

**INFLUENCE OF SELF CONFIDENCE AMONG ENTREPRENEURS ON YOUTH  
ATTITUDE TOWARD ENTREPRENEURIAL SKILLS ACQUISITION IN PLATEAU  
STATE, NIGERIA**

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**Abstract:** *Entrepreneurship in both developed and developing economies of the world has contributed in employment generation and wealth creation. According to statistics 64 million Nigerian youths are unemployed while 1.6 million are underemployed. In an effort to reduce the persistent rate of unemployment, successive government established several programmes that will provide employment and reduce poverty, yet unemployment continue to rise as the programmes failed to achieve desired results. The unemployment situation is further worsened with universities producing large number of graduates each year that do not fit into the society's little and available job vacancies. According to literature, this has led to increased crimes such as prostitution, kidnapping, insurgency, armed robbery and stealing among others. Entrepreneurial skills which inculcate skills among youths will help in creating self – employment, wealth and economic growth. This research therefore sought to establish influence of self – confidence among entrepreneurs on youth attitude toward entrepreneurial skill acquisition in Plateau State, Nigeria. The descriptive survey design method was used for the study in order to avoid personal bias. The study population comprised of all youths in Northern zone of Plateau State, namely: Jos East, Jos North, Jos South, Bassa, Barkin Ladi and Riyom LGAs (Six LGAs). Due to non-availability of data record of employed and unemployed in those LGAs, the study used the list of registered voters in the six LGAs as the target population 906,895. The sample size comprised of 400 youths from the six LGAs. A standard questionnaire was designed and used for data collection. The research used descriptive and inferential statistics in analyzing the data. The findings revealed that self – confidence among entrepreneurs influences youth attitudes. The boldness of entrepreneurs and ability to continue striving even if they failed a long way in motivating youths, since at the end there will be success and they will come up with products that will benefit the society. The courage of entrepreneurs in believing in their abilities and remaining focus, proactive and assertive also influences youth attitudes toward acquisition of entrepreneurial skills. The study concluded that self – confidence among entrepreneurs influence youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria. The study recommends that Nigerian entrepreneurs need to be confident in what they do and be willing to take risk. They should believe in their abilities, capabilities and competencies and ensure success in coming up with new products or services.*

**Keywords:** *Attitude, entrepreneurship, self – confidence, skills, unemployment and youth*

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## Introduction

Entrepreneurship has become a fundamental aspect of employment generation, promoting economic growth and wealth creation. In developed economies of the world entrepreneurship has contributed immensely in reducing the extent of unemployment among the youths. Adediran (2004) posited that the problem of unemployment in Nigeria is alarming and has become an atrocious phenomenon which has eaten deep into the fabrics of the society. Contributing, Awogbende and Iwuamadi (2010) posited that statistic from Federal Bureau of Statistics showed that Nigeria has a youth population of 80 million representing 60 per cent of the total population of the country. 64 million are unemployed while 1.6 million are under employed.

Concerned about this macroeconomic problem, previous governments in Nigeria tried to solve these problems in the past through the establishment of various programmes to provide unemployment and reduce poverty among its citizen. According to Chiekezie, Nzewi and Erhinmwionose (2016) government of Nigeria in an effort to curtail the growing problem of social vices among the youths due to unemployment established several programmes that will provide employment and reduce poverty. Some of the programmes include: Better Life for Rural dwellers, Operation Feed the Nation, Green Revolution and Mass Mobilization for Rural Women among several others. All these laudable programmes did not achieve reasonable results because job creations were growing in arithmetic progression, while graduates turn out from Nigerian institutions were growing at geometric progression. According to Nwachukwu (2016) the problem with Nigeria is that there is too much focus on paper qualification and that has led to the proliferation of several institutions with intend of training students for the paper award and not skills acquired. Added to this is the obsolete curriculum used by some tertiary institutions in Nigeria who are not current and in line with reality with occurring changes in the world. Contributing, Sam-Dekii (2018) posited that Nigeria lack the technical skills required to stand on their own. They brandish higher certificates that cannot put food on their tables. Some even end up serving under technicians who wrote City and Guild examinations. The time has come for Nigeria to give entrepreneurship special consideration in all institutions of learning as it will give the students the rudiments and opportunity of being self – employed.

