Impact of entrepreneurship training on performance of entrepreneurs: a case of Embu municipality

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Abstract: Since independence the Kenyan government has developed strategies and promotion programs aimed at promoting the small enterprise sector. Entrepreneurship training has been cited as one of the most important of these. It is also one of the most complicated issues of small enterprise growth. These complications have not been well explored in Kenya and neither do we have empirical evidence to reveal them. It is in view of this that this research was planned. The purpose of this study was to bridge the research gap by examining the components of a training program and their impact on performance of entrepreneurs. The conceptual framework takes the form of a structural equation model where entrepreneurial behaviour is seen as a product of the training program. The research method was mainly explanatory though elements of descriptive and exploratory strategies were incorporated. A survey targeting 68 beneficiaries was done. Data was analyzed using descriptive statistical tools. Pearson's correlation matrix was used to show the relationship between the dependent and the independent variables. Entrepreneurship training was found to have had a substantial impact on performance of entrepreneurs. However, constant monitoring was found necessary to make the skills learnt be translated into more practical work. Equally important is financial assistance as it is due to lack of necessary capital that most training beneficiaries are not practicing their learned skills in business.