



# ENTERPRENUERSHIP DEVELOPMENT, POINT OF SALE (POS) BUSINESS AND INCOME FOR SMALL BUSINESS STARTUPS

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## Abstract

This study raised two pertinent research questions: Has the use of POS filled in as a source of income for entrepreneurs? How do young people in Abia State see the government's contribution to the growth of entrepreneurship in the state? The study was anchored on economic survival theory. The study discovered a significant correlation between young people's perceptions of the role of the government in entrepreneurship development and their entrepreneurial intentions. It was also discovered that entrepreneurial creativity has a positive impact on economic activities, with a correlation of about 84% between the use of POS and the source of income for small business startups. According to the study, local government chairmen should work with the Abia State government to support risk-taking by entrepreneurs by offering soft loans and counterpart finance assistance. This will help those with entrepreneurial intentions grow their businesses and create more jobs for the state and local governments.

**Keywords:** Point of Sale (POS); Entrepreneurship; Small Business; Income

## 1. INTRODUCTION

The economic and social development of any nation depends to a large extent on the emergency of a strong and vibrant private sector driven by entrepreneurship. The believe in this fact has spurred several initiatives by government to foster enabling business environment for the creation of more micro, small and medium enterprises (MSMEs), strengthen the management capacity of the existing institutions and working out some modalities to provide easy access to capital for entrepreneurship development.

Entrepreneurship is directly linked to employment because it is a unique process that creates opportunities of employment. Employment as the word implies means to give work to somebody, usually for payment. To this extent therefore, employment is an act of employing somebody for a wage or payment for his services. Employment also implies those people who are engaged either permanently or temporarily in a productive venture for a payment. The payment may be daily, hourly, weekly or monthly.

In contrast, unemployment is a situation in which some people who are qualified, ready, willing and able to work do not find work to do. It is also a situation where some people who fall within the ages of the working population, capable and willing to work are unable to secure befitting jobs to do. Since unemployment constitutes one of the problems facing many nations, especially the developing nations like Nigeria, governments tend to focus much attention on programmes and methods of combating it (Uwazie, 2006).

An entrepreneur is a person that starts a business, works for himself and taking on financial risks in the hope of profit. He is a job creators whose companies create every single product or service that is needed on a daily basis (Mitchell (2019). Entrepreneurs specialized in or combination of these four categories-product, service, information and attention (Gilbert, 2020).Some types of entrepreneurship need money or influence to be effective while other types of entrepreneurship need sweat, equity and hard work (Newman,2019). The need for entrepreneurship in the growth and development of Nigeria cannot be undermined due to current economic recession leading to geometric increase in unemployment rate and level of poverty in the country. Entrepreneurship businesses are still at a low level in Nigeria despite the fact that their activities fall within the essential goods and services needed on daily basis (Olakunle, 2020). Nigeria being a mono-economy driven by mostly oil industries with less attention to non-oil industries is naturally endowed with natural resources, diverse skilled labours and biggest domestic market in Africa (Olayeide, 2020).

The impact of e-payment systems on employment and economic growth has been a topic of interest to researchers and policymakers, particularly in developing countries such as Nigeria. The digitalization of finance and transactions represents a modern phenomenon in the world of finance. E-payment systems play a critical role in entrepreneurship due to globalization and technological advances being made all around the world. The continuous advances in internet technology have had a huge impact on small business operations and, in particular, have brought about a paradigm shift in how small businesses operate. In Nigeria, banks have invested greatly in technology, and this has increased job creation as well as telecommunication networks for delivering a wide range of value-added products and services in order to meet up with entrepreneurial development and improve the quality of service delivered by the operators of these businesses (Ayo &Ukperere, 2010). An electronic payment system is a way of making transactions or paying for goods and services through an electronic medium without the use of a check or cash. It's also called an electronic payment system or an online payment system. The electronic payment system has grown increasingly popular over the last few decades due to the widespread use of internet-based banking and shopping. As the world

