Turkey (GAP IDARESI, 2019). The GAP project is Turkey's most significant regional development initiative based on water and land resources, with Sanliurfa having the greatest potential for agricultural land and cattle inside the GAP (Aydogdu & Yengin, 2016).

Agricultural cooperatives are likewise expected to work as a showcasing channel with regard to contributing to the resulting market. In any case, on the grounds that farming cooperatives in specific nations, like China, have free administration frameworks, individuals ordinarily offer just a level of their products to horticultural cooperatives, and others might select to abstain from involving rural cooperatives as a showcasing outlet completely.

2.2.5 Types of Cooperative Societies

Cooperative societies are classified into several sorts based on their goals and the nature of their activities. Some cooperatives were created to help consumers, while others were formed to aid producers. Some organizations aid farmers by supplying financing for the purchase of fertilizer and seeds, for example, while others aid them in the development of commerce (Obodoechi, 2006). The following are some examples of notable cooperative societies:

- i. Producers' cooperative societies: Producers' cooperatives are formed by small producers. Members of society manufacture items in their homes or in public places. The raw materials, tools, money, and so on are given by society. The society collects the product and sells it on the market at a wholesale price. Members receive a percentage of the profit based on the commodities they each contributed.

ii. Consumer cooperative societies: Consumer cooperatives are formed to cut intermediaries from the area of commerce. These organizations buy foods at wholesale costs and resell them to members at lower prices than the market. Non-members, on the other hand, pay market prices for the commodities. The profit, if any, is divided among the members in the form of a bonus based on their purchase ratio.

iii. Marketing cooperative societies: Marketing cooperative organizations are created by small producers to promote commerce. The two major goals of these societies are to sell goods at reasonable costs by cutting intermediaries and to make ready for the member's output. Small agriculturalists and craftspeople set up these sorts of organizations. These societies gather the goods of their members, grade them, store them in warehouses, and then offer them in the market at full price when the market is ready for these things. The profit is divided among the members based on the proportion of commodities given by them (Uzoagulu, 2008).

iv. Credit cooperative societies: These cooperatives are designed to aid members financially. These organizations supply low-interest loans to their members. These societies give loans to farmers in rural regions for the purchase of seeds, fertilizer, and animals. These organizations give loans to their members in metropolitan areas for the acquisition of raw materials and tools.

v. Farming cooperative societies: These organizations are founded by small farmers to reap the benefits of large-scale farming. These groups aid farmers in improving their farming methods by supplying big-scale farming tools such as tractors, threshers, and harvesters, among other things.

vi. Housing cooperative societies: These organizations are founded to buy land for the construction of dwellings on a homogenous basis. These groups are created by members who aim to build their own houses. These societies lend money to their members for them to build residences. These societies also buy building materials in bulk and pass the savings on to their members.

vii. Insurance cooperative societies: These organizations enter contracts with insurance firms to obtain various insurance policies for their members at reduced premiums. This organization may buy group insurance coverage for its members. The primary goal of society is to reduce the danger to its members (Okafor, 2005).

viii. Transport cooperative societies: These organizations are founded to supply transportation services to their members at a lesser cost. This form of society is exemplified by the welfare bus system. The member is given a permit that allows them to travel on designated routes.

ix. Storage cooperative societies: These organizations are founded to provide members with low-cost storage for perishable and non-perishable items. These organizations also offer grading and distribution services to their members.

x. Labor cooperative societies: These organizations are founded by unskilled labor to market their services at a reasonable salary rate. This form of society enters contracts with various firms to supply labor to them.

2.2.6 Constraints in Agricultural Marketing

Cooperatives are seen as a viable tool for rural development, but they have serious problems that limit their ability to contribute significantly. Lack of institutional

capacity, inadequately trained staff, a lack of entrepreneurial skills, a lack of financial resources, a lack of market information, and a lack of member involvement in various cooperative-related activities, such as funding the cooperative, supporting and controlling it, are some of the constraints faced by cooperatives (Olayiwola, 2010).

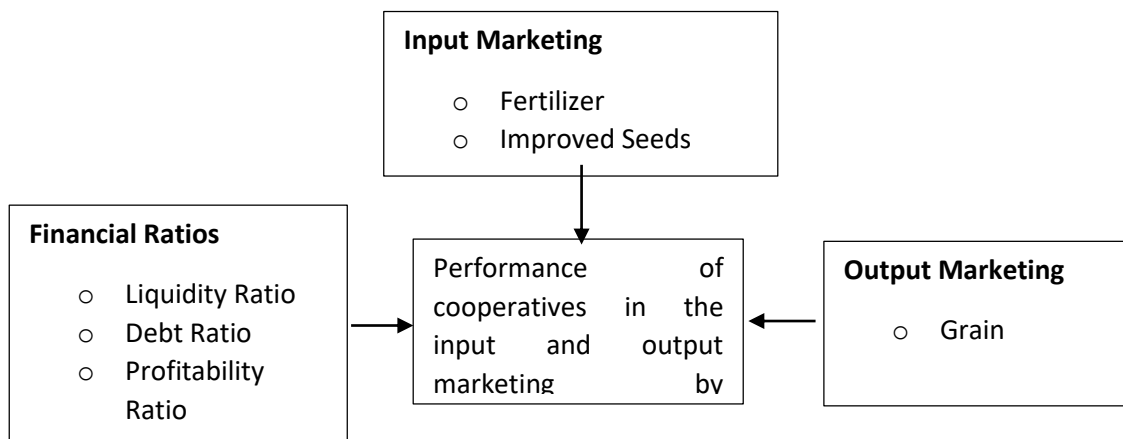
Furthermore, agricultural input prices are rising year after year, making farmers continue to complain. Due to these issues, farmers are typically price takers due to their low marketing skills and limited negotiating strength. Governments have sought to strengthen farmers' marketing ability and bargaining power by establishing cooperatives and encouraging various forms of collective action. Olatunbosun (2015),The executives board individuals and focus group participants provide hurdles to cooperatives fully achieving their goals. Farmers faced major challenges such as a lack of capital, an unpracticed administration board an ignorant enrollment, reluctance to serve on committees, unfaithfulness among individuals,an absence of foundation improvement (transportation, stockpiling), and member dissatisfaction with co-operative services.

The cooperative's turn for the successful working of the helpful development is part contribution. Some members are aware of the advantages of cooperative groups from both a social and financial standpoint. These members will learn about the problems and be ready to help the cooperatives succeed. The member can participate in the economic and managerial decisions of the cooperative under this sort of membership.

2.2.7 Performance of the Cooperatives

A measurement of an organization's performance for cooperatives is the amount of business it performs with its members' customers and other community members (Afolabi, 2013). Since cooperative societies' business volume and value are anticipated

to increase annually to assist to proprietors, clients, and regulators of the cooperative business, it may be possible to determine whether the cooperative is functioning negatively or favorably for the benefit of its members by looking at this data (Akinola, 2011). This segment takes a gander at how cooperatives use proportion examination, info, and result showcasing to build the productivity of these tasks.



Source: Filed Survey, 2019

2.2.8 Involvement of the Members in the Agricultural Marketing by Cooperatives

The involvement of members in the cooperative's pole for the appropriate running of agreeable social orders. These members understand the value of cooperative organizations, both socially and economically. As a result, they are conscious of the issues and are eager to put up with the cooperative's growth (Berko, 2011). This type of membership allows members to take part in the cooperatives' economic and management concerns. Active members avoid unstable financial condition and the formation of authority interests in cooperatives, hence ensuring the cooperatives' growth. Members who are uneducated, sleepy, lethargic, non-participative, or indifferent, as opposed to participants, create a problem for themselves. They are vulnerable to exploitation by society's convert (change) elements. As a result,

members of society need to be strongly involved all through the cooperative activity (Eze, 2014). Cooperatives' fundamental principle is democracy. In a democratic organization, such as a cooperative, the general body is the ultimate organ, and the management committee is elected by them to handle day-to-day operations (Okafor, 2015).

