**EFFECTS OF GLOBALIZATION ON THE DEVELOPMENT OF DOMESTIC MANUFACTURING INDUSTRIES IN NIGERIA**

**(A STUDY OF DANGOTE FLOUR MILL PLC)**

**ABSTRACT**

This study examines the effects of globalization on domestic manufacturing industries in Nigeria using Dangote Flour Mill Plc as case study; It adopted a survey research design to elicit data. 65 employees of Dangote Flour Mill Plc were selected using scientific sampling technique. Questionnaire was used as the instrument for data collection and the collected data were statistically analysed using the simple percentage, and chi- square non parametric technique of hypothesis testing. The analysis was carried out using statistical Package of Social - Sciences (SPSS) as a tool. All the hypotheses tested were rejected. The finding revealed that globalization has impact on the performance of domestic manufacturing industries in Nigeria and also the development .of domestic manufacturing industry has effect on prices on goods and services. Finally, the study submitted that globalization positively affect the performance of domestic manufacturing industries. Therefore, the domestic manufacturing industries in Nigeria should embrace the benefit that comes with globalization.

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**CHAPTER ONE**

**INTRODUCTION**

1.1 **BACKGROUND TO THE STUDY**

Globalization could simply be described as the integration of national economies through trade investment and financial interaction. The concept of globalization began to thrive shortly after the end of Second World War when the allies led by the united State decided to support a world wide open trading and investment system. The collapse of the Soviet Union, the fall of the Berlin wall and anti-climatic end of the cold war aided the emergence of the ascendancy of the globalization trend. This resulted in the hurried marketization and democratization of the former soviet states of Eastern Europe and selective absorption into mainstream western Alliance system of the hitherto to communist States. Beyond this however, globalization aided by supersonic transformation in information technology integrated the world through push of free market economy as well as liberal democracy. (Olaleye, 2002).

Globalization has increased the volume of trade by the developing nations in general and that of Nigeria in particular. The continuous growth in. imports and exports is seen as evidence that countries are becoming independent on global markets.

Globalization has also brought about revelation, in technology. In fact one of the propelling agents is technology. There have been developments of new and improved method of doing traditional things otherwise called technological progress. The Banking sector more than any other sector is the hardest hit (Olajide, 2002).

**1.2 STATEMENT OF THE PROBLEM**

There is wide spread of trade around the globe thereby increasing the level of competition in the manufacturing industry globally. The domestic manufacturing industry in Nigeria is faced with the problem of competing with the developed countries who through globalization continue to improve and advance on daily basis in innovation and in information technology. The technological environments are moving at supersonic speed, Computers, Telephones, Televisions and wireless forms of communication now are merging into telecommunication both to create multimedia products and allow individuals in the developed world to communicate with others, hereby improving manpower skills, improving in method of production, efficiency and effectiveness of business organization. Globalization has helped these developed countries to achieve quality, quantity, price, durability, manpower skill, and etc. If the domestic manufacturing industries fails to heed the lessons of globalization it will be gradually whipped into line by the forces unleashed by globalization.

Therefore, it is upon this premise that a study of this nature is necessary in order to identify the effect of all afore mentioned factors on the development of domestic manufacturing industries in order for them to be able to compete globally.

1.3 **OBJECTIVES OF THE STUDY**

The main objective of this study is to examine the effect of globalization on the development of domestic manufacturing industry with Dangote Flour Mills PLC as a focus. This, in order to achieve the above objectives, the following specific objectives will be our guide.

1. To examine whether the development of domestic manufacturing industries have effect on prices of goods and services?

2. To examine whether increase in the level of competition with globalization have effect on prices of goods and service?

3. To examine whether organization output' in, domestic manufacturing industry affect price?

4. To examine whether quality plays a role in the acceptability of goods and services of domestic manufacturing companies globally?

1.4 **RESEARCH QUESTIONS**

In order to achieve the objectives of this study, the following are the research questions:

1. Does the development of domestic manufacturing industries have effect on prices of goods and services?

2. Does increase in the level of competition with globalization have effect on prices of goods and service?

3. To what extent does organization output in domestic manufacturing industry affect price?

4. To what extent does quality plays in the acceptability of goods and services of the domestic manufacturing companies globally?

1.5 **RESEARCH HYPOTHESES**

To provide, answers to the research-questions the following hypotheses will be tested.

1. Globalization has impact on the performance of domestic manufacturing industries in Nigeria.

2. The development of domestic manufacturing industries has effect on prices of goods and services.

1.6 **SIGNIFICANCE OF THE STUDY**

A study of this kind is expected to make theoretical and practical contributions to manufacturing companies in Nigeria. Thus, Nigeria is the most populous black nation in the world and the effect of globalization on the country could be generalized for other countries in the sub-Sahara Africa, so the effect of globalization process on Nigeria has a determinant effect on other countries in Africa.