advances in technology development, a lot of electronic payment systems and payment processing devices have been developed to increase, improve, and provide secure e-payment transactions while decreasing the percentage of check and cash transactions. E-payment economy does not mean the outright elimination of cash transactions in the economic setting but one in which the amount of cash-based transactions is kept to the barest minimum (Afaha, 2019). In recent years, the introduction of e-payment systems has provided a medium through which money circulates conveniently and has also been made available to business owners. Onyeagba (2015) stated that cashless systems of payments and instruments contribute significantly to the broader effectiveness and stability of the financial system.

In Abia State, concerted efforts have been put in place by succeeding governments in the State targeted at entrepreneurial development with the aim of job creation through self-employment initiatives. In the five Local government area councils of Abia State, a lot of training programmes and activities have been put in place in order to empower the youths and women in those councils. Among these entrepreneurial development trainings are POS e-payment entrepreneurship, carpentry, fish farming, poultry, and snail rearing, among others.

The Nigerian banking system has recently been characterized by cumbersome protocols, making it difficult for entrepreneurs to access their funds and, in the long run, create job opportunities. However, owing to the rate of unemployment in the country, individuals who are entrepreneurs seized these lapses and maximized the opportunity by establishing POS businesses. Despite the policies of the federal government of Nigeria and that of Abia State to ease business transactions for entrepreneurs and create an enabling environment for business owners to create employment, job creation has been at its lowest minimum.

In support of this new business trend, the CBN's cashless policy gave bank industries access to their own POS terminal agents. The cashless economy, which is aimed at conducting business and other payments electronically, would significantly improve the volume, width, and security of small businesses in Nigeria. This development has greatly assisted business-oriented entrepreneurs, especially small and medium enterprises, to grow their businesses locally and internationally, thus promoting entrepreneurship in the country.

However, the increasing rate of economic recession has worsened unemployment in Nigeria. This has led to many of the citizens living in scummy poverty. But, however, the introduction and availability of POS in Nigeria have, in the long run, brought smiles to people's faces and provided income opportunities for many jobless Nigerians. As a result, there has been an increase in the number of individuals who ventured into POS businesses, owning up to multiple POS business outlets and thereby employing workers to manage the outlets.

The purpose of this study is therefore to examine the extent to which the utilization of POS has served as a source of income for small business startups. The study will also ascertain the youths' perception of the role of government in entrepreneurship development in Abia State with a focus on five selected POS entrepreneurs

in the five selected local governments of Abia State, namely Arochukwu, Ikwuano, Isiukwuato, Ohafia, and Umunneochi.