2.3 Theoretical Framework

2.3.1 The Sociological Diffusion model

The sociological diffusion model, often known as the spread of inventions is an individualized process. Adoption method that claims to adopt a certain technique, farmers must first recognize a problem and then figure out how to address it (Ogili, 2014). This concept is organized in a local sequence: knowledge, persuasion, choice, execution, and confirmation (Ngwira et al., 2014). The important determinant for the adoption choice in this paradigm is access to information, and extension services play a critical role in knowledge transmission (Ogili, 2014). According to this idea, the farmers will only embrace a new practice if he or she recognizes and learns about an innovative approach that will solve their issue in the short and long term

2.3.2 The Adopter-perception Model

The adopter-perception viewpoint model sets up that the belief of changes is critical in order to adopt an innovative approach (Ngwira et al., 2014). Personal aspects such as age, educational level, farm experience, and so on, as well as physical elements such as land features and organizational factors, explain the farmer's viewpoint (Ogili, 2014). The combination of these qualities will decide the outcome of the adoption choice.

2.3.3 The Socio-learning Theory

The constructivist approach underpins social learning theory, which asserts that people learn from social networks and aim to act in ways that are consistent with societal laws and standards. (Mequaninte et al., 2015). As a result, the only activities that will have an impact on people will be those that assure rewards and prevent penalties. Furthermore, the adoption of a new individual practice must result in greater personal advantages than the old practice (Ogili, 2014; Mequaninte et al., 2015; Napier, 2011). Formal and informal social networks are critical in this model of learning based on previous experiences and strengthening social norms, values, benefits, and individual and group preferences.

The connection with friends, neighbors, family, and organizational ties is the foundation of the learning process. Recently, more aspects that are essential for understanding the adoption process have become known due to the creation of new models like structural theory, it emphasizes on the adoption process and combines individualistic, constructivist, and structural theories (Ogili, 2014). Personal preferences; personal characteristics; access to information; problem feeling; social relations; networks; a trial phase; and the learning process, based on the presentation of the most important theoretical models for the adoption process, are the basic characteristics that must be considered when a researcher wants to conduct a study on the adoption of modern technology or practice.

2.4 Empirical Review

In comparison to the developed world, the literature on cooperatives in developing nations is limited. Some issues and limits have hampered cooperative societies' ability to function effectively. As a result, several cooperatives have underperformed,

declined, or died. This section will look at earlier authors, writers, and researchers' connected literature. Marketing allows the agricultural producer to break free from the constraints of subsistence farming and raise a crop for sale. As a result, a big part of a country's inhabitants may live in cities and buy their food locally. Farmers are encouraged to raise food for export through agricultural marketing. This approach increases farmers' income while also earning foreign currency to pay for imports. The various characteristics of the goods to be handled, as well as their perishability, challenge agricultural marketing. Another issue is the dispersed structure of agricultural output and the high number of different production units in most tropical nations.

As a result of these factors, agricultural marketing causes tremendous initiative, decision-making, and competence. As a result, the cooperative is critical to the selling of agricultural products. Cooperative marketing is the marketing industry's implementation of cooperative principles. It is a marketing process carried out by a cooperative association that was set up Members volunteer to carry out one or more marketing campaigns. tasks relating to their goods. In his paper *Organizing and Operating Agricultural Cooperatives*, Burt (1997) said that the marketing cooperatives might incorporate negotiating and processing groups. They often engage in some of each activity.

The major function is to direct member items to the final customer. Cooperative marketing societies, according to Frank et al. (2003), are an integral aspect of agricultural cooperative groups in India. He also underlined the need for cooperative marketing associations. Aside from cutting out the middlemen, you may give low-cost marketing services to disadvantaged and mistreated farmers. He went on to say that

the cooperative society will work on two levels: input marketing and product marketing. Input marketing is the purchase and selling of agricultural items such as seeds, fertilizer, and pesticides.

Output marketing refers to the buying and sale of the participating farmers' output. As stated by this researcher, to be successful, a cooperative marketing society must take part in output marketing at a higher level than input marketing.

According to Ndukwe (2015), “if a society fails to market the output of its members or the production of any other, it ceases to be of any service to its members for marketing.” Many exclusively function as government specialists, circulating limited merchandise like wheat, sugar, rice, heartbeats, and creation fundamentals like seeds, composts, and insect sprays.

They are inactive or no longer exist. for all purposes and can be eliminated from the list of organizations. According to Kimberly et al., (2004), the significant role of marketing cooperatives is to sell their members’ goods. Beyond that, the cooperatives in this group fulfill a wide variety of added activities, with negotiating cooperatives (or associations) at one end of the spectrum.

Different associations incorporate cooperatives and associations. Sellers' and exporters' associations, for instance, assume a significant part in upgrading promoting abilities, bartering power, and strategy development. However, they are not powerful enough to perform the expected role in the current circumstances. As a result, the institutions must be reinforced (Dawit, 2005).

If cooperatives members cannot acquire more prominent grain costs from various sources, they might find it challenging to keep their "reliability" to agreeable. Due to these inborn difficulties, states frequently test cooperatives providing the admittance to credit offices, speculation awards, or potential advances.

According to USAID (2005), "the amount of output marketed by cooperative societies supported by Agricultural Cooperatives in Ethiopia (ACE) in 2014 was 7487 MT with a value of 133,569,214 birrs from Oromiya and SNNPR, 17,598 MT or birr 33,598,263, Sugarcane 118,156 MT or birr 10,273,588 (from Oromiya), Cooperative unions and their linked societies sold. "Although being required to strike a balance between meeting members' needs and achieving their objectives, his research found that cooperatives run no differently from non-cooperatives.

Nzelibe and Ilogu (2016) examined a sample of yearly reports from European community agricultural cooperatives to identify key performance indicators such as "value-added/turnover", "operational activities/turnover", "(net income + depreciation)/turnover", "labor cost/turnover", and so on. Their data was collected in 2010 and 2011. The findings revealed that, in general, specialist cooperatives did not outperform multi-purpose cooperatives.

Okafor (2015) A logit regression analysis was conducted to investigate the parameters linked with the diversification of Wisconsin agricultural cooperatives. In other words, agricultural cooperative specialization was not statistically related to increased profitability, patronage dividends, or equity devolvement. He observed that diversity had just a minor impact on cooperative performance markers(productivity, support discount, and value recovery). The results also showed that the size of an agricultural

cooperative's membership may be predicted by the diversity of the cooperative, with more diverse cooperatives having a larger membership.

In the Adaa Liben and Lume regions, Daniel (2006) evaluated main agriculture cooperative performance and the factors influencing members' decisions to hire a marketing agency using the Tobit model. As indicated by his discoveries, the accompanying significant attributes were demonstrated to be essentially and well related to ranchers' inclination District showcasing through cooperatives: cooperative price for teflon, membership status in the cooperative, farm size, teflon yield, patronage refund, and distance of the district market from the farmer's home. Ratio analysis was used by Gizachew (2007) to identify changes in the cooperatives' liquidity ratios throughout the course of his three-year research period. This is because the loan amount varies from year to year. Which causes the interest payment to fluctuate? Borrowing has affected the liquidity ratio in this case. As a result, cooperatives should grow their capital to reduce the risk of a loan.

2.4.1 The Market Incentives

The market is a self-regulating world and liberalized economy. system for supplying products and services required by society. Depending on the availability of assets, technology, and resources, supply and demand rules will figure out which items will be produced and at what specific incentive pricing. The utilization of natural resources and social utilities is more intense in agricultural economic activities and oriented toward short-term gains (Onuoha 2016; Osioma, 2016). This manufacturing method has an impact on the amount and quality of the public goods and environmental services.

Farmers' willingness, incentives, and willingness to reduce negative externalities or produce positive externalities, as well as the quality and quantity of common goods and environmental services, are declining. Then, because private and societal costs and benefits differ, social welfare is not realized, and the market is seen to have failed (Franks, 2011; Stallman, 2011). Controlling the manufacturing and consumption processes is necessary to address market failures.

2.4.2 Collective Action: The Complementary Path

Several researchers have concentrated on complementing solutions based on collective action theory to address the failure of the top-down interference in managing Agriculture and environmental services According to the Organization for Economic Cooperation and Development, collective action (OECD), is "...a series of measures conducted by a group of farmers, typically in combination with other persons and organizations, acting together to confront local agri-environmental concerns" (OECD, 2). The three main impacts on common goals are groups of farmers who implement solutions, groups of non-farmers who offer the skills and knowledge needed to implement collective action services, and the government, which engages by offering help to foster the conditions for collective bargaining to occur. (Onuoha 2016; Osioma, 2016).