Entrepreneurial skill which inculcates entrepreneurial skills among the youths involves creating something with value. The growth and development of any economy depends largely on the kind of skills that the graduates of our educational institutions are equipped with. Skill acquisition is the process of acquiring or gaining effective and ready knowledge in developing ones attitude and ability in a particular field. Diono-Adetayo (2006) posited that the introduction of entrepreneurship programmes to the children at a lower level of education will enhance children's attitudes and further develop awareness of entrepreneurial opportunities and skills to form entrepreneurial ventures. The thirst for university education in Nigeria has brought a negative attitude among youths on entrepreneurial skills acquisition. According to Adediran (2004) most Nigerian youth and graduates has apperception of getting white collar job after graduation. The value attached to paper qualification in Nigeria has made the youths developed a negative mindset for entrepreneurial skills acquisition with most thinking it exclusively prepared for school drop outs. Contributing, Adegun and Akomolafe (2013) identified some attributes and behaviors of Nigerian youths towards entrepreneurial skills to include: fear of taking risk in business and stigma of failure with a mindset that they have seen many who started small business but could not continue. Similarly, most youths of today desire to get rich quick and are too ambitious in acquiring luxury things of the world.

## **Statement of the Problem**

The Nigerian society is bedeviled with high level of unemployment among the youths which has led many into different forms of crimes in the society in their bid to survive the economic hardship. The Nigerian university curriculum lays much emphasis on theoretical aspect rather than practical. The unemployment situation is further worsened with the universities producing large number of graduates each year that do not fit into the society's little and available job vacancies. These unemployed youths are seen daily roaming the streets in search of non-existing jobs and they have become a problem to themselves and the society. According to Awogbende and Iwuamadi (2010) unemployment among Nigerian youths has led to increases in stealing, gossiping, robbery, prostitution, political thuggery and insurgency among others. Similarly, Adediran (2004) posited that unemployment problem in Nigeria has become an atrocious phenomenon which has eaten deep into the fabrics of the society and has led to high crime rate.

Entrepreneurship which is the bedrock of growth for developed economies of the world has not made significant influence on the youths and contributes to economic growth in Nigeria. Entrepreneurial skills seek to prepare the youth to become successful and responsible enterprising individuals. According to Suleiman (2010) entrepreneurship trains individuals to become entrepreneurs by exposing them to real life learning experiences where they can take risks, manage results and learn. Entrepreneurial skills lead wealth accumulation, and has contributed immensely in reducing the extent of unemployment among the youths. However, it is worrisome that the attitude of Nigerian youths toward entrepreneurial skills acquisition is disheartening. The youths do not have enthusiasm in entrepreneurial skills acquisition due to the respect accorded to youths with university certificate. The perception of the Nigerian youths toward entrepreneurial skills acquisition is that is relegated and mends to cater for those who could not make it in school. This study therefore seeks to examine the attitude of Nigerian youths toward entrepreneurial skills acquisition and seeks to clarify the notion that entrepreneurial skills acquisition is a necessity and cuts across all individuals. The findings of this research study will help in bridging the knowledge gap that entrepreneurial skills acquisition is necessary for all individuals in Nigeria and not mend for out of school drop outs.

## **Objective of the Study**

The aim of this study is to examine youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria. While the specific objective is:

To examine whether self confidence among entrepreneurs has influence on youth attitude in Plateau State, Nigeria.

## **Hypothesis**

Ho: Self confidence among entrepreneurs do not influence youth attitude in Plateau State, Nigeria.