## **2. LITERATURE REVIEW**

### **2.1 Conceptual Clarification**

#### **2.1.1 Concept of Entrepreneurship**

Entrepreneurship has been defined by various authors to mean many things since the middle ages (Igbo, 2006). The entrepreneur has been seen as an actor, innovator, or developer of technology. However, the summary of what entrepreneurship means will reflect the individual definer's point of view. For Inegbebor (1987) and Akanwa and Akpanabia (2012), entrepreneurship is the willingness and ability of an individual to seek out investment opportunities and establish and run an enterprise successfully. Esomomu (1998) defined entrepreneurship as the effective manipulation of human intelligence, as demonstrated in a creative and innovative performance. The National Directorate of Employment (NDE, 1989) in Onyebueke and Ochnongo (2002) sees entrepreneurship as an art that involves recognizing a business opportunity, mobilizing resources, and persisting to exploit that opportunity. Tijani-Alawiye (2004) defines entrepreneurship as the process of adding to the stock of existing small, medium, and large enterprises available to a country by creating and promoting many capable entrepreneurs who can successfully run innovative enterprises, nurture them to grow, and sustain them, with a view to achieving board socio-economic development goals. It is also the process of bringing together creative and innovative ideas and copying them with management and organizational skill in order to combine people, money, and resources to meet an identified need and thereby create wealth. Shepherd and Douglas (1997), in Akanwa and Akpanabia (2012), assert that entrepreneurship development is the ability to envision and chart a course for a new business venture by combining information from the functional disciplines and from the external environment in the context of the extraordinary uncertainty and ambiguity that face a new business venture. Entrepreneurial development has been found to be capable of making positive impacts on the economy of a nation and the quality of life of its people (Adejumo, 2000). However, it has to be noted that only businesses that have been able to adopt and actually practice the principles of creativity and innovation are positively impacting the economy and adding value to the lives of their customers. The only thing that is constant in this world is change. So, if one wants to meet his or her steps with the rest of the world, then in this scenario, it is imperative for him or her to adopt new phenomena, new methodologies, and new technology. In this regard, the phenomena of innovation and creativity are very important. Nowadays, businesses, entrepreneurs, and individuals are adopting the concepts of innovation and creativity. These concepts of innovation and creativity are becoming central to the strategies of businesses and individuals (Uru and Yozgat 2009). Creativity is seen as the generation of novel, unique, and original ideas

that are related to the processes and procedures used in the workplace (Fills, 2012). Generally, creativity means the conceptualization of objects or ideas that did not previously exist. Creativity can be defined precisely as the mental process that helps generate ideas—that is, it generates a lot of solutions to a specific problem (Bosiak, 2013).

Schumpeter (1916), in Stevenson (2007), identified innovation as a critical dimension of economic change. He argued that economic change revolves around innovation and entrepreneurial activity. He sought to prove that innovation-oriented organizations or businesses could provide better results than non-innovation-oriented organizations.

### **2.1.2 The Concept of Job Creation**

The concept of job creation is not new in social and management science; consequently, the concept has been variously defined by scholars in the disciplines. The concept of job creation varies among scholars depending on their notion of what job creation should be. One such concept has been described by the Director-General of the Small and Medium Enterprises and Development Agency of Nigeria (SMEDAN), Umar. Muhammad Nadada defines the concept of job creation in the following manner: "the process of providing new jobs for unemployed people, the process of providing jobs for yourself, and the process of providing more paid jobs" (Umar, 2011). The above observations of what job creation entails are that job creation is the act of providing jobs for the unemployed, either by helping them to create jobs for themselves or by providing a paid job where they can get salaries or wages, as the case may be. The above definition given by the Director-General of Small and Medium Enterprises and Development Agency of Nigeria (SMEDAN) failed to capture the category of underemployed people, hence the search for a more comprehensive definition of what job creation should mean, Umar (2011).

### **2.1.3 Concept of Entrepreneurship and Small Business**

Entrepreneurship is an essential variable in any economy's growth and development. Entrepreneurship is the willingness and ability to identify business opportunities through creativity and innovation and establish the necessary machinery to run a business enterprise successfully. Adidu and Olannye (cited in Nzewi, Onwuka, and Onyesom, 2017) stated that entrepreneurship can be described as a process that involves the transformation of innovative and creative ideas into profitable activities, especially outside an existing organization. Entrepreneurship has gained global recognition for facilitating employment generation and economic transformation. It is a veritable tool for poverty eradication and the reduction of social vices. The concept of entrepreneurship has been associated with several activities concerned with the establishment and operation of business enterprises. These activities include, but are not limited to, identification of investment opportunities, decision-making regarding available opportunities to exploit, promoting and establishing business enterprises, aggregation of scarce resources for production and distribution of goods and services, organization and management of human and material resources for the attainment of the objectives of the

enterprise, risk-taking, and innovation (Onyeosm & Uwaifo, 2013). The effective performance of the above activities is critical to the birth, survival, and growth of the business enterprise.