Farmer associations, community-based organizations, Agri-coops, FOs, and the names of other traditional self help organizations can be used to find farmer groupings (Onwura, 2008). Furthermore, there are two sorts of collective action: collaboration (a bottom up approach led by farmers) and coordination (a top down strategy led by an agency or, in most situations, the government) (Onwura, 2008; Osuala, 2011).

Bottom-up procedures are used because Agri- Products and environmental services are

non rivalry goods that are best conserved and generated collaboratively through groups of farmers who face comparable difficulties and are prepared to collaborate (Onwura, 2008; Osuala, 2011; Onuoha 2016). Because the farmers' voice and organization are the beginning point for finding answers to the problem of public goods degradation, the bottom up method is a complement to the top down approach (Osuala, 2011; Onuoha 2016).

2.4.3 The Benefits of the Collective Action

Numerous benefits of the bottom-up mechanism for the allocation and maintenance of agricultural products have been examined. The first is about lowering transaction costs for both farmers' associations and the government. Collective action has the potential to minimize the number of single farmer contracts while also lowering the bureaucratic, administrative, screening, and monitoring expenses associated with individual contracts (Afolabi, 2013). The cost decrease boosts farmer involvement rates by incorporating a broader range of people with diverse ability and abilities (OECD, 2013). Collective contracts indirectly increase the effectiveness with which public funds are allocated and incentives (Bakare, 2017). This efficiency gain is based on increased collaboration between farmer organizations, specialists, and governments, which enhances confidence among them and reduces information asymmetry problems because of the identification of reputable sources of information and their use at the proper moment (Stallman, 2011; Tjitske, 2014).

Second, Collective action, as opposed to focusing on individual single farms and short-term practices, is a goal-oriented technique that boosts both economic and technological efficiency to achieve specified environmental goals over broader geographical and temporal dimensions (Franks, 2011; Stallman, 2011; Tjitske, 2014).

Sharing of expertise and technical ideas is also more successful as a result of group internal organization.

Finally, Mass action fosters a sense of belonging to a social organization and appreciation for their efforts through increasing advice, mutual support, teamwork, trust, commitment, and readiness to obey norms and regulations (Prager, 2015; Stallman, 2011). Farmers' attitudes, values, and aspirations alter in addition to the process of peer pressure within the farmer group, boosting the rates of implementation and harmonization of environmental and agricultural policies and practices (Akuezulo, 2013).

2.5 Summary

This chapter examined the study's conceptual and theoretical framework as well as an in-depth look at cooperative societies' expanding engagement in production, welfare enhancement, and marketing of agricultural commodities.

Chapter 3

RESEARCH METHODOLOGY

3.1 Introduction

This chapter aims to describe the numerous techniques used to gather data for this research project. The following sub-headings make up its structure: Research Purpose, Research Approach, Research Design, Population of the Study, Sample and Sampling Techniques, Sources of Data, Methods of Data Collection, Methods of Data Analysis, Validity and Reliability of Instrument and Methodological Difficulties.

3.2 Research Purpose

While conducting research we must keep in mind that it has three major purposes: Explanatory, descriptive or exploratory. Even if we believe we have identified the issue, the hypothesis is still required to do that in explanatory study because it identifies links between causes and effects among some specific variables (Erikson and Weidersheim-Paul, 1997). Explanatory research helps one better understand how one variable influences another variable by identifying the relationships between independent and dependent variables. It is concerned with simplifying the complex (Zikmund, 1994).

Exploratory research is thought of as an effort that enables us to discover something new to us through topic study that we are not aware of (Colin Elman, John Gerring, and James Mahoney, 2020). Since this style of research is more flexible and

customizable, we must be aware that it is possible to modify its course at any time if new information emerges (Sanders, et.al,2000).

Descriptive research is a method used when we are familiar with the problem (Yin,1994). The objective is to simply describe the circumstance rather than try to identify the origin of the issue (Sanders, et.al, 2000). The descriptive research just provides answers to what, who, what, where, and how questions; it makes no attempt to explain any of the outputs that we produced (Yin, 1994). This study looks at a problem that has been raised and responds to the query by concentrating on the key factors that affect agricultural cooperatives' marketing of rice produce in Abuja.

3.3 Research Approach

The method used in this research is: quantitative. Quantitative analysis is a methodical approach that enables the exploration of a problem through the gathering of measurable data that enables the use of mathematical, statistical, or computer-based techniques.

The data is collected from a questionnaire, online survey or online polls that provides numerical results that helps the development of the research's concepts and hypotheses. Through quantifying elements like attitude, opinion, and behavior as well as by employing various quantitative approaches, this approach enables us to learn more about a population.

The objective of this research is to identify the factors that have an impact on agricultural cooperatives' marketing of rice products. This thesis will allow us to better understand the impact on agricultural cooperatives on the marketing of rice produce in

Abuja. The study is categorized as quantitative research because all research findings are presented as numbers, and a statistical analysis was carried out.

3.4 Research Design

Odo (2000) defined design as the process of outlining the additional supplies and accessories that the research study will use, putting some to beneficial use, and carrying out the practical component of the research study. Research design, in accordance to Kinnear (2004), is the fundamental strategy that directs the data gathering steps of a research project's design and analysis. The framework outlines the categories of data to be gathered and the sources to be used for the data gathering process. For this investigation, a survey design approach was employed. Determining the method and approach used in this study is crucial since it provides the reader with context for evaluating the findings and conclusion. Five statements used in the Likert Scale are "5 (very much)", "4 (much)", "3 (indifferent)", "2 (little)" and "1 (very little)".

The data collection process was carried out utilizing SPSS software to enhance our understanding of the survey results and give them more context. For all of the data, various methods are employed to calculate frequencies and percentages. Additionally, means and standard deviations are used, and tables will be used to illustrate the data.

3.5 Population of the Study

The term "population" implies all of the subjects or factors that make up the study's main focus. Population is the totality of any group, person, or item that is distinguished by certain distinctive features, according to Silver Throne (2001). This means that a population is any group on whom a researcher has chosen to concentrate their efforts.

The researcher has picked a few cooperatives in Abuja because it is typically unable to survey the complete broader community. Units of analysis are a component of the population, and the goals of the survey dictate how they should be. Three hundred and sixty-three people make up the cooperatives' membership count.

3.6 Sample Size and Sampling Techniques

Sampling is the technique of selecting a specified number of people or any subgroup of that population to gather data for generalizations about the vast population (2005). To prevent any mistakes when working with populations, a sample of the population is taken. The researcher distributed 200 questionnaires to the participants, representing the population's sample size.

3.7 Methods of Data Collection

The questionnaire was designed to match the demographic sample that was being studied. There are both closed-ended and open-ended questions. The necessity to elicit individual opinions led to the creation of the open-ended question.

In creating the questionnaire, attention was made to reduce bias, ambiguity, and imperfect replies. To relieve employees' fears that they would be mistreated by their superiors due to their answers to questions, all forms of identification were omitted from the questionnaire.

3.8 Methods of Data Analysis

. The researcher examined the relevant information from the questionnaire using the basic percentages approach of data analysis. The data were tested using two independent random samples, and analysis was provided in table form for ease of comprehension. It consisted of the number of responders and the percentage, which was employed as an analytical technique.

3.9 Validity and Reliability of Instrument

This study work has been closely supervised by my supervisor, who has reviewed it and highlighted any essential modifications to be made in places where lapses occurred, after which the remedy has been made. My project supervisor carefully reviewed the questionnaire utilized for this study for clarity, correctness, and intelligibility. According to Pius (2009), credibility is focused with internal consistency; that is, whether data gathered, assessed, or created is consistent across trials.

The researcher employed test-retest approaches to establish how persistently the instrument measures what it is supposed to measure, and the results confirmed that the participants remained constant in their replies. As a result, the instrument's trustworthiness was established, and its dependability was validated utilizing a trial test. A scaled Cronbach alpha coefficient of more than 0.7 is preferred (Pallant J.,2010).

Chapter 4

DATA ANALYSIS AND FINDINGS

4.1 Frequency Tables

This section of the thesis is descriptive and gives the response rates as frequency tables for each question asked in the survey form (Table 3 – Table 41).

Table 3: Your cooperative competition level to achieve your goals

Response	Frequency	Percent	Valid Percent
Very Little	14	8,5	8,6
Little	35	21,3	21,5
Indifference	11	6,7	6,7
Much	52	31,7	31,9
Very Much	51	31,1	31,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses for question 1 in the questionnaire are shown in table above (Table 3). The perception of the respondent's cooperative competition level in achieving goal was asked. Majority of the respondents (cooperatives) answered positively with 63.2% (Much and Very Much). These results show that the cooperatives' perception for their competition level in achieving their goals is high.

Table 4: Customer satisfaction rate of your cooperative products is

Response	Frequency	Percent	Valid Percent
Very Little	2	1,2	1,2
Little	31	18,9	18,9

Indifference	14	8,5	8,5
Much	91	55,5	55,5
Very Much	26	15,9	15,9
Total	164	100,0	100,0

The responses for question 2 in the questionnaire are shown in table above (Table 4). The perception of the respondents on Customer satisfaction rate of the cooperative products was asked. Majority of the respondents answered positively with 71.4% (Much and Very Much). These results show that the Customer satisfaction rate of the cooperative products is high.

Table 5: Rate of applying modern techniques to produce products for the first time

Response	Frequency	Percent	Valid Percent
Very Little	13	7,9	8,1
Little	37	22,6	23,0
Indifference	35	21,3	21,7
Much	54	32,9	33,5
Very Much	22	13,4	13,7
Total	161	98,2	100,0
Missing	3	1,8	
Total	164	100,0	

The table above (Table5) shows that 33.5% of the respondents agreed that the Rate of applying modern techniques to produce products for the first time, while 23.0% of the respondents answered the option (little), 21.7% respondents were indifference, 13.7% answered(very much), and 8.1% (very little).

Table 6: The rate of change in quality of product offered to the market by your cooperative

Response	Frequency	Percent	Valid Percent
Very Little	11	6,7	6,7

Little	35	21,3	21,3
Indifference	46	28,0	28,0
Much	48	29,3	29,3
Very Much	24	14,6	14,6
Total	164	100,0	100,0

From the above data in the (table 6) for question 4 analysed that the perception of the respondent's in the rate of change in quality of product offered to the market by the cooperative was asked. And the respondents choose 43.9% (Much and Very Much), while 28% of the responds were (indifference), and 28% answered with (little and very little).

Table 7: Cooperative satisfaction from your own business

Response	Frequency	Percent	Valid Percent
Very Little	11	6,7	
Little	35	21,3	
Indifference	16	9,8	
Much	69	42,1	
Very Much	32	19,5	
Total	163	99,4	
Missing	1	,6	
Total	164	100,0	

The responses for question 5 in the questionnaire are shown in table above (Table 7). The perception of the respondent's Cooperative satisfaction from your own business was asked. Majority of the respondents answered positively with 61.6% (Much and Very Much). These results show that Cooperative satisfaction from your own business is high.

Table 8: The rate of change in methods of marketing in your cooperative

Response	Frequency	Percent	Valid Percent
Very Little	12	7,3	
Little	52	31,7	
Indifference	29	17,7	
Much	48	29,3	
Very Much	23	14,0	
Total	164	100,0	100,0

It was observed from the (table 8) question 6 above shows that the rate of change in methods of marketing in your cooperative respondents representing 43.3% were (much and very much), while 39% of the respondents answered with (very little and little) and 17.7% (indifference).

Table 9: Your cooperative activities with the production and supply of high-risk products

Response	Frequency	Percent	Valid Percent
Very Little	16	9,8	9,8
Little	52	31,7	31,9
Indifference	37	22,6	22,7
Much	40	24,4	24,5
Very Much	18	11,0	11,0
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

From the above data in (table 9) the responses for question 7 in the questionnaire show the perception of the respondents on cooperative activities with the production and supply of high-risk products was asked, 41.7% of the respondents answered with (very little and little). While 35.5% were (very much and much) and 22.7% were (indifference).

Table 10: Your cooperative share growth in market product

Response	Frequency	Percent	Valid Percent
Very Little	9	5,5	5,5
Little	41	25,0	25,0
Indifference	16	9,8	9,8
Much	69	42,1	42,1
Very Much	29	17,7	17,7
Total	164	100,0	100,0

Data presented and analysed in the (table 10), the responses for question 8 in the questionnaire are shown above. The perception of the respondents on cooperative share growth in the market product was asked. Majority of the respondents answered positively with 59.9% (Much and Very Much). These results show that cooperative share growth in the market product is high.

Table 11: Amount of competitors' mimic from the product that your cooperative will enter to the market

Response	Frequency	Percent	Valid Percent
Very Little	13	7,9	7,9
Little	35	21,3	21,3
Indifference	40	24,4	24,4
Much	51	31,1	31,1
Very Much	25	15,2	15,2
Total	164	100,0	100,0

The analysed from the above (table 11) The responses for question 9 in the questionnaire based on the perception of the respondent's Amount of competitors' mimic from the product that cooperative will enter to the market was asked. The respondents answered with 46.3% (Much and Very Much), 29.2% choose (very little and little) and 24.4% (indifference).

Table 12: The rate of change of your cooperative in market supply of product

Response	Frequency	Percent	Valid Percent
Very Little	5	3,0	3,0
Little	48	29,3	29,3
Indifference	23	14,0	14,0
Much	67	40,9	40,9
Very Much	21	12,8	12,8
Total	164	100,0	100,0

It was observed from the (table 12) above from question 10 in the questionnaire, the opinion of the respondent's rate of change of cooperative in market supply of product was asked. More than half of the respondents answered positively with 53.7% (Much and Very Much). This result shows that the rate of change of cooperative in market supply of product is high.

Table 13: Rate of employing new technology in your cooperative productive

Response	Frequency	Percent	Valid Percent
Very Little	19	11,6	11,7
Little	35	21,3	21,5
Indifference	19	11,6	11,7
Much	57	34,8	35,0
Very Much	33	20,1	20,2
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The table above (table 13) for question 11 in the questionnaire show. The perception of the respondent's Rate of employing new technology in cooperative productivity was asked, more than half of the respondents answered positively with 55.2% which is (Much and Very Much). These results show that Rate of employing new technology in your cooperative productivity is relatively high.

Table 14: The rate of change in the type of your cooperative product

Response	Frequency	Percent	Valid Percent
Very Little	11	6,7	6,7
Little	53	32,3	32,5
Indifference	37	22,6	22,7
Much	49	29,9	30,1
Very Much	13	7,9	8,0
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The analysed data from the table above (table 14) responses for question 12 in the questionnaire are shown, 38% of the respondent's agreed that rate of change in the type of cooperative product is (Much and Very Much). While 39.2% of the respondents answered (very little and little) and 22.7% of the respondents answered (indifference).

Table 15: Your cooperative achievement level to the objective

Response	Frequency	Percent
Very Little	4	2,4
Little	35	21,3
Indifference	23	14,0
Much	66	40,2
Very Much	32	19,5
Total	160	97,6
Missing	4	2,4
Total	164	100,0

The data collected from the table above (table 15) responses for question 13 in the questionnaire are shown, the perception of the respondents on cooperative achievement level to the objective was asked. Majority of the respondents answered

positively with 59.7% (Much and Very Much). These results show that the cooperative achievement level to the objective is relatively high.

Table 16: Your cooperative innovation rate in the supply of new product in comparison with competitors

Response	Frequency	Percent	Valid Percent
Very Little	9	5,5	5,5
Little	35	21,3	21,5
Indifference	32	19,5	19,6
Much	67	40,9	41,1
Very Much	20	12,2	12,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

It was observed from the table above (table 16) from question 14 in the questionnaire The opinion of the respondents on cooperative innovation rate in the supply of new products in comparison with competitors was asked. 53.4% of the respondents answered (Much and Very much). While 27% of the respondents answered (little and very little) and 19.6% of the respondents answered (indifference), these results show that the cooperative innovation rate in the supply of new product in comparison with competitors is high.

Table 17: Your cooperative sales growth in the last three years in comparison with competitors in the region

Response	Frequency	Percent	Valid Percent
Very Little	12	7,3	7,4
Little	27	16,5	16,7
Indifference	15	9,1	9,3
Much	87	53,0	53,7
Very Much	21	12,8	13,0
Total	162	98,8	100,0
Missing	2	1,2	

Total	164	100,0	
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The analysed data from the table above (table 17) responses to question 15 in the questionnaire are shown. The opinion of the respondents on cooperative sales growth in the last three years in comparison with competitors in the region was asked. Majority of the respondents answered positively with 66.7% (Much and Very Much). These results show that cooperative sales growth in the last three years in comparison with competitors in the region is high.

Table 18: Rate of an increasing amount of job creation in your cooperative in the past three years

Response	Frequency	Percent	Valid Percent
Very Little	14	8,5	8,6
Little	44	26,8	27,0
Indifference	20	12,2	12,3
Much	65	39,6	39,9
Very Much	20	12,2	12,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

From the table above (Table 18) the responses for question 16 in the questionnaire are shown, the perception of the respondents on the Rate of increasing amount of job creation in a cooperative in the past three years was asked. More than half of the respondents answered with 52.2% (Much and Very Much). While 35% answered (very little and little) and 12.3% answered (indifference).

Table 19: The rate of change in the new service to the customers by the cooperative compared to competitors

Response	Frequency	Percent	Valid Percent
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Very Little	5	3,0	3,1
Little	44	26,8	27,5
Indifference	39	23,8	24,4
Much	55	33,5	34,4
Very Much	17	10,4	10,6
Total	160	97,6	100,0
Missing	4	2,4	
Total	164	100,0	

From the data analysed in the table above (Table 19) responses for question 17 in the questionnaire are shown. The perception of the respondents on the rate of change in the new service to the customers by the cooperative compared to competitors was asked. 45% of the respondents answered (Much and Very much). 30.6% answered (very little and little) while 24.4% of the respondents answered (indifference).

Table 20: New product by your cooperative

Response	Frequency	Percent	Valid Percent
Very Little	21	12,8	12,9
Little	40	24,4	24,5
Indifference	30	18,3	18,4
Much	52	31,7	31,9
Very Much	20	12,2	12,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

Data presented and analysed in (table 20) above shows the responses for question 18 in the questionnaire, The opinion of the respondents on new product by cooperative was asked. 44.2% of the respondents answered (Much and Very much). 37% answered (very little and little) while 18.4% answered (indifference).

Table 21: Your cooperative sales growth in the last three years

Response	Frequency	Percent	Valid Percent
Very Little	3	1,8	1,8
Little	15	9,1	9,2
Indifference	36	22,0	22,1
Much	84	51,2	51,5
Very Much	25	15,2	15,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The data analysed from the table above (table 21) The responses for question 19 in the questionnaire shown the perception of the respondent's cooperative sales growth in the last three years was asked. Majority of the respondents answered positively with 66.3% (Much and Very Much). These results show cooperative sales growth in the last three years is high.

Table 22: An increasing amount of your cooperative cultivation

Response	Frequency	Percent	Valid Percent
Very Little	9	5,5	5,6
Little	26	15,9	16,0
Indifference	30	18,3	18,5
Much	79	48,2	48,8
Very Much	18	11,0	11,1
Total	162	98,8	100,0
Missing	2	1,2	
Total	164	100,0	

It was observed from the table above (above 22) The responses for question 20 in the questionnaire shown,the perception of the respondent's increased amount of cooperative cultivation was asked. Majority of the respondents answered positively

with 59.9% (Much and Very Much). These results show an increasing amount of your cooperative cultivation is high.

Table 23: Your cooperative profit growth in three years

Response	Frequency	Percent	Valid Percent
Very Little	15	9,1	9,2
Little	27	16,5	16,6
Indifference	29	17,7	17,8
Much	65	39,6	39,9
Very Much	27	16,5	16,6
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The analysed data collected in the questionnaire for question 21 in the above table (table 23) shows the opinion of the respondents on cooperative profit growth in three years when asked. Majority of the respondents answered positively with 56.5% (Much and Very Much). whilesome minority of 25.8 % (very little and little), These results show Your cooperative profit growth in three years is high.

Table 24: Tax support from the cooperatives

Response	Frequency	Percent	Valid Percent
Very Little	23	14,0	14,1
Little	55	33,5	33,7
Indifference	37	22,6	22,7
Much	38	23,2	23,3
Very Much	10	6,1	6,1
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The feedbacks for question 22 in the questionnaire are shown in table above (Table 24). The perception of the respondent's Tax support from the cooperatives was asked. 29.4% response were (much and very much) while 47% answered with (little and very little) and 22.7% with (indifference) This results show Tax support from the cooperatives is low.

Table 25: Reform banking regulation to support entrepreneurs

Response	Frequency	Percent	Valid Percent
Very Little	24	14,6	14,7
Little	39	23,8	23,9
Indifference	29	17,7	17,8
Much	50	30,5	30,7
Very Much	21	12,8	12,9
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The analysed data for question 23 in the questionnaire are shown in table above (Table 25). shows that the perception of the respondent's Reform banking regulation to support entrepreneurs when asked. The respondents answered positively with 43.6% (Much and Very Much). While 38.6% answered (little and very little) and 17.8% with (indifference).

Table 26: Increased product subsidies allocated to producers

Response	Frequency	Percent	Valid Percent
Very Little	20	12,2	12,3
Little	35	21,3	21,6
Indifference	52	31,7	32,1
Much	35	21,3	21,6
Very Much	20	12,2	12,3
Total	162	98,8	100,0
Missing	2	1,2	

Total	164	100,0	
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The data analysed for question 24 in the questionnaire are shown in table above (Table 26). The response on Reform banking regulation to support entrepreneurs when asked. Had the same percentage of 33.9% for both (much and very much) and (little and very little).

Table 27: Formulation of national entrepreneurship development document

Response	Frequency	Percent	Valid Percent
Very Little	12	7,3	7,4
Little	36	22,0	22,1
Indifference	33	20,1	20,2
Much	62	37,8	38,0
Very Much	20	12,2	12,3
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses for question 25 in the questionnaire are shown in table above (Table 27). The perception of the respondent's Formulation of national entrepreneurship development document was asked. Respondents answered with 50% (Much and Very Much) while 29.5% was (very little and little) and 20.2% were (indifference). These results show Formulation of national entrepreneurship development document is high.

Table 28: Having endured failure, and determination work again

Response	Frequency	Percent	Valid Percent
Very Little	15	9,1	9,2
Little	35	21,3	21,5
Indifference	35	21,3	21,5
Much	44	26,8	27,0

Very Much	34	20,7	20,9
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses for question 26 in the questionnaire are shown in table above (Table 28). The perception of the respondent's Having endured failure, and determination work again was asked. Some of the respondents answered with 47.9% (Much and Very Much). While 30.7% responded with (little and very little) and 21.5 (indifference).

Table 29: Responsibility cooperative members

Response	Frequency	Percent	Valid Percent
Very Little	20	12,2	12,4
Little	24	14,6	14,9
Indifference	23	14,0	14,3
Much	56	34,1	34,8
Very Much	38	23,2	23,6
Total	161	98,2	100,0
Missing	3	1,8	
Total	164	100,0	

The responses for question 27 in the questionnaire are shown in table above (Table 29). The perception of the respondent's Responsibility cooperative members was asked. Majority of the respondents answered positively with 58.4% (Much and Very Much). These results show Responsibility cooperative members is high.

Table 30: Strengthening science and technology parks and development centres

Response	Frequency	Percent	Valid Percent
Very Little	10	6,1	6,3
Little	53	32,3	33,1
Indifference	27	16,5	16,9
Much	46	28,0	28,7

Very Much	24	14,6	15,0
Total	160	97,6	100,0
Missing	4	2,4	
Total	164	100,0	

The data collected and analysed for question 28 in the questionnaire are shown in table above (Table 30). The opinion of the respondents regarding Strengthening science and technology parks and development centres when asked. Some respondents answered with 43.7% (Much and Very Much) and 39.4% answered with (little and very little) while 16.9% were (indifference).

Table 31: Avoid breaking the law, breaking rents, and bribery

Response	Frequency	Percent	Valid Percent
Very Little	13	7,9	8,0
Little	50	30,5	30,7
Indifference	15	9,1	9,2
Much	43	26,2	26,4
Very Much	42	25,6	25,8
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The analysis made for question 29 in the questionnaire are shown in table above (Table 31). The perception of the respondent's on regards to Avoiding breaking of law, breaking rents, and bribery was asked. 38.7% Of the respondents answered (little and very little) while 52.2% answered (much and very much). These results show Avoid breaking the law, breaking rents, and bribery is high.

Table 32: Promotion of entrepreneurial spirit culture

Response	Frequency	Percent	Valid Percent
Very Little	15	9,1	9,2

Little	19	11,6	11,7
Indifference	15	9,1	9,2
Much	81	49,4	49,7
Very Much	33	20,1	20,2
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses for question 30 in the questionnaire are shown in table above (Table 32). The perception of the respondent's Promotion of entrepreneurial spirit culture was asked. Majority of the respondents answered positively with 69.9% (Much and Very Much). These results show Promotion of entrepreneurial spirit culture is high.

Table 33: Giving too much importance to the role of entrepreneurs in developing and marketing

Response	Frequency	Percent	Valid Percent
Very Little	20	12,2	12,3
Little	21	12,8	12,9
Indifference	31	18,9	19,0
Much	57	34,8	35,0
Very Much	34	20,7	20,9
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The analysis for question 31 in the questionnaire is shown in table above (Table 33). The perception of the respondent's regard Giving too much importance to the role of entrepreneurs in developing and marketing was asked. the respondents answered with 55.9% (Much and Very Much).and 25.2% answered with (little and very little) while 19% were (indifference) This results show Giving too much importance to the role of entrepreneurs in developing and marketing is high.

Table 34: Enhance individual skills and motivation of individual cooperative managers

Response	Frequency	Percent	Valid Percent
Very Little	6	3,7	3,7
Little	32	19,5	19,6
Indifference	27	16,5	16,6
Much	69	42,1	42,3
Very Much	29	17,7	17,8
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The feedbacks for question 32 in the questionnaire are shown in table above (Table 34). The perception of the respondent's Enhance individual skills and motivation of individual cooperative managers was asked. Majority of the respondents answered positively with 60.1% (Much and Very Much). These results show Enhance individual skills and motivation of individual cooperative managers is high.

Table 35: Creation of entrepreneurship centres (by government or by private or cooperative sector with government support)

Response	Frequency	Percent	Valid Percent
Very Little	3	1,8	1,9
Little	48	29,3	30,0
Indifference	13	7,9	8,1
Much	64	39,0	40,0
Very Much	32	19,5	20,0
Total	160	97,6	100,0
Missing	4	2,4	
Total	164	100,0	

The data analysed from question 33 in the questionnaire are shown in table above (Table 35). The perception of the respondents regarding Creation of entrepreneurship centres (by government or by private or cooperative sector with government support)

was asked. Majority of the respondents answered positively with 60% (Much and Very Much). These results show Creation of entrepreneurship centres (by government or by private or cooperative sector with government support) is relatively high.

Table 36: Specialized counselling to justify the activities and economic evaluation

Response	Frequency	Percent	Valid Percent
Very Little	21	12,8	13,0
Little	40	24,4	24,7
Indifference	20	12,2	12,3
Much	47	28,7	29,0
Very Much	34	20,7	21,0
Total	162	98,8	100,0
Missing	2	1,2	
Total	164	100,0	

Data presented and analysed for question 34 in the questionnaire are shown in table above (Table 36). The opinion of the respondent's Specialized counselling to justify the activities and economic evaluation was asked respondents answered with 50.0% (Much and Very Much). while 37.7% answered (little and very little) These results show Specialized counselling to justify the activities and economic evaluation is high.

Table 37: Increased incentives for entrepreneurs to enter cooperative sector

Response	Frequency	Percent	Valid Percent
Very Little	25	15,2	15,3
Little	36	22,0	22,1
Indifference	17	10,4	10,4
Much	46	28,0	28,2
Very Much	39	23,8	23,9
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses for question 35 in the questionnaire are shown in table above (Table 37). The responder's opinion Increased on incentives for entrepreneurs to enter cooperative sector was answered with 52.1% (Much and Very Much) while 37.4% were (very little and little) and 10% (indifference) This results show Increased incentives for entrepreneurs to enter cooperative sector is relatively high.

Table 38: Creating supportive networks for entrepreneurs

Response	Frequency	Percent	Valid Percent
Very Little	24	14,6	14,8
Little	32	19,5	19,8
Indifference	13	7,9	8,0
Much	45	27,4	27,8
Very Much	48	29,3	29,6
Total	162	98,8	100,0
Missing	2	1,2	
Total	164	100,0	

The analysed data for question 36 in the questionnaire are shown in the table above (Table 38). The perception of the respondent's Creating supportive networks for entrepreneurs was asked. Respondents answered with 57.4% (Much and Very Much) and 34.6 % (little and very little) while 8.0% were (indifference).

Table 39: Reducing profit of non-productive activities

Response	Frequency	Percent	Valid Percent
Very Little	11	6,7	6,7
Little	46	28,0	28,2
Indifference	33	20,1	20,2
Much	47	28,7	28,8
Very Much	26	15,9	16,0
Total	163	99,4	100,0
Missing	1	,6	
Total	164	100,0	

The responses from question 37 in the questionnaire are shown in table above (Table 39). The perception of the respondent's Reducing profit of non-productive activities was asked. The majority of the answered with 44.8% (Much and Very Much). While 34.9% answers were (little and very little) and 20% (indifference).

Table 40: Providing entrepreneurial training through the public media

Response	Frequency	Percent
Very Little	13	7,9
Little	29	17,7
Indifference	33	20,1
Much	57	34,8
Very Much	31	18,9
Total	163	99,4
Missing	1	,6
Total	164	100,0

The data collected while analysing question 38 in the questionnaire are shown in table above (Table 40). The perception of the respondent's Providing entrepreneurial training through the public media was asked. Majority of the respondents answered with 53.7% (Much and Very Much) while 25.6% answered (little and very little) and 20.1% were (indifference). These results show providing entrepreneurial training through the public media is high.

Table 41: Encourage and create healthy competition between cooperative

Response	Frequency	Percent	Valid Percent
Very Little	7	4,3	4,3
Little	13	7,9	8,0
Indifference	34	20,7	20,9
Much	64	39,0	39,3
Very Much	45	27,4	27,6
Total	163	99,4	100,0
Missing	1	,6	

Total	164	100,0	
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The responses for question 39 in the questionnaire are shown in table above (Table 41). The perception of the respondent's Encourage and create healthy competition between cooperative was asked. Majority of the respondents answered positively with 66.9% (Much and Very Much). These results show Encourage and create healthy competition between cooperative is high.

4.1.1 Gender Frequency

Majority of the respondents are male (122 managers) with 74.4% of the survey sample.

Table 42: Gender Distribution

Response	Frequency	Percent
Male	122	74.4
Female	42	25.6
Total	164	100,0

4.1.2 Age Frequency

As can be seen from the table below majority of the respondents in our survey age is between 26 – 35 with 56.1%.

Table 43: Age Distribution

Response	Frequency	Percent
18 25	21	12.8
26 35	92	56.1
36 45	33	20.1
46 55	18	11.0
Total	164	100,0

4.1.3 Education Frequency

Another demographic variable was the education level of the respondents which is given in the table below. The responses were categorized into four categories as “2-year diploma”, “University Graduate”, “Master Graduate” and “PhD level” graduate.

Table 44: Education Level of the Respondents

Response	Frequency	Percent
2 Year Diploma	30	18.3
University Graduate	95	57.9
Master Graduate	38	23.2
PhD Graduate	1	0.6
Total	164	100,0

4.2 Reliability Analysis

Reliability analysis was carried out in order to measure whether the survey instrument used was reliable. Cronbach alfa was calculated for all the questionnaire was calculated as 0.936 which is well accepted.

4.3 Independent t-Tests

Independent t-test was carried out to test whether there is any difference for the questions asked with two categories. The only two category question was the gender with Male and Female categories.

Following Hypotheses are used in testing for each item:

H0: There is no difference between Male and Female people in responding the question.

Ha: There is difference between Male and Female people in responding the question.

Critical significance level was chosen as 5% (0.05) and the calculated significance values are provided in the following table. For those hypotheses whose significance levels calculated are less than 5% (0.05) are rejected and concluding that there is difference between Male and Female respondents.

Table 45: Independent t-test Results for Gender

		Levene's Test for Equality of Variances					
		F	Sig.	t	df	Sig. (2-tailed)	Test Result
Q1 Your cooperative competition level to achieve your goals is	Equal variances assumed	6,521	,012	2,905	161	,004	H ₀ Rejected
	Equal variances not assumed			2,690	62,96	,009	
Q3 Rate of applying modern techniques to produce products for the first time	Equal variances assumed	1,770	,185	-3,264	159	,001	H ₀ Rejected
	Equal variances not assumed			-3,514	83,19	,001	
Q4 The rate of change in quality of product offered to the market by your cooperative	Equal variances assumed	2,907	,090	3,211	162	,002	H ₀ Rejected
	Equal variances not assumed			3,473	82,86	,001	
Q11 Rate of employing new technology in your cooperative productive	Equal variances assumed	7,452	,007	-2,063	161	,041	H ₀ Rejected
	Equal variances not assumed			-2,276	86,89	,025	
Q16 Rate of an increasing amount of job creation in your cooperative in the past three years	Equal variances assumed	6,024	,015	-2,012	161	,046	H ₀ Rejected
	Equal variances not assumed			-2,198	85,10	,031	

Q17 The rate of change in the new service to the customers by the cooperative compared to competitors	Equal variances assumed	,739	,391	-3,094	158	,002	H ₀ Rejected
	Equal variances not assumed			-3,195	76,74	,002	
Q25 Formulation of national entrepreneurship development document	Equal variances assumed	12,072	,001	-1,908	161	,058	H ₀ Rejected
	Equal variances not assumed			-2,216	97,66	,029	
Q28 Strengthening science and technology parks and development centres	Equal variances assumed	3,373	,068	-3,623	158	,000	H ₀ Rejected
	Equal variances not assumed			-3,338	62,88	,001	
Q29 Avoid breaking the law, breaking rents, and bribery	Equal variances assumed	13,005	,000	-2,536	161	,012	H ₀ Rejected
	Equal variances not assumed			-2,817	88,2	,006	

As can be seen from the table above, responses for the questions 1, 3, 4, 11, 16, 17, 25, 28 and 29 differs according to the gender of the respondent. In other words, the responses of Male are different than Female for these questions.

4.4 One Way ANOVA

One way ANOVA was carried out in order to find out if there is any difference in the responses for more than two categories. These questions were the age (six categories), education (four categories) and work experience (four categories).

Table 46: One Way ANOVA Age Groups

ONE WAY ANOVA AGE			
ITEM	F	Sig.	Test Result
Q1 Your cooperative competition level to achieve your goals is	20,923	,000	H ₀ Rejected

Q2 Customer satisfaction rate of your cooperative products is	14,925	,000	H ₀ Rejected
Q3 Rate of applying modern techniques to produce products for the first time	3,195	,025	H ₀ Rejected
Q4 The rate of change in quality of product offered to the market by your cooperative	3,729	,013	H ₀ Rejected
Q5 Cooperative satisfaction from your own business	7,517	,000	H ₀ Rejected
Q6 The rate of change in methods of marketing in your cooperative	12,948	,000	H ₀ Rejected
Q7 Your cooperative activities with the production and supply of high-risk products	10,721	,000	H ₀ Rejected
Q8 Your cooperative share growth in market product	4,821	,003	H ₀ Rejected
Q9 Amount of competitors' mimic from the product that your cooperative will enter to the market	21,187	,000	H ₀ Rejected
Q10 The rate of change of your cooperative in market supply of product	4,598	,004	H ₀ Rejected
Q12 The rate of change in the type of your cooperative product	8,338	,000	H ₀ Rejected
Q13 Your cooperative achievement level to the objective	7,555	,000	H ₀ Rejected
Q14 Your cooperative innovation rate in the supply of new product in comparison with competitors	2,551	,058	H ₀ Rejected
Q15 Your cooperative sales growth in the last three years in comparison with competitors in the region	7,393	,000	H ₀ Rejected
Q16 Rate of an increasing amount of job creation in your cooperative in the past three years	2,265	,083	
Q17 The rate of change in the new service to the customers by the cooperative compared to competitors	2,884	,038	H ₀ Rejected
Q18 New product by your cooperative	6,431	,000	H ₀ Rejected
Q19 Your cooperative sales growth in the last three years	2,431	,067	
Q20 An increasing amount of your cooperative cultivation	2,240	,086	
Q21 Your cooperative profit growth in three years	5,405	,001	H ₀ Rejected
Q22 Tax support from the cooperatives	2,145	,097	
Q23 Reform banking regulation to support entrepreneurs	7,738	,000	H ₀ Rejected
Q26 Having endured failure, and determination work again	24,804	,000	H ₀ Rejected
Q27 Responsibility cooperative members	7,898	,000	H ₀ Rejected

Q28 Strengthening science and technology parks and development centres	4,047	,008	H ₀ Rejected
Q29 Avoid breaking the law, breaking rents, and bribery	3,154	,026	H ₀ Rejected
Q30 Promotion of entrepreneurial spirit culture	3,746	,012	H ₀ Rejected
Q31 Giving too much importance to the role of entrepreneurs in developing and marketing	4,650	,004	H ₀ Rejected
Q32 Enhance individual skills and motivation of individual cooperative managers	9,177	,000	H ₀ Rejected
Q33 Creation of entrepreneurship centres (by government or by private or cooperative sector with government support)	10,838	,000	H ₀ Rejected
Q34 Specialized counselling to justify the activities and economic evaluation	21,823	,000	H ₀ Rejected
Q35 Increased incentives for entrepreneurs to enter cooperative sector	3,854	,011	H ₀ Rejected
Q36 Creating supportive networks for entrepreneurs	5,877	,001	H ₀ Rejected
Q37 Reducing profit of non-productive activities	6,414	,000	H ₀ Rejected
Q38 Providing entrepreneurial training through the public media	3,507	,017	H ₀ Rejected
Q39 Encourage and create healthy competition between cooperative	3,363	,020	H ₀ Rejected

One way ANOVA Results for the age groups of the respondents. Table above shows that for the questions 1 10, 11 23, 26 39 there is a difference according to the age groups in providing answers.

Table 47: One-Way ANOVA Education Levels

ITEM	F	Sig.	Test Result
Q1 Your cooperative competition level to achieve your goals is	,639	,591	
Q2 Customer satisfaction rate of your cooperative products is	,054	,984	
Q3 Rate of applying modern techniques to produce products for the first time	,276	,843	
Q4 The rate of change in quality of product offered to the market by your cooperative	3,404	,019	H ₀ Rejected
Q5 Cooperative satisfaction from your own business	2,435	,067	

Q6 The rate of change in methods of marketing in your cooperative	2,397	,070	
Q7 Your cooperative activities with the production and supply of high-risk products	2,349	,075	
Q8 Your cooperative share growth in market product	9,122	,000	H ₀ Reject ed
Q9 Amount of competitors' mimic from the product that your cooperative will enter to the market	7,686	,000	H ₀ Reject ed
Q10 The rate of change of your cooperative in market supply of product	1,433	,235	
Q11 Rate of employing new technology in your cooperative productive	2,433	,067	
Q12 The rate of change in the type of your cooperative product	,904	,441	
Q13 Your cooperative achievement level to the objective	5,321	,002	H ₀ Reject ed
Q14 Your cooperative innovation rate in the supply of new product in comparison with competitors	2,725	,046	H ₀ Reject ed
Q15 Your cooperative sales growth in the last three years in comparison with competitors in the region	1,174	,322	
Q16 Rate of an increasing amount of job creation in your cooperative in the past three years	3,450	,018	H ₀ Reject ed
Q17 The rate of change in the new service to the customers by the cooperative compared to competitors	3,185	,026	H ₀ Reject ed
Q18 New product by your cooperative	,873	,456	
Q19 Your cooperative sales growth in the last three years	9,225	,000	H ₀ Reject ed
Q20. An increasing amount of your cooperative cultivation	1,602	,191	
Q21. Your cooperative profit growth in three years	1,213	,307	
Q22. Tax support from the cooperatives	3,819	,011	H ₀ Reject ed
Q23. Reform banking regulation to support entrepreneurs	,600	,616	
Q24. Increased product subsidies allocated to producers	,601	,615	
Q25. Formulation of national entrepreneurship development document	3,404	,019	H ₀ Reject ed

Q26. Having endured failure, and determination work again	1,693	,171	
Q27. Responsibility cooperative members	2,384	,071	
Q28. Strengthening science and technology parks and development centres	1,744	,160	
Q29. Avoid breaking the law, breaking rents, and bribery	3,787	,012	H ₀ Reject ed
Q30. Promotion of entrepreneurial spirit culture	5,583	,001	H ₀ Reject ed
Q31 Giving too much importance to the role of entrepreneurs in developing and marketing	2,055	,108	
Q32 Enhance individual skills and motivation of individual cooperative managers	4,197	,007	H ₀ Reject ed
Q33 Creation of entrepreneurship centres (by government or by private or cooperative sector with government support)	,176	,912	
Q34 Specialized counselling to justify the activities and economic evaluation	4,462	,005	H ₀ Reject ed
Q35. Increased incentives for entrepreneurs to enter cooperative sector	,037	,991	
Q36. Creating supportive networks for entrepreneurs	,222	,881	
Q37. Reducing profit of non-productive activities	,459	,711	
Q38 Q.38 Providing entrepreneurial training through the public media	2,628	,052	H ₀ Reject ed
Q39. Encourage and create healthy competition between cooperative	3,658	,014	

One-way ANOVA Results for the education groups of the respondents. Table above shows that for the questions 4,8,9, 13, 14, 16, 17, 19, 22, 25, 27, 29, 30, 32, 34, 38 the respondents' answers vary according to their education level.

Table 48. One-Way ANOVA Work Experience

			Test Result
	F	Sig.	
Q1 Your cooperative competition level to achieve your goals is	1.967	.121	

Q2 Customer satisfaction rate of your cooperative products is	4.412	.005	H ₀ Rejecte d
Q3 Rate of applying modern techniques to produce products for the first time	4.729	.003	H ₀ Rejecte d
Q4 The rate of change in quality of product offered to the market by your cooperative	5.299	.002	H ₀ Rejecte d
Q5 Cooperative satisfaction from your own business	4.496	.005	H ₀ Rejecte d
Q6 The rate of change in methods of marketing in your cooperative	4.340	.006	H ₀ Rejecte d
Q7 Your cooperative activities with the production and supply of high-risk products	5.388	.001	H ₀ Rejecte d
Q8 Your cooperative share growth in market product	5.458	.001	H ₀ Rejecte d
Q9 Amount of competitors' mimic from the product that your cooperative will enter to the market	5.551	.001	H ₀ Rejecte d
Q10 The rate of change of your cooperative in market supply of product	.105	.957	
Q11 Rate of employing new technology in your cooperative productive	7.737	.000	H ₀ Rejecte d
Q12 The rate of change in the type of your cooperative product	1.622	.186	
Q13 Your cooperative achievement level to the objective	1.703	.169	
Q14 Your cooperative innovation rate in the supply of new product in comparison with competitors	.933	.426	
Q15 Your cooperative sales growth in the last three years in comparison with competitors in the region	5.612	.001	H ₀ Rejecte d
Q16 Rate of an increasing amount of job creation in your cooperative in the past three years	2.133	.098	
Q17 The rate of change in the new service to the customers by the cooperative compared to competitors	1.489	.220	
Q18 New product by your cooperative	2.004	.116	
Q19 Your cooperative sales growth in the last three years	7.515	.000	H ₀ Rejecte d
Q20. An increasing amount of your cooperative cultivation	6.165	.001	H ₀ Rejecte d

Q21. Your cooperative profit growth in three years	5.972	.001	H ₀ Rejecte d
Q22. Tax support from the cooperatives	1.465	.226	
Q23. Reform banking regulation to support entrepreneurs	2.553	.057	
Q24. Increased product subsidies allocated to producers	3.506	.017	H ₀ Rejecte d
Q25. Formulation of national entrepreneurship development document	1.473	.224	
Q26. Having endured failure, and determination work again	7.771	.000	H ₀ Rejecte d
Q27. Responsibility cooperative members	5.038	.002	H ₀ Rejecte d
Q28. Strengthening science and technology parks and development centers	5.028	.002	H ₀ Rejecte d
Q29. Avoid breaking the law, breaking rents, and bribery	1.405	.243	
Q30. Promotion of entrepreneurial spirit culture	4.511	.005	H ₀ Rejecte d
Q31. Giving too much importance to the role of entrepreneurs in developing and marketing	4.110	.008	H ₀ Rejecte d
Q32. Enhance individual skills and motivation of individual cooperative managers	4.358	.006	H ₀ Rejecte d
Q33. Creation of entrepreneurship centers (by government or by private or cooperative sector with government support)	3.015	.032	H ₀ Rejecte d
Q34. Specialized counseling to justify the activities and economic evaluation	4.688	.004	H ₀ Rejecte d
Q35. Increased incentives for entrepreneurs to enter cooperative sector	1.538	.207	
Q36. Creating supportive networks for entrepreneurs	4.930	.003	H ₀ Rejecte d
Q37. Reducing profit of non-productive activities	6.427	.000	H ₀ Rejecte d
Q38. Providing entrepreneurial training through the public media	.843	.472	
Q39. Encourage and create healthy competition between cooperative	2.177	.093	

One-way ANOVA Results for the work experience groups of the respondents. Table above shows that for the questions 2,3,4,5,6,7,8,9,11,15,19,20,21,24,26,27,28, 30,31,32,33,34,36, and 37, the respondents' answers according to their work experience differs.

4.6 Summary of the Findings

This section of the thesis discusses the analytical results of the statistics carried out. In this section from table 3 to 41 frequency tables are provided for each question and each table is explain under it. While Tables46 to 48 shows the one-way ANOVA results according to the age groups, educational levels and work experience.

Chapter 5

CONCLUSION AND RECOMMENDATIONS

5.1 Introduction

This chapter presents explicit summary of the whole project in order to give a general overview as well as logical conclusion of the study. Finally, useful policy recommendations would be provided for adoption and execution.

5.2 Conclusion

Multi-purpose agricultural cooperatives operate in the agricultural sector of the national economy and they are supposed to play their role in the marketing system and promote agricultural development in the rural area. They are also organized to render economic benefits such as economies of scale, market power, risk pooling, coordination of demand and supply and guaranteed access to input and output markets to the member patrons.

The study was based on primary data from the farmers and secondary data obtained from the past authors, writers and scholars related to the subject.

In conclusion, Chapter one of the study gave a brief background to the study, Statement of the Problem, Objectives of the Study, Research Questions, Statement of Hypotheses, Significance of the Study, and Scope of the Study.

Chapter Two, reviewed previous literatures from various scholars, writers, researchers and authors as it relates to the subject matter. Essentially, the literature review helped in comparing and contrasting the historical context of the research as well as how the study was different or original from what others have done, thus helping to rationalize the need for this particular research. Chapter three was the methodology and design of the study. It also gave detailed information on sources of data, how data were collected and analyzed, the instrument used for the data collection etc.

Chapter Four presented the data that were collected and analyzed and Chapter five concludes and proffers recommendations.

5.3 Recommendations

The followings recommendations emerged based on the findings of this research:

- i. Government should come out with a clear policy on cooperatives. There should be a firm choice between state sponsorship without control, autonomy of cooperatives without assistance and state sponsorship with control. Cooperatives are still in their infancy in Nigeria and must therefore be sponsored without government control.
- ii. Cooperatives should employ full-time employees and a properly co-ordinated training programmed drawn up for them.
- iii. Government and its development partners should design an educational programmed whereby cooperatives would be taught at all levels of education as an academic discipline-especially at primary and secondary schools so as to catch or ignite the cooperative spirit early in life.

- iv. An efficient organizational structure for the entire national cooperative movement should be worked out so that the functional relationships between cooperatives at various levels will be such that will improve on the efficacy of the cooperative movement.
- v. There must be sustained cooperative education in order to enlighten members on their roles and to show the general public the important roles cooperatives can play in their lives and the development process.
- vi. Adequate capital must be made available to cooperatives and possibly on soft terms at least for some few years.
- vii. Finally, there must be close working relationship between agricultural development agencies and cooperatives.

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