## **Entrepreneurship/Entrepreneurial Skills**

Entrepreneurship refers to the process of developing, organizing and managing an enterprise willingly through risk taking of committing some amount of resources. According to Hisrich, Peters and Shepherd (2008) entrepreneurship is the process of creating something with value by devoting the necessary time and effort, assuming the accompanying financial, social risk and receiving the resulting rewards of monetary and personal satisfaction and independence. Entrepreneurship involves creating something new or adding value to an existing product. Entrepreneurship is a process of identifying an opportunity related to needs – satisfaction and

converting it to a thing of value. It is a process driven by the desire to innovation through production of new things (goods and services), or improving on existing ones.

Amadi (2012) posited that entrepreneurial skill is a process whereby a person acquires or learns a particular skill or type of behavior needed for business through training or education. Skill therefore is knowledge demonstrated by actions or ability to perform in a certain way. In a submission, Anho (2014) opined that entrepreneurial skill is associated with various activities but not limited to the following: innovation, creativity, risk – taking, initiative, visionary focus, determination, team spirit, resourcefulness, financial control, self-confidence, versatility, knowledgeable, dynamic thinking, optimum disposition, originality, people oriented, flexible in decision, responses to suggestions and criticism, need for achievement, profit oriented, persistent and persevering, energy for hard work, adjustment to challenges and future looking. Contributing Olagunju (2004) posited that entrepreneurial skill is the ability of an individual to exploit an idea and create enterprise (small or big) not only for personal gain but for social and development gain. Entrepreneurial skill therefore has to do with the ability to have self – confidence, inner discipline, boldness, tenacity, passion, innovativeness, persistence, and the ability to recognize opportunity.

Entrepreneurial skill acquisition is very important for the development of the society as it helps in creating employment and economic growth. Buttressing this fact, Anyaebu, (2015) posited that entrepreneurial skill development in any society today need not be over emphasized because gone are the days when jobs were available everywhere both in the private and public sectors of the economy and employers go about looking for potential graduates for employment, the story has changed. Entrepreneurial skills are very vital in Nigeria today as it creates employment and indeed serves as a special form of employability for the youths. Entrepreneurial skills molds the youths to become self – employed, it help the society not to depend on white collar jobs, it reduces crimes and poverty and increases economic development.

Entrepreneurial skill acquisition centres helps in linking the overall growth of the nation through their activities in the economy. In line with this, Emaikwu (2011) opined that globally, entrepreneurship skill acquisition programmes introduced into educational institutions were meant to produce the level of education or knowledge needed to exploit entrepreneurial opportunity which could help in economic development of the country.

According to Samain and Buntat (2012) cited in Ekpe, Razak, Ismail and Abdullah (2015) entrepreneurial skills acquisition centres aims at impacting skills attitudes, aspirations and competencies in the youths to enable them practice entrepreneurship or create self – employment as well as help generate employment for others thus contributing to economic growth of the nation. The problem of unemployment and joblessness in Nigeria can be attributable to our tertiary institutions. Chiekezie, Nzewi and Erhinmwionose (2016) posited that our tertiary institutions concentrate much in teaching theory and ignoring the practical aspect. This practice has rendered our graduates ineffective as they cannot put into practice the claimed qualification they obtained.

### **Attitude**

Attitude has been defined as a feeling or evaluative reaction to an idea, object or situation. Attitude depicts the negativity or positivity of an individual's feeling toward a particular idea, object or situation. According to Dionco-Adetayo (2006) Socio-Psychologist argued that there is no universally accepted precise definition of attitude. But recent development on the definition view attitude as a multidimensional issue. Mayer and Sutton (1996) cited in Dionco-Adetayo (2006) opined that the attitude of an individual is a function of: the strength of each of a number of beliefs, the person holds about the various aspects or attributes of an idea, object or

situation and the evaluation the person gives to each belief as it relates to the idea or object. In view of this Adebayo and Kavoo (2016) posited that attitude plays vital role in youth perception toward entrepreneurial skills acquisition, hence, investigating attitude is a common research to deduce entrepreneurial interest and intention among the youths. Contributing, Luthans (1989) cited in Dionco-Adetayo (2006) opined that among many factors that influence attitude, culture makes a more significant contribution to personality. Considering personality as a psychological process of perception, learning and motivation, culture dictates what a person will learn.