## 2.2 Theoretical Framework

The Economic Survival Theory, which is adopted by the researcher as the framework for the presentation and better understanding of this study, The centerpiece of the proponents of this theory's argument focuses on what Gilder (1981) referred to as the "movement from poverty to wealth". The theory assumes that entrepreneurship is more prevalent among people who are:

Oppressed by Marginalization

Suppressed by Discrimination

Victimized by Circumstances; and

Affected by Political Upheavals.

According to Mbaegbu (2008), people who fall into this category have to channel their creative abilities into entrepreneurship. The above Theory is therefore relevant to this study in light of the fact that Nigeria, as a country, today sits at the precipice of political disintegration arising out of the present state of economic disconnect and unease, occasioned by unemployment, an unmitigated level of poverty among her people, and other unpalatable socio-economic imbalances. To grapple with the loss of jobs caused by lower capacity utilization, factory closures, and forced migration, many Nigerians have adopted this Economic Survival model for sustenance.

The theory becomes more appropriate when viewed against the background of the high rate of poverty engendered by both educated and uneducated unemployment in the country.

## 2.2 Empirical Review

Theodore (2020) studied the effect of entrepreneurship development on job creation in Nigeria with special reference to the Ohaozara local government area of Ebonyi State. Using a survey design and a random sampling technique, the author randomly selected a sample of 400 from 1000 respondents for the study. The data was analyzed using chi-square. The author discovered that there is a positive correlation between job creation and entrepreneurship development in Nigeria. Entrepreneurship development always gives birth to job creation in a country. According to the author, entrepreneurship encourages vibrant youths to engage in meaningful business activities to sustain themselves and contribute to economic growth and development in

Nigeria. The author recommended that the government channel more effort towards empowering more Nigerians to embark on entrepreneurial ventures in order to create more jobs and reduce unemployment.

Uhuabana and Erah (2020) studied the role of entrepreneurship in the economic development of Nigeria using the survey method. A sample of 1500 SME's was randomly selected from a cross-section of the population of SME's spread around the states of Nigeria. Using the chi-square method of data analysis The researcher discovered that SME's have contributed immensely to the growth and development of Nigeria. He recommended, among other things, that advocates of SME's should possess managerial ability and entrepreneurial education before sourcing capital to establish and develop their businesses.

Ezeude (2020), in his work "Nigeria's growing unemployment situation and dwindling potentials of the economy", using secondary data analysis, showed that more than one million Nigerian youths are not employed, as recorded by the office of the Bureau of Statistics in 2019. The researcher concluded, among other things, that the government should make entrepreneurship marketable to Nigerian citizens by incorporating it into the educational curriculum at every level of the educational system and integrating it into the National Youth Service Scheme to produce vibrant entrepreneurs that will help promote and drive entrepreneurial skills and development to an excellent standard in Nigeria.

Olakunle (2020) looked at the relationship between entrepreneurship and Nigerian business enterprises. He discovered a decrease in small and medium-scale enterprises in Nigeria due to the failure of a series of government intervention policies targeted at stimulating entrepreneurship development in Nigeria. Instead of establishing import-substitution industries for the sourcing of local raw materials, entrepreneurs rely on imported raw materials, which make production very costly. This leads to a low profit margin, thereby discouraging entrepreneurial spirit. He therefore recommends that the government enact new policies to protect infant industries in order to motivate entrepreneurial spirit in Nigeria.

Yinusah (2019), in his study "Leveraging the relationship between entrepreneurship and job creation" in Nigeria, discovered that personal talent, knowledge, behaviors, and skills, together with other variables such as government loans, financial credits, information and technology, infrastructure, access to good roads, and markets, help to drive entrepreneurial development in every economy.

### 3. METHODOLOGY

The design used for this study is a survey research design to assess the opinions of the respondents. A survey research study is one in which a group of people or products is investigated by collecting and evaluating data from a small number of people or items that are considered representative of the entire group. To put it another way, just a small percentage of the population is studied, yet the results are expected to be applied to the entire population (Nworgu 1991). Similarly, McBurney (1994) defines a survey as one that uses questionnaires and sample procedures to gauge public opinion or individual characteristics.