Also, it is hoped that this stud' will provide manufacturing companies an incite on how organizations, can cope in the ever-changing, turbulent business environment in developing countries and how organization activities can be organized in order to cope effectively with opportunities and trend in the business environment.

Also, how to overcome industrial or economic recession changes in social variables increase competition and technological advancement. In addition, it is hoped that this study will help the policy makers to see need to invest more in technology in a nation like Nigeria that encourages small and medium enterprises scale (SMEs).

This study is also expected to prove to scholars and imminent researchers, that it is possible to manufacture quality product in a developing nation like Nigeria with Globalization.

Furthermore, for Business administration student who aspires to become Managers manufacturing industries, it is expected that this study win expose them on how products can be advertised and distributed in the global village without stress and with less cost, thanks to globalization

**1.7 SCOPE AND LIMITATIONS OF THE STUDY**

The basic premise on which this study is based is the effect of globalization on the development of domestic manufacturing industries in Nigeria with Dangote Flour Mills Plc as a case study. The study covers representative numbers of the generality of the workers in the organization. No special consolidation is given to sex, age and Nationality in collecting data from the respondents.

The first set-back encountered in the course of carrying out this research is the time limitation. The Nigeria academic environment has been largely infected by irregularities and uncertainties and as such abnormal academic calendar.

Another key limitation was that of finance. Since I do not have a computer system. of my own I have to pay to get the research work typed out. Furthermore the fear of insincere response on the part of the respondents even when a questionnaire is administered on them.

**1.8 DEFINITION OF BASIC TERMS**

**Globalization:** Globalization could simply be described as the integration of national economies through trade investment and financial interaction

**Manufacturing Industries:** A manufacturing industry is an industry where goods are produced and they prepare what is known as manufacturing account. A manufacturing account is basically a list of cost relating to the production of goods (i.e. factory relation expenses).

**Development**: Is a process of improving the economy of a country by increasing the amount of business activities.

**Technology Development**: It is a process of using advanced scientific mechanism in an industry to improve it productivity.

**Manpower**: All the people who are available to do a particular job or to work in a particular place.

**Management:** Is the art and science of getting done through other people using both human and non-human resources.

**Performance:** The degree of efficiency and effectiveness with which organizational objectives are achieved. Thus efficiency and effectiveness are the determinants of performance in the study.

**Strategy:** The unified comprehensive plan that the enterprise develops to achieve its objective.

**Enterprises**: This is any commercial undertake that is either publicly owned or controlled. The word is used interchangeably with organization in this study.

**Company:** Is an association of a number of person carrying on business for the purpose of a monetary gain, although there are other companies that are deliberately non-profit making.

**Business Environment:** This is the sum total of the physical and potentially relevant to the organization goals setting and goal attainment which are taken directly into consideration by members of the organization when making business decision and plans.

**1.9 HISTORICAL BACKGROUND OF THE CASE STUDY:**

Dangote Flour Mills Plc commenced operations in 1999, as a division of Dangote industries limited. One of Nigeria's largest and fastest growing conglomerates. Following the strategic decision of DIL unbundled its various operation, Dangote flour Mills Plc was incorporated in January, 2006. The restructuring was completed in January, 2006 when the federal High court sanctioned a scheme of arrangement where in all the assets, liabilities and undertakings of the erstwhile Flour division of OIL were transferred to Dangote Flour Mills Plc. From an initial installed capacity of 500 MT per day at its Apapa mill, Dangote flour has expanded rapidly by opening in quick successions, Three other flour mills in Kano (2000), Calabar (2001) and installed capacity of 5000 MT per day but three of them were subsequently expanded resulting in a total installed capacity 5000 MT per day distributed as follows:

Apapa - 1000 MT per day

Kano - 1500 MT per day

Calabar - 1000 Mt per day

Ilorin - 500 MT per day

These expansions were in response to a growing national demand for the flour and flour based products in addition to the company's drive for increased market share. Thus from a modest beginning, the company has grown to become one of the industry leaders within a six year period.

The company has 2 wholly owned subsidiaries, namely

i. Dangote Agro sacks limited

ii. Dangote paste Limited

In line with DIL's business philosophy of establishing a document presence in any sector it operate in these subsidiaries occupy leadership position in their respective industries.