Attitude of Nigerian youths need to be tailored toward entrepreneurial skills acquisition so that the growing rate of unemployment could be reduced. Unemployment has brought about frustration among the youths and many of them are disappointed. However, youths that acquire entrepreneurial skills have more chance of becoming self – employed and employing others, and can be able to provide for their needs and that of their family, thus breeding a better society. Buttressing this fact, Suleiman (2010) posited that when the youths are given adequate training in skills, they can be self – employed even after schooling. The skills serve as a rehabilitator, re-orientator, motivator and empowerment to the less privileged youths. Entrepreneurial skills is vital for the Nigerian youths as it provides individuals with skills that will make him/her self – reliant and also employers of labour, instead of job seekers. Entrepreneurship is the engine room that fuels innovation, employment generation and economic growth.

**Self – Confidence Skill:** Self – confidence refers to being courageous, capable and believing in one. According to Life Coach (2016) self - confidence has to do with how an entrepreneur feels about his ability to be creative, innovative and introduce new products or adding value to existing ones and explore new markets to make sales of his products. He needs to have self – confidence that he will not fail. Being confidence enables the entrepreneur to be situation ally proactive, assertive and focused. Confident entrepreneurs are willing to put in time and energy to educate themselves on marketing, leadership skills, and effective listening skills. Self – confident entrepreneurs are fearless and have a heightened sense of self- awareness and know their weakness and always work on their shortcoming so that they will not fail in business. Ray (2017) opined that self – confidence increases performance and overcome obstacles and skills to succeed. Self – confidence entrepreneurs can influence others more easily to get involved in the type of business they are doing. They believe in themselves and not on judgment of others.

### **Empirical Review**

Ekong and Ekong (2016) conducted a study on how unemployment problem could be tackled through skills acquisition by National Directorate of Employment in Akwa Ibom, Nigeria. Using both primary and secondary data sources of data for a period of 1987 – 2012, the result indicated that a positive link exist between skills acquisition by NDE and unemployment reduction in Akwa Ibom State, Nigeria. Skills acquisition is a vital instrument creating and promoting employment among the youths in Akwa Ibom, Nigeria. Similarly, Adefu and Ocheja (2013) carried a study on the conduct of skill acquisition and training in alleviating unemployment and poverty in Kogi State, Nigeria. The study collected primary data through questionnaire administered to some selected districts in the six Local Government Areas of the State. The study used descriptive statistics in data analysis. The result revealed that there exist a significant positive relationship between entrepreneurial skill acquisition and employment generation and poverty reduction in Kogi Sate, Nigeria. The study concluded that youths that have acquired skills were self – employed and were able to afford the basic necessities of life and were living comfortable from the results.

**Methodology**

**Research Design**

The descriptive survey design was adopted for this research as it has maximum reliability and it reduces the possibility of bias. Creswell (2003) posited that descriptive research design is used when the data are collected to describe persons, organizations, settings or phenomena. The descriptive research study helps in describing self - confidence, and youth attitude. The research also carried inferential statistic of the independent and dependent variables to determine how self – confidence influence youth attitude. Linear regression test was conducted to show the statistical relevance of the variable.

**Population and Sample**

Population refers to the entire group of interest for the study. According to Sekeran (2010) population refers to an entire group of individuals or objects having common observable characteristic. The population of interest comprised of all youths in the Northern zone of Plateau State, which has six Local Governments namely: Jos East, Jos North, Jos South, Bassa, Barkin Ladi and Riyom. Due to non-availability of data on the number of working and non-working youths in the six LGAs in Plateau State, the study decided to make use of data from Independent National Electoral Commission (INEC) office. The population therefore comprised of 906,895 registered voters in Bassa, Barkin Ladi, Jos East, Jos North, Jos South and Riyom LGAs, of Plateau State. This provided a more comprehensive and reliable data. It therefore implies that the population includes both employed and unemployed citizens in the six LGAs from where a sample was drawn.

*Table 1: Number of 2015 Registered Voters*

LGA	Registered Voters
Bassa	118,430
Barkin Ladi	96,082
Jos East	59,892
Jos North	373,175
Jos South	196,546
Riyom	62,770

Source: INEC, website, 2015

**Sampling Technique and Size**

Sampling is an element of data collection and is defined by a fragment or section of the population that is selected for the research study. Multi stage sampling which is a sampling technique plan where the sampling is carried out in stages using smaller sampling unit at each stage was used. A sample was chosen from within each cluster, rather than all the units in the cluster. It first started with first stage of large groups to smaller ones groups. From the population of 906,895, using Taro Yamane formula sample size was drawn as follows:

$$n = \frac{N}{1 + N(e)^2}$$

Where, n = Sample Size

N = Population of the study

e = Error of margin at 5% level

$$1 = \text{Constant}$$

$$n = \frac{906,895}{1 + 906895 (0.05)^2}$$

$$n = \frac{906,895}{1 + 906895 (0.0025)}$$

$$n = \frac{906895}{2268.2275}$$

$$n = 399.8$$

$$n = 400$$

**Instrument for Data Collection**

Data were collected from both primary and secondary sources. The study collected data from journals, textbooks, manuals and internet while primary data was collected using structured questionnaires with both closed and open ended questions. This was complimented with personal interview to ensure clarity in some areas. The questionnaires were administered to unemployed and underemployed youths in Bassa, Bakin Ladi, Jos East, Jos North, Jos South and Riyom LGAs of Plateau State. The respondents were given a five point Likert Scale with scoring weight as follows: Strongly Disagree= 5, Agree=4, Neutral=3, strongly Disagree= 2, Disagree=1.

**Self Confidence and Youth Attitude**

The second objective of the research was to establish whether personal confidence among entrepreneurs influences youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria. The results for descriptive analysis are shown in Table 2 the study used percentages, mean and standard deviation.

*Table 2: Descriptive Results for Self Confidence and Youth Attitude*

	SD	D	N	A	SA	Mean	St. D
Entrepreneurs personality and confidence of succeeding have attracted youths into skills acquisition.	5.3%	8.2%	10.1%	37.6%	38.8%	3.96	1.71
Do you agree that entrepreneurial skills acquisition create self-confidence and leads to self-sufficiency?	4.2%	7.4%	10.4%	36.7%	41.3%	4.04	1.76
The acquisition of entrepreneurial skills build the mind and the youth are optimistic of succeeding through risk tolerance.	6.8%	8.1%	11.3%	35.5%	38.3%	3.90	1.68

Entrepreneurial skills equips, encourages youths to be persistent and always try to overcome failure.	5.5%	8.4%	12.6%	38.1%	35.4%	3.90	1.68
Entrepreneurial skills equip entrepreneurs to explore new areas that no one has ventured into.	7.7%	9.0%	9.9%	37.8%	35.6%	3.85	1.65
With entrepreneurial skills acquisition, funds could be conveniently source from anywhere.	12.9%	14.6%	11.3%	30.1%	31.1%	3.52	1.51
Do you agree that with entrepreneurial skills acquisition the learner is well equipped with avenues of generating income.	5.5%	7.1%	10.6%	39.0%	37.8%	4.02	1.74

Source: Author’s computation 2019.

The research sought to determine whether entrepreneur’s personality and confidence of succeeding have attracted youths into skills acquisition in Plateau State, Nigeria. The findings showed that 38.8%, 37.6% strongly agreed and agreed respectively. 10.1% were neutral while 5.3% and 8.2% strongly agreed and agreed respectively. The mean of 3.96 further confirmed that majority of the respondents agreed and strongly agreed with the statement.

The research also sought to examine whether entrepreneurial skills acquisition create self – confidence and leads to self – sufficiency. The findings showed that 41.3% strongly agreed, 36.7% agreed, 10.4% were neutral while 4.2% and 7.4% strongly disagreed and disagreed respectively. The mean of this statement was 4.04 which also confirmed that majority of the respondents were in agreement with the statement. These findings implied that entrepreneurial skills acquisition create self-confidence and leads to self-sufficiency.

The research also tried to inquire whether the acquisition of entrepreneurial skills acquisitions builds the mind and youths are optimistic of succeeding through risk tolerance. The findings showed that 38.3% strongly agreed, 35.5% agreed and 11.3% were neutral, while only 6.8% and 8.1% strongly disagreed and disagreed respectively. These findings were further confirmed by the mean of 3.90 implying that the acquisition of entrepreneurial skills build the mind and make youth optimistic of succeeding through risk tolerance. In addition the research sought to find out whether entrepreneurial skills acquisition encourages youths to be persistent and always try to overcome failure. 35.4% strongly agreed, 38.1% agreed, 12.6% were neutral while 5.5% and 8.4% strongly disagreed and disagreed respectively. The statement had a mean response of 3.90 which confirmed that majority of the respondents disagreed and strongly disagreed with the statement. This implied that entrepreneurial skills acquisition encourages youths to be persistent and over the spirit of failure.

The research in addition sought to determine whether entrepreneurial skills equip entrepreneurs to explore new areas that no one has ventured into. The result showed that 35.6% of the respondents strongly agreed, 37.8% agreed. The mean of 3.85 further confirmed that majority of the respondents agreed and strongly agreed with the statement. Those who disagreed and strongly disagreed were 7.7% and 9.0% respectively. These findings implied that entrepreneurial skills acquisition equip entrepreneurs to explore new areas.

The study further investigated if acquisition of entrepreneurial skills could enable entrepreneurs to conveniently source for funds from anywhere. The result showed that 31.1%, 30.1% of the respondents strongly agreed and agreed respectively. The mean of 3.52 further confirmed that majority of the respondents



agreed and strongly agreed with the statement. Those who disagreed and strongly disagreed were 12.9% and 14.6% respectively. These findings implied that entrepreneurs who acquire entrepreneurial skills stand a chance of sourcing for funds from different places. The research also sought to find out whether acquisition of entrepreneurial skills equips the learners with different avenues of income generation. The result showed that 37.8% and 39.0% strongly agreed and agreed respectively. On the other hand 7.1% and 5.5% disagreed and strongly disagreed respectively.

**Regression Analysis**

As regression model was carried to test the joint relationship of all the independent and dependent variables. In order to establish the statistical significance of the hypothesis relationship, regression analysis was conducted at 95 per cent confidence level ( $\alpha = 0.05$ ). The result is presented in Table 3

*Table 3: Model Regression Analysis*

Model	R	R Squared	Adjusted R Squared	Std. Error of the Estimate
1	.865 <sup>a</sup>	.748	.748	.50243

a. Predictors: (constant), self confidence

Source: Author’s computation using SPSS, 2019

The findings revealed a relationship  $R = 0.865$ , indicating a strong positive association between Self Confidence, and youth attitude toward entrepreneurial skills acquisition in Plateau state, Nigeria.  $R$  Squared = 0.748 which indicates that 74.8% of variation in youth attitude toward entrepreneurial skills acquisition can be explained by self – confidence, among entrepreneurs, 25.2% is accounted for by other factor not captured in the regression model.

*Table 4: ANOVA<sup>a</sup> Regression Analysis*

Model	Sum of Squares	df	mean Square	F	Sig.	
1	Regression	276.224	1	276.024	1093.462	.000 <sup>b</sup>
	Residual	92.895	368	.252		
	Total	368.919	369			

- a. Dependent variable: Youth Attitude
- b. Predictors: (constant),Self Confidence

Source: Author’s computation using SPSS, 2019

The ANOVA test result showed that  $F$  – value is 1093.452 with a significant  $p$  – value of 0.000 which is less than 0.05, meaning there is a significant relationship between self – confidence, and youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria.

*Table 5: Coefficient for Regression Analysis*

Model	Unstandardized coefficients		Standardized coefficients	t	Sig.
	$\beta$	Std. Error	Beta		
(Constant)	5.623	.082		68.608	.000
Self Confidence	-.864	.026	-.865	-33.068	.000

a. Dependent Variable: Youth Attitude

Source: Author’s computation using SPSS, 2019

The multiple regression model  $Y = \beta_0 + \beta_1 X_1 + \epsilon$

Youth Attitude =  $5.623 - 0.864(X_1) + \epsilon$

Y = Youth Attitude

$\beta_0$  = 5.623 (Constant)

$\beta_1$  = -0.864 (Coefficient of self - confidence)

$\epsilon$  = Error term

### **Hypothesis Testing**

Ho: Self confidence among entrepreneurs do not influence youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria.

The coefficient of self - confidence was ( $\beta = -.0.864$ ,  $p = 0.000 < 0.05$ ) which revealed a statistically significant negative relationship between self – confidence among entrepreneurs and youth attitude toward acquisition of entrepreneurial skills acquisition in Plateau State, Nigeria. The research therefore rejected Ho at  $\alpha = 0.05$  and concluded that self – confidence among entrepreneurs influence youth attitude toward entrepreneurial skills acquisition in Plateau State, Nigeria. This study concur with Sam-Dekii (2018) who posited that Nigeria lack the technical skills required to stand on their own, they brandish higher certificates that can provide employment for them, that it is high time Nigeria give entrepreneurship special consideration in all its institutions of learning as it will give students the rudiments and opportunity of being self – employed. According to Olagunju (2004) the entrepreneur display the following qualities: self – confidence, inner discipline, boldness, tenacity, passion, persistence, innovativeness and observing opportunities and ensure success this attribute supposed to influence youths toward entrepreneurial skills acquisition. But the priority given by the government and Nigerian society on paper certificate discourages youths from acquiring entrepreneurial skills, they will rather prefer to earn a degree certificate at all cost.

### **Findings**

The findings of this research revealed that self – confidence among entrepreneurs have influence on youth attitude in Plateau state, Nigeria. The boldness of entrepreneurs, ability to continue striving even with failure goes a long way in encouraging youths that in business failure is not the end and that they should believe and remain focus in the business venture they have established. The findings also revealed that for the youths to become productive entrepreneurs, they need to believe in their abilities, they need to be proactive, assertive and focused. There is need for putting in more time and energy in the business enterprise and be an effective listener to customers. There is need for thinking creatively and seek opportunities for new ideas and think of transforming those ideas into production of goods and services.

### **Conclusion**

Based on the findings of the research, it was concluded that self – confidence among entrepreneurs have influence youth attitudes as it encourage them to believe in their abilities and that they need to be proactive and focused. From the findings it was further concluded that time and energy is needed for the enterprise and there is need for being creative and seek for new ideas and transform those ideas into products and services.

## Recommendations

Based on the conclusions the research made the following recommendations:

1. Nigerian entrepreneurs need to be confident in what they do and be willing in risk – taking.
2. They should believe in their abilities, capabilities and be competent of succeeding in whatever business venture they ventured into.
3. They should explore new areas as entrepreneurs and start without fear and ensure they are focused and put in more time and they need to be proactive. Even if they fail they should continue as doing that shows they are confident and it will encourage youth to venture into entrepreneurial skill acquisition.

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