The population of the study was 234 point-of-sale (POS) entrepreneurs. These entrepreneurs were selected based on their previous participation in the Abia State entrepreneurial awareness program carried out in the 17 local government areas of the state, of which Arochukwu, Ikwuano, Isiukwuato, Ohafia, and Umunneochiare were among the beneficiaries.

**Table 1 Breakdown of the Population of the Study**

Local Government	Population
AROCHUKWU	45
IKWUANO	47
ISIUKWUATO	44
OHAFIA	50
UMUNNEOCHI	48
Total	234

Source: Field Survey, 2022

The sample of 150 was collected using stratified random sample technique. Hence we have our sample size as follows:

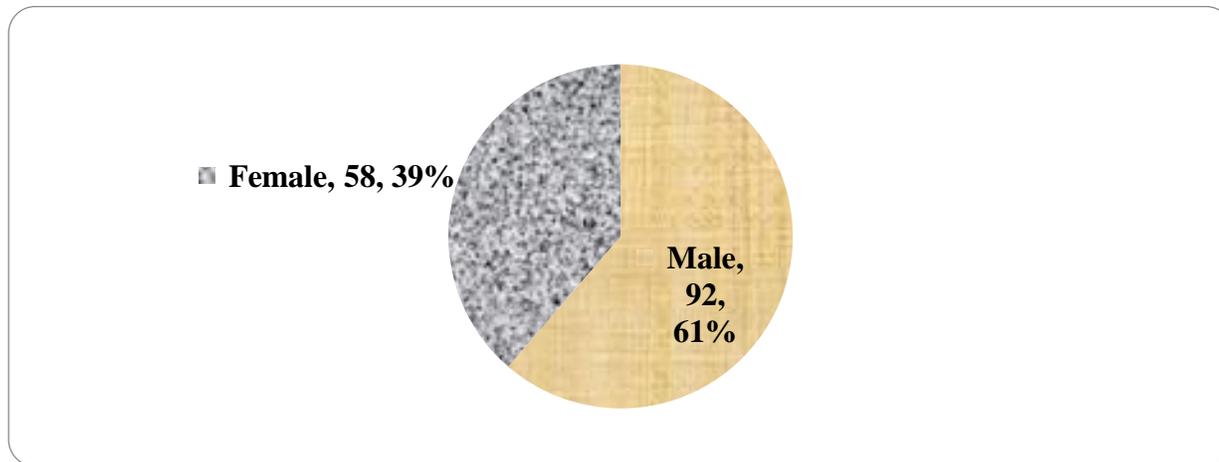
**Table 2 Breakdown of the Sample of the Study**

Local Government	Population
AROCHUKWU	29
IKWUANO	30
ISIUKWUATO	28
OHAFIA	32
UMUNNEOCHI	31
Total	150