**BUSINESS:**

The company is in the business of flour milling, processing and marketing of branded flour its product portfolio comprises of the following:

i. Bread flour

ii. Pasta semolina and

iii. Wheat offal's (bran's)

**FLOUR MILLING TECHNOLOGY AND PROCESS**

Technology

In order to transform wheat into high quality flour the deployment of state of art plant and equipment as well as technical expertise is critical DFM's mills across the country equipped with the latest flour milling technology available in the world. All mills were purchased installed and commissioned by world renewed milling equipment supplies. The butter Group of Switzerland (Buhler)

**DANGOTE FLOUR·MILLS GROUP OVERVIEW**

Despite the fierce competition, DFM remains a significant player in the flour milling and associated products industry.

Dangote Flour Mills Plc was incorporated in, 2003 with its registered office at 8 Rycroft Road, off Liverpool Road, Apapa, Lagos.

Dangote flour mills PLC entered into management and technical services agreement dated 2nd January, 2006 with Dil. The Agreement is for an initial period of 5 years subject to termination by either party in accordance with the terms of the agreement.

**CHAPTER TWO**

**LITERATURE REVIEW**

**2.1 INTRODUCTION**

This chapter covers the views of scholars and provides an in-depth analysis into of concept globalization and manufacturing industries in Nigeria.

Globalization constitutes a mega trend in global political economy and has assumed a new phase in contemporary international economic relations. Given the emergent socio-political and economic transformation as well as the technological advancement in communication, information, transpoi1ationetc, the process seems to be irreversible. Nation States have indeed consistently intensified efforts towards engaging in business across national borders and constructing production and distraction networks on a global scale. Thus, the world today is a 'global village' given the unprecedented level of interconnectedness of political, economic, social and technological forces that permeate contemporary global system (Akinboye, 2008).

The trust of this chapter is the recognition of the existence of a global environment that is deeply embedded in interdependency and the necessity for Nigeria to minimize the adverse effects of globalization while harnessing whatever itsbenefits for national development. Following the introduction, the paper examines the phenomenon of globalization and the multidimensionality of its concept usage. It then provides an overview of the two major contrasting paradigms that underpin discussions on globalization. This is followed by the analysis of the powerful forces that propel globalization in contemporary world environment. It also discusses the challenges that the current globalization possess for Nigeria.

The chapter in its conclusion submits that Nigeria should completely restructure and transform its political economy in order to meaningfully confront the challenges of globalization.

2.2 **CONCEPTUAL FRAMEWORK**

The phenomenon ·of'gI6balization is a multi-dimensional and multifaceted process that encompasses political, economic, social and cultural dimension that have been variously explained in different terms and contexts. Viewed from a general perspective, the notion of globalization is broad and diverse. The analysis in this paper is focused on its challenge for Nigeria's development in the 21st century. It is considered germane however to consider first the multi-dimensionality of its conceptual framework.

Due to its multivariate nature, globalization does not lend itself to easy conceptualization; and like other concepts in social sciences, it is not amendable to a single, simple and straight jacket definition, which perhaps explains its various connotations by scholars of different persuasions as internalization, universalization, liberalization, westernization etc. As Ibrahim (2002) drawing from Mittleman, (2000) insists, globalization is not a single unified phenomenon but rather “a syndrome of processes and activities, which embody a set of ideas and a policy framework organized around the global division of labour and power". In a similar vein Ania (1996) forcefully submits that:

….. any meaningful and relevant understanding of globalization in …… Africa must go beyond the myths and ideologies of globalization... to the confrontation with the diverse but actual processes, how they unfold, their relationships with themselves and other social and economic relations and dynamics. Such an understanding must also recognize not only the complex but varied history of the processes being studied but it must reject a monolithic or homogenized understanding such as that found in the currently neo-liberal confrontation of the subject. (Quoted in Dauda Abubakar, 2001: 16).

There is therefore no unanimity of opinion on what constitutes globalization; neither is there a consensus concerning the extent of its advancement as a concept.

For a thorough understanding of the concept however, there is the need to reflect briefly on the thrust of the discourse which in literature has been classified into three main clusters - globalization as implying global culture; globalization as the expression of the global political order; and globalization as depicting global economy. Hence, as Symonides perceptively submits, globalization is generally "The process of growing interconnection and interdependence in the modern world. It is generated by growing economic, cultural and political cooperation and links, as well by the need to respond together to global problems which can be solved only on a planetary scale" (Symonides, 1998: 28).

Abubakar (2001) pungently argues that globalization "entails universalization whereby the object, practices or even values transcends - geo-political boundaries, penetrating the hitherto sovereign nation state and impacting the orientation and value system of the people" (Abubakar, Op. cit). In a broader perspective, Tade Ania posits that globalization depicts, "... the transformation of the relations between states, institutions, groups and individuals, the universalization of certain practices, identities and structures, and perhaps more significantly, the expression of the global restructuring that has occurred in recent decades in the structure of modern capitalist relations (Ania, 1996).

In its most generic and broadest sense, Mike Kwanashie sees globalization as a part of the movement of history as evident in certain forces that appear to push for increasing integration of human activities with emphasis in contemporary world focused more on the economic aspect with the rest of the international system in order to create a more coherent global economy (Kwanashie, 1999: 17). The process has been increasingly propelled by the revolutionary trend in information technology that combines advancement in computing, electronics and telecommunications which has brought up highly dynamic process of storing, processing, transmitting and presenting information" (Ibid:20). As Nudu Yaqub copiously observes, globalization "refers to the tremendous revolutionary changes that have affected our planet as a result of changes that have also taken place in information and communication technologies processes that have cumulatively, led to the villagization of the globe" (Yaqub, 2003:45).

Broadly speaking and from the perspective of the UNDP National Human Development globalization can be defined as a multidimensional process of unprecedented rapid and revolutionary growth in the extensiveness and intensity of interconnections on a truly global scale" (UNDP: National Human Development Report, 2000/2001).

From the foregoing, a fundamental feature of globalization is that the economies of modern nation states have been highly integrated to the extent that the internationalization of trade and economic activities has become imperative. The interdependency is profoundly informed, as Mufana Lipalile observes by enhance international trade, sustained financial flows, increased inter-country mobility as well as improved communication arising from the innovative existence of cellular telephones, electronic mail, the internet and digital satellite television (Lipalile, 2001 :296).

2.3 **THE IMPACT OF GLOBALIZATION ON THE MANUFACTURING SECTOR IN NIGERIA**

In this section, our discussion will be strictly on the impact of globalization on the manufacturing sector in Nigeria with focus on the Nigerian textile industry. When examined critically, the process of globalization is nothing but a new phase of capitalist expansion. According to Aina (1996) globalization is still about exploitation, accumulation, inequality and polarization, in world politics. Dembele (1998) put it succinctly when he said that the process of globalization will: " ...tend to consolidate existing international division of labour which confines Africa to a role of supplier of raw materials and commodities and consumer of manufacture goods from developed countries. Worse of all, globalization will considerably undermine or eliminate the role of the African state in defining the priorities of national development. Already weakened by structural adjustment programme, the ability of African governments to regulate their economies will be further eroded by the rules of the World Trade Organization (WTO), which in the name of "fair competition" and "open market", will strip the state of most of its prerogatives in the economic field.

NCEMA (2002) in the preambular section of their "National Workshop on Economic Reform and Globalization process, most economies witness rapid integration of productive and investment decisions across the globe, increasing breakdown of trade and investment barriers, emergence of truly global companies with vast capital base, far greater than the multinational and national companies, rising share of international trade in world output, and heightened capital mobility.

Globalization also involves widening and intensification of links between the economies of the industrial and developing countries through trade, finance, investment, technology and migration. The recent advances in globalization are therefore predicated on the notion of interdependence between the internal and external sectors of an economy.

The potential benefits of globalization include exposure to new ideas, economies, of scale in production, gains in efficiency, improve quality products at reduced prices, increased competitiveness and increased output as well as tapping of cheaper sources of external finance.

According to National Commission on Higher Education (NCHE) (1996) report: Greater flexibility in production design to meet increasingly diverse global consumer needs obtained by using new computer-led technologies and employing more educated labour force in more participatory forms of work organization. These include teamwork, multi-skilling, flattening management structures and quality circles. Micro-economic strategies today are concerned primarily with adding value in production through innovation, by so called "smart" workers, new technologies, participatory work and continuous deployment of new knowledge".

Furthermore, there is the need to diagnose the economic crisis confronting Nigeria and its implication for the manufacturing sector. In recent publication by the Ministry of Economic matter tagged 'Obasanjo's Economic Direction 1999-2003, the President had this to say about the Nigeria economy; "The economy was generally riddled with myriads of problems and had virtually collapsed. In addition to the inherent fundamental structural defects which persisted, the economy was burdened by mismanagement which brought additional problems, such as energy crisis, manifested in the scarcity of petroleum products and an epileptic and erratic power supply; high fiscal deficits, which threw macro-economic fundamentals out of order and a near-total collapse of infrastructure and services. Low output, high unemployment and a crushing external debt overhang prevailed."

The foregoing evaluation the Nigerian economy was further corroborated in some of the subsequent sections of this same document. [Obasanjo's Economic Direction, 1999-2003]. In it, the manufacturing sector was said to be characterized by:

1. Low capacity utilization which average 30% in the last decade
2. Low and declining contribution to national output, which average 6%;
3. Declining and negative real growth rates;

iv) Dominance of light assembly type consumer goods manufacture;

v) Low value-added production due to high import dependence for inputs;

vi) Prevalence of unviable state-owned enterprises;

vii) Accumulation of large inventories of unsold finished products; and

viii) Dominance of sub-standard goods, which cannot compete internationally.

Furthermore, the deplorable condition of the manufacturing sector was due to a horde of factors principal amongst which are:

(i) Lack of an enabling environment, which included

a) Policy and polity instability

b) Poor macro-economic environment;

c) Bureaucratic bottleneck;

d) Poor legal environment which could not guarantee property right and safety;

e) Lack of good governance

f) Corruption; and

g) Low commitment of past governments to industrial development.

ii) Poor and inadequate infrastructure;

iii) Poor implementation of incentives;

iv) Policy error of the past;

v) Low access to investible funds due to underdeveloped long-term capital market that match industrial projects needs;

vi) Prevalence of obsolete technology;

vii) Dearth of foreign investors and capital due to unfavourable environment.

ix) Inadequate domestic demand;'

x) Inefficient institutional framework.

[Obasanjo's Economic Direction,1999-2003]

In the light of the foregoing description of the manufacturing sector for the past two decades, Nigeria was qualified as a country experiencing de- industrialization. There is thus the inevitable need to determine whether a manufacturing sector operating in the type of Nigerian economy, is equipped and can operate favourably as well as cope with the rigours and dictates of globalization.

Given the low level of industrialization and the SAP-induced under-utilization of industrial capacity in the Nigerian economic, trade, liberalization, under the guise of globalization as translated into the restriction of Nigeria to primary production. Even with this, the price of primary commodities is externally determine. This thus, put Nigeria into a powerless situation where she lacks direct control over crisis in her economy because her hands are tied by the terms and dictates of globalization.

What has been happening in Nigeria since the 1996 WTO agreement is the consolidation of the decolonization agenda. Every element of the current crisis of collapse of industries, collapse of educational and health Facilities, collapse of infrastructures (power, transportation, water supply, communication), degradation of the environment, inflation escalating debt bill, weakening of the currency, ethnic and religious violence and collapse of public security is traceable to the renewed attempt to consolidate the decolonization process. (Aluko, Akinola and Fatokun, 2004).

ASUU in their recent publication titled, 'The state of the Nation’ (March 2002) also stated: The result of all these is that the Nigerian economy is taken over by the forces of globalization, no serious and conscientious effort is made to initiate the process of economic growth and development through internal resource utilization and capacity building. This has persistently undermined the transformation of the Nigerian economy. From an under-developed, productive base to a significantly developed economy. Even though Nigeria has all requisite resources for economic on the dictates of the "global economic order" has made it a good source of development for other economies mainly in Europe and America.

In another instance, Ayagi (1990) argued that globalization led to the creation of parasitic economic relationships and has systematically pushed Nigeria into economic crises. This dependency culture created and entrenched has thus made Nigeria country, which does not produce but only consumes "so Nigeria imported everything and anything that anybody cared to advertise". With globalization, Nigeria kept importing everything at the expense of her own domestic industries. The rule of the game was scrambling and grabbing; everybody was trying to grab he or she could afford. Foreign companies and interests sponsored and fully partook in the free for all scrambled for Nigeria's windfall resources. Under globalization, the products of the Nigerian manufacturing sector cannot compete with goods from the advanced countries of the world most especially Europe and America. Hutchful (1998) poses the following pertinent questions: "Who will consume our product? Who is interested in consuming our products? Who are we in the service of? These questions we have never really addressed ... in terms of the future, where do we want to go? And it seems that unless these questions are answered, we will continue to work in a vacuum without clearly defined sense of who we are, or an answer to the question of what effort in the satisfaction of what objectives.

Because of these unansweredquestions, Nigeria and many other developing nations blindly joined the global race and the experience has not been too good or palatable. The situation became aggravated by the fact that most Nigerians have preference for foreign goods or anything imported. The consequence of this is that domestic manufactured products became unsaleable thus entrenching and institutionalizing the problem of capacity utilization.

Abubakar (2001) contended that the process of globalization which entails the expansion of capital and market forces into "uncaptured terrain" brings along with it harsh socio economic condition for the populace. In Nigeria, for instance, the adoption of World Trade Organization (WTO) agreement greatly undermined the living standard of the people and exacerbated the deterioration/decay in the strategic sectors of the economy. The deterioration in terms of infrastructures diminishes the possibility of enhancing capacity utilization.

It is also argued that the so called agents of development (The World Bank, IMF and their allied institutions) have to proof to be agent of the underdevelopment. These agents of development, in conception and actualization is endogenous since it is "what society considers it to be and it is a process generated by and sustained by the energy of society, and its willingness to learn creatively from its own history and other's history" (NES 2000).

Moreover, it is an established fact based on researches and evidence of other countries that development must be inclusive. Ohiorhenuan (2000) argued that in the era of globalization there in an increasing danger of growth actually excluding and dislocating large sections of the population. The 1999 Human Development, Report warned that globalization might actually increase human insecurity and marginalize the poor. The key to development, therefore: is tha'Cbntil1uing involvement of each individual in the social and material conditions of his/her existence as an absolute virtue. The communique of the 41st annual conference of the Nigerian Economic Society observed, among other things that "only the people in any society can generate and sustain development. In other words economic regression is inevitable in nations that depend on foreigners to diagnose their problem, articulate their vision and design solution for them".

Since the 21st century will essentially be the millennium of technology, information and knowledge, the present socio-economic condition of Nigeria suggests that we still have a long way to go in the global competition of the century. Nigeria's economy is not only dependent on rent derived from oil but also extroverted in terms of importation of industrial goods from leading western countries, Nigeria's dependence on states, Britain. France and Germany for the importation of goods and services as well as high technology in, the oil sector indicates that Nigeria has been firmly entrenched in the global capitalist system. With collapsed infrastructures in health, education, transportation, water supply, electricity etc. coupled with the phenomenon of "brain drain", Nigeria seems to be marginalized in the contemporary globalized world. (Abubakar 2001:18).

From all that we have presented in this section, it is clear that globalization and all that accomplished it is not something to be accepted without question. It is something to be embraced with wisdom and reservations. A leper may be-embraced, but only with caution. And from all indications, globalization is associated with some risks and costs, and may have adverse implications for international economic stability. This notwithstanding, it also has its own potential benefits. But for a developing nation like Nigeria, the risks and. cost associated with globalization seems to outweigh its potential benefit.

2.4 **FORCES OF GLOBALIZATION**

Three main powerful forces that propel globalization in contemporary global environment can be discerned, namely, technological revolution, economic liberalization and democratic system of governance. (Usman, 1999:45 - 63; Kwanashie, 1999: 15-27).

**TECHNOLOGICAL REVOLUTION**

That the world is currently experiencing phenomenon al changes in social, political, economic and technological spheres cannot be disputed. One fundamental instrument for this increasing transformation is technology, especially computer technology, and the evolution of low cost; global communications system which constitute major challenges that will dominate and fundamentally shape developments in the 21st century, particularly in the economic .and financial sectors. (Usman,1999:48). The revolution in computer technology, has led to the global advancement of information technology, which has in turn enhanced the level of information transmission and business transactions across the global system. Indeed, the revolutionary changes that have occurred in computer technology since that latter part of the 20th century have brought about tremendous improvements in all facets of human endeavour.

Today, the use of computers has increasingly become quite commonplace in pure scientific research, social science and especially in managerial decisions. The significance of the strong force of technology can best be illustrated by reference to the financial system. Globalization and information technology have thrown up formidable challenges. for national economies, especially the financial system, by reducing the world further into a global village, and as well by providing enormous information through a wide range of inter-connectivity. The interconnectivity (network) of computers has given rise to the development of internet, which constitutes the largest network and larges reservoir of all types of information in the global system (Usman, 1999).

Furthermore, information technology in. particular has combined progress in electronics, telecommunications and computing to bring about a highly dynamic process of storing, transmitting, processing and presentation of information. This has led to increasing capacity for new and efficient responses to antiquated problems. For instance, more efficient production processes are now possible and countries with the necessary capacity are embracing and adopting them in a bid to maintain a competitive edge within the changing world environment (Kwanashie, 1999:20). Information technology has equally provided tremendous opportunity for the exploitation of economies of scale, making for rapid growth and conferring comparative advantage to those that have access to it. Consequently, it is increasingly promoting the internationalization of productivity and markets, which is crucial to the globalization process (Usman, 1999).

**ECONOMIC LIBERALIZATION**

One dynamic and fundamental force in contemporary globalization process is economic liberalization, which has been embraced by virtually a countries and major international institutions within the global system. Economic liberation refers to the process of achieving unobstructed economic activities. It seeks to remove all obstacles to trade, production and investment, emphasizes freedom of economic activities and dominance of private enterprises; and aims ultimately at the divorce of the state from the economy (Onyekpe, 2001:52). At the global level, economic liberalization attempts to make all economies fully open for the free inter-penetration and inter-state access.

Issue relating to the forces of economic liberalization are generally more complicated and not as obvious as in technology. In pursuit of economic liberalization, the global system is polarized into various groups. In one group are the industrialized (G8) countries that work intimately with the world financial (IMF, World Bank) and Trade (WTO) institutions, and pursue a broad arid ambitious agenda that attempt to build international capitalism on the foundations of open world trade an capital flows, privatization, balanced budget, freeing up of exchange controls and similar deregulation and liberalization measures (Usman, 1999);

In another group are the 'Asian Tigers' who have, through economic liberalization process, achieved unprecedented growth in their fragile economies. The in addition to economic liberalization, have used other policy instruments to expand Foreign Direct Investment (FDI) and attain higher economic growth. These include developing a strong production base; opening up of new investment areas; as well as designing and implementing sound macro-economic policies. They have also created a conducive climate and stable political and economic environment to attract foreign investments. These policy measures have enhanced the expansion of FDI in the countries, and led to their rapid growth and development. Other groups of countries that have achieved momentous feat as a result of economic liberalization include the transition economics of the Eastern Europe as well as the Latin America countries. Also included are the African States most of which have suffered tremendously from extreme poverty and lack of policy focus. Thus, it is obvious that economic liberalization is now a common feature among nation states.

It can therefore be rightly concluded that no country in contemporary world can really be an island unto itself, either due to its vibrant economic strength e.g United States or because it decides to close its doors to the outside world like China successfully did in the past. The critical message of globalization in this context is that in the existing moment of integration of global markets, Nigeria and other developing nations have little choice but to try and join the globalization train despite of their disadvantaged position in the process.

**DEMOCRATIC SYSTEM OF GOVERNMENT**

The third major force of globalization in contemporary world is the general acceptance of democratic forms of governance. In modern political system, democracy is the preferred system of governance. This is in view of its relationship to goo governance with its inherent features including rule of law, democratic participation, probity, integrity, and transparency. It is also preferred because it posits and insists that power springs from, and therefore belongs to the people and that those who exercise power should use it in the interest of the people, or at least, the majority of· the people (Yusuf, 1994: 113). In addition, democracy demands unequivocally that while the majority should rule an even in most cases, have its way, the minority must be able to have its say must be listened to while its rights must be respected and protected. Preference for democracy also springs from the fact that it demands that people should be availed equal opportunities to participate in the administrative and decision making machinery of the state; and that there should exist a free, fair and independent judiciary; equality of all before the law; supremacy of the law; and fundamental human rights for the people (Yusuf, 1994).

While there has previously been virulent anti-democratic tendencies and suppression of democratic rights of the people, the pendulum is contemporaneously swinging in favour of democracy and democratic governance. Democracy, although varied in form, has in contemporary global system; become widely accepted as the form of governance that advances the interests and aspirations of the majority of the people. This is underscored by the failure of various authoritarian regimes including the erstwhile military and civilian dictatorships in many parts of the world, as well as the collapse of the communist system that provided for usurpation of power by a small clique of bureaucrats over everyone else in the society - (Usman,1999). The manner of rejecting and isolating non democratic regimes globally also attests to the changing fortune of democracy as a formidable force and most acceptable system of government in the global system.

**2.5 CHALLENGES FOR NIGERIA**

Nigeria, at independence in 1960, was largely a producer and net exporter of primary products. The six major agricultural products then were cocoa, rubber, palm oil, groundnut, cotton and palm kernel. Although there existed mining and quarrying activities, these were of negligible percentage and never counted for the economy as a whole.

In other words, agricultural produce and raw materials constituted the sole foreign exchange earner for the country. Specifically, the Nigerian state as an exporter of agricultural goods had 69.4% of its total GDP for the year 1963/64 comprising the six aforementioned agricultural commodities (Olaloku, 1979:8).

The trend of having agriculture as the main foreign exchange earner for Nigeria stopped in the early 1970s when the country was suddenly awash with petrol dollars arising from the quadruple increase in the price of oil in the world market. From 1972 onwards, oil gained ascendancy over all other commodities as the largest contributor to the GDP, and also as a major foreign exchange earner. There was substantial increase in oil production accompanied by a sharp increase in the global market price of high-grade crude oil from low price of $3.8 per barrel in October 1973 to a skyrocketing price of $14.7 per barrel in January 1974. This trend continued till 1981 when the price of crude oil .attained a high level of $38.77 per barrel. Within the same period, total revenue from oil rose correspondingly from N1billion to N4billion while external reserves increased from N 180million to N3.7billion in 1875 {Osaghae, 1998:96).

The increase in national wealth resulted in the government of the day embarking on rapid expansion of the public sector and squandering of the wealth on expanding distributive instead of productive capacity; and on increased dependence on external goods and inputs (Ibid). By 1978, oil (Petroleum and associated components) composed a total of 89.1% of Nigeria's export as against agriculture, which had plummeted in its contribution to export to 6.8%in the same year. The fact of the matter is that Nigeria's Commodity pattern has, since the advent of oil, been a 'mono-cultural' one with the product being the only one the country depends upon for its foreign exchange earning - a situation that has constrained the pace of its developmental efforts.

Thus, it can be unequivocally asserted that Nigeria's development impotence cannot be solely attributed to colonialism, neo-colonialism and imperialism as often perceptively advanced by scholars of radical persuasion; but also to its own weak domestic economic structure. There is therefore the necessity for the country to diversify its economic base in order to confront the challenges of contemporary globalization process and remain relevant in the scheme of world events. The economies of South East Asia Countries especially the Asian Tigers namely Taiwan, Hong Kong, Singapore and South Korea as well as Thailand, Malaysia and Vietnam are successful stories of how diversification has enhanced their economic developments. The success recorded by this Newly Industrialized Countries (NIC) can be duplicated by Nigeria in its current efforts towards economic transformation.

For instance, as a means of liberalizing its economy, revitalizing its financial sector and generating foreign exchange earnings, Thailand placed top priority on exports. Its economy was liberalized thus encouraging foreign investors. The country's manufacturing sector has emerged in the agricultural engine of development in the Kingdom with traditional exports in the agricultural sectors performing quite successfully. In 1996, Thailand exported about US$9billion worth of goods to the European Union alone, and by 1997, the country exports had become highly; competitively priced for foreign buyers (Akinbobola, 1999:66).

Similarly, in the manufacturing sector, there has been a phenomenal increase in the exports categories. A dramatic development has been the automotive industry in which several big automobile makers have set up production lines in Thailand, thus making the country to become a regional leader in the production and exportation of automotive. In 1996, automotive exports to the European Union alone amounted to US$ 205million signifying an increase of 38% over the preceding year (The Economist, cited by Akinbobola, 1999)

It is interesting to note however that in spite of Thailand's advent of high technology, the country has remained deeply committed to its agricultural base and has indeed emerged as one of the world's leaders in agro business. In general, Thailand has confronted the challenge of globalization by liberalizing its economy embracing internationalization of Capital and opening new markets across the length and breadth of the world. Hence, Thai's products (manufacturing and agriculture) are found all over American, European, Asian and African countries (Akinbobola, 1999). Nigeria can tremendously benefit from Thailand's experience. The Nigerian economy must be completely diversified rather than remaining mono-cultured.

Furthermore, there is the need to ensure a free competitive economy. Taiwan represents one of these Asian nations that have transited from government guidance to a free competitive economy, and thus liberalizing its economy for foreign investors. Today, there exists in Taiwan, foreign investment in construction, power generation, oil refining, real estate, telecommunications and gas stations. In concrete terms, foreign investment in Taiwa amount to US$7billion representing about 30% of total approved foreign investment in the country. Taiwan has huge foreign investments South East Asian countries and all over the globe. The country also has a large chunk of human resources ready to be utilized by foreign firms. All these have been made possible because of the country's dynamic efforts towards a free competitive economic structure.

The challenges posed by globalization for Nigeria are multifarious. These are considered in the same manner that we articulated the forces that propel it. First, for the country to be fully integrated into the world economy and in order to harness the benefits of such integration, it must embark on serious technological revolution. As Shamsudden Usman pungently remarks "the pervasiveness of technological revolution, the country’s technological base must be developed. Science and technology should be made a formidable part of the key strategic are of its developmental effort. The need to fundamentally transform the nation's educational, health, agriculture, and industrial development has therefore become an imperative demand.

Due attention must equally are focused on information technology and telecommunication. In contemporary global economy, information technology and the ability to use it are very critical. While computers and other electronic gadgets are already in place and do not need to be re-invented, there is the need to ensure that the enabling environment for their uses is provided. Hence adequate basic infrastructures such as power supply and telecommunication must exist regularly and uninterruptedly. Similarly, industrialization, including manufacturing and fabrication should be re-invigorated, while agriculture should be re­positioned with mechