

**EFFECT OF ENTREPRENURIAL SELF-EFFICACY ON THE  
PERFORMANCE OF SMALL AND MEDIUM SCALE ENTERPRISES IN  
LAGOS STATE.**

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**JULY, 2024**

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LAGOS STATE**

**BY**

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**A DISSERTATION SUBMITTED TO THE SCHOOL OF POST GRADUATE  
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MANAGEMENT, COLLEGE OF MANAGEMENT AND SOCIAL  
SCIENCES, COVENANT UNIVERSITY, OTA, OGUN STATE, NIGERIA**

**JULY, 2024**

## **ACCEPTANCE**

This is to attest that this dissertation is accepted in partial fulfilment of the requirements for the award of Masters of Science Degree in Business Administration in the Department of Business Management, College of Management and Social Sciences, Covenant University, Ota, Nigeria.

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## **DECLARATION**

**I, OMOYELE, TEMIDAYO STELLA (16AB020031)** declares that this research was carried out by me under the supervision of Dr. Simon-Ilogho, E. Busola of the Department of Business Management, College of Management and Social Sciences, Covenant University, Ota, Ogun State, Nigeria. I attest that this dissertation has not been presented either wholly or partially for the award of any degree elsewhere. All sources of data and scholarly information used in this dissertation are duly acknowledged.

**OMOYELE, TEMIDAYO STELLA**

**Signature and Date**

## **CERTIFICATION**

We certify that this dissertation titled “**EFFECT OF ENTREPRENURIAL SELF-EFFICACY ON THE PERFORMANCE OF SMALL AND MEDIUM SCALE ENTERPRISES IN LAGOS STATE**” is an original work carried out by **OMOYELE TEMIDAYO** in the Department of Business Management, College of Management and Social Sciences, Covenant University, Ota, Ogun State, Nigeria, under the supervision of Dr. Simon-Ilogho E. Busola. We have examined and found this research work acceptable as part of the requirements for the award of Masters of Science (M.Sc.) Degree in Business Administration.

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## **DEDICATION**

This research work is dedicated to God, who has been my strength and my guide throughout my academic journey. I am grateful for the wisdom, grace, and love of God that has sustained me.

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## **ABSTRACT**

*One of the crucial questions that is usually asked in business and career is 'do I believe I can do this?' as an individual who wants to advance in your career, you have to believe that your skills and hard work will get you there. Self-efficacy is about the extent and individual believes in his capability, and in entrepreneurship, it is important to believe in such cause. The study looks at how these factors affect some of the most important performance indicators for SMEs, such growth, profitability, product quality, and marketing capability.*

*127 SMEs participated in a cross-sectional survey that provided the study's major source of data. Because the population was small, a sample of the total population was taken. A structured questionnaire survey was used to gather data, and it was addressed to SMEs. When compared to comparable studies and research projects carried out in developing nations and the Nigerian environment, the survey's 94.49% response rate was deemed suitable for the study's objectives. By using the Structural Equation Model-Smart-PLS research discovered each of the variables significantly affects the others. Entrepreneurs should focus their efforts on improving functional indicators to demonstrate that how their experiences in terms of business and life perspectives affects both their business performance.*

***Keywords: Entrepreneurial self-efficacy, SME performance, Verbal persuasion, Physiological information, Vicarious experience***