Source: Field Survey, 2022

#### 4. DATA ANALYSIS AND RESULTS

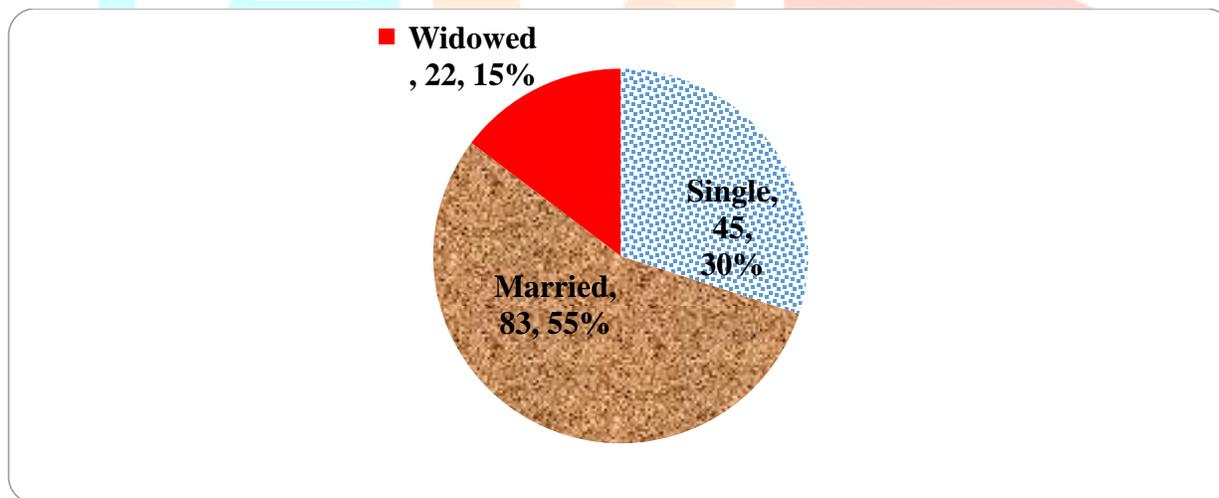
**Figure 1** Analysis of Respondents Based on Sex



Source: Field Survey, 2022

Figure 1 above shows that Ninety-two (92) respondents, or 61.3 percent of the sample size, were males, while fifty-eight (58) respondents or 38.7% of the sample size, were females. As a result, men made up the majority of the responders.

**Figure 2** Analysis of Respondents Based on Marital Status



Source: Field Survey, 2022

Figure 2 shows that forty-five (45) respondents representing 30% of the sample size were single; eighty-three (83) respondents representing 55% of the sample size were married while twenty-two (22) respondents representing 15% of the sample size were either widow or widower. As a result, the vast majority of responders were married.

**Table 3 Analysis of Respondents Based on Educational Background**

Feature	Frequency	Percentage
Below ND/NCE	45	31
ND/NCE	17	11
HND/B.Sc	50	33
MBA/M.Sc	26	17
Craftsmen Certification	12	31
<b>Total</b>	<b>150</b>	<b>100</b>

Sources: Field Survey, 2022

Table 3 shows that forty five (45) respondents representing 31% of the sample size were below ND/NCE holders; seventeen (17) respondents representing 11% of the sample size were ND/NCE holders, fifty (50) respondents representing 33% of the sample size were HND/B.Sc holders, twenty six (26) respondents representing 17% of the sample size were MBA/M.Sc holders while another twelve (12) respondents representing 31% of the sample size were craftsmen Certification. As a result, HND/B.Sc holders made up the majority of the responses.

**Table 4 Has the Usage of POS filled in as a type of Revenue for Entrepreneurs?**

Options	Agree	Strongly agree	Disagree	Strongly disagree	Total
1. POS keep track of all customers' preferences that relate to increase in sales.	33	41	40	36	150
2. A company can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders.	48	45	38	19	150
3. POS to some extent reduce incidences of human error that can lead to losses in sales as well as encouraging repeat business.	44	43	37	26	150
<b>Total</b>	<b>254 (56.4%)</b>		<b>196 (43.6%)</b>		<b>450</b>

Source: Field Survey, 2022

Table 4 shows that 254{56.4%} indicated agreement while 196{43.6%} indicated disagreement; this shows that POS keep track of all customers' preferences that relate to increase in sales., an enterprise can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders and POS to some extent reduce incidences of human error that can lead to losses in sales as well as encouraging repeat business.

**Table 5 Correlations Result**

**Correlations**

	POS keep track of all customers' preferences that relate to increase in sales.	A company can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders.	POS to some extent reduce incidences of human error that can lead to losses in sales as well as encouraging repeat business.
	Pearson Correlation	1	.773**
	Sig. (2-tailed)	.000	.000
	Sum of Squares and Cross-products	37.493	28.120
	Covariance	.252	.189
	N	150	150
	A company can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders.	Pearson Correlation	.773**
	Sig. (2-tailed)	.000	.000
	Sum of Squares and Cross-products	28.120	35.340
	Covariance	.189	.237
	N	150	150
	POS to some extent reduce incidences of human error that can lead to losses in sales as well as encouraging repeat business.	Pearson Correlation	.840**
	Sig. (2-tailed)	.000	.000
	Sum of Squares and Cross-products	31.080	33.060
	Covariance	.209	.222
	N	150	150

\*\* . Correlation is significant at the 0.01 level (2-tailed).

Table 5 presents the Pearson correlation coefficient between utilization of POS and small business income generation. The correlation coefficient shows 0.840 correlations between POS and keeping track of all

customers' preferences that relate to an increase in sales. What this means is that there is a very strong positive relationship of about 84%. Also, the correlation coefficient shows 0.773 correlations between enterprises that can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders. This implies a strong positive relationship of about 77%. While the correlation coefficient between POS and sales to some extent reduces incidences of human error that can lead to losses in sales as well as encourage repeat business, it shows a correlation of 0.920. This implies a positive, strong relationship of about 92%. This value indicates that correlation is significant at the 0.01 level (2 tailed), and this implies that The utilization of POS served as a source of income for small business owners. With the evidence of the correlation results, we do not have enough evidence to accept the null hypothesis; hence, we reject the null hypothesis and accept an alternative hypothesis. We therefore conclude that the utilization of POS has served as a source of income for small business owners.

**Table 6 How Do Youths in the Abia State Perceive the Role of the Government in Entrepreneurship Development in Abia state?**

	<b>Options</b>	<b>Agree</b>	<b>Strongly agree</b>	<b>Disagree</b>	<b>Strongly disagree</b>	<b>Total</b>
1	The government policies have made it difficult to register and operate a new business in Abia state.	29	33	47	41	150
2.	Access to information on government entrepreneurship development programmes in Abia state is restricted.	40	36	28	46	150
3	Entrepreneurship educational facilities provided by the Abia state government are not extensive.	45	37	29	39	150
	<b>Total</b>	<b>220 (48.9%)</b>		<b>230 (51.1%)</b>		<b>450</b>

Source: Field Survey, 2022

Table 6 shows that 220 (48.9%) indicated agreement while 230 (51.1%) indicated disagreement. This shows that government policies have made it difficult to register and operate a new business in Abia State. Access to information on government entrepreneurship development programs in Abia State is restricted, and the entrepreneurial educational facilities provided by the Abia State government are not extensive.

Table 7 One Sample Test Result I

## One-Sample Test

	Test Value = 0					
	T	Df	Sig. (2-tailed)	Mean Difference	95% Confidence Interval of the Difference	
					Lower	Upper
The government policies have made it difficult to register and operate a new business in Abia state.	10.246	149	.000	.41333	.3336	.4930
Access to information on government entrepreneurship development programmes in Abia state is restricted.	12.370	149	.000	.50667	.4257	.5876
Entrepreneurship educational facilities provided by the Abia state government are not extensive.	13.404	149	.000	.54667	.4661	.6273

Table 7 shows the results of the computed One-Sample Test, with agree and disagree response options based on responses from the five Local Government areas of Abia State. The result shows that the two-tailed significance of all the variables was strongly statistically significant at 5%, since the sig-values were  $0.000 < 0.05$ . Again, the Z-computed values of the variables at the 95% Confidence interval of the difference show that the variables The government's policies have made it difficult to register and operate a new business in Abia State.

Access to information on government entrepreneurship development programs in Abia State is restricted, respectively (0.5876 and 0.6273), which is greater than the level of significance of 0.05. While the variable entrepreneurial educational facilities provided by the Abia state government are not extensive, (0.4930) is less than the level of significance of 0.05.

### **Decision Rule**

The decision rule is to accept the alternative hypothesis if the calculated Z value is greater than the level of significance, otherwise accept the null hypothesis.

### **Decision**

Since the calculated Z value is greater than the level of significance, we do not have enough evidence to accept the null hypothesis. Hence we accept the alternative hypothesis and therefore we conclude that there is significant relationship between youths' perception of the role of government in entrepreneurship development and youths' entrepreneurial intention.

## **5. DISCUSSION OF FINDINGS**

1. The study tried to establish the extent to which the utilization of POS has served as a source of income for small business startups. To achieve this, the correlation coefficient shows 0.840 correlations between POS and all customers' preferences that relate to an increase in sales. What this means is that there is a very strong positive relationship of about 84%. Also, the correlation coefficient shows 0.773 correlations between enterprises that can increase sales with POS by ensuring that it maintains enough products in inventory to fill customer orders. This implies a strong positive relationship of about 77%. While the correlation coefficient between POS and sales to some extent reduces incidences of human error that can lead to losses in sales as well as encourage repeat business, it shows a correlation of 0.920. This implies a positive, strong relationship of about 92%. This value indicates that the correlation is significant at the 0.01 level (2 tailed), and this implies that the utilization of POS served as a source of income for small business owners. With the evidence of the correlation results, we do not have enough evidence to accept the null hypothesis; hence, we reject the null hypothesis and accept an alternative hypothesis. We therefore conclude that the utilization of POS served as a source of income for small business owners.
2. The second hypothesis examined the significant relationship between youths' perceptions of the role of government in entrepreneurship development and their entrepreneurial intentions. The study established that government policies have made it difficult to register and operate a new business in Abia State (with a t-value of 13.404). This is followed by the restriction of access to information on government entrepreneurship development programs in Abia State (with a t-value of 12.370). The study observed that the least challenging aspect of the multi-rater feedback appraisal system is that it is

often not used for its intended purpose. Entrepreneurship educational facilities provided by the Abia state government are not extensive (with a t-value of 10.246).

## 6. RECOMMENDATIONS

In the light of the findings, the following were recommended.

i. Even as the world shifts ever more rapidly into a booming technological era, so does the way people do business. Entrepreneurs should recognize the importance of POS. POS systems are quickly becoming the preferred technology by offering an all-in-one approach to a variety of daily business challenges. Inventory levels that fail to reach tallies, unrecorded purchases, screw-ups, and the hours invested fixing them all are relatively frequent issues that businesses encounter on a regular basis. Through the use of a POS system that reliably gathers and tracks information, they are all easily solved, enabling an entrepreneur to really understand how the business is performing and how to continuously develop it.

ii. The Abia State government needs to further support entrepreneurship development by paying attention to these indicators of entrepreneurship development adapted from the Global Entrepreneurship Research Association (2017): ease of registering and operating a business; entrepreneurship mentorship programs; ease of access to information on government entrepreneurship development programs; access to business funding; infrastructural facilities to support businesses; and entrepreneurship educational facilities.

iii. The local government chairmen, in collaboration with the Abia State government, should encourage entrepreneurs risk-taking activities through the provision of counterpart finance assistance as well as soft loans to enable individuals who have an entrepreneurial intention to expand their businesses, thereby generating more employment for the state and local governments.

iv. Entrepreneurial creativity leads to the invention or production of modern goods. The government should reduce the bottlenecks involved in the movement of goods and services from one local government to another devoid of multiple levies, and touting this would enable the entrepreneurs to boost the state economy and make profit.

## 7. CONCLUSION

The study concludes that a POS system helps entrepreneurs improve their startup business operations as they deal with customers. This includes reducing waiting time, faster scanning of items, and quicker payments. With these operational improvements, customers will tend to get better service and come back to purchase items, which in turn boosts revenue and sales. The study further concludes that youths in Abia State perceive current government initiatives to support entrepreneurship development as unsupportive and insufficient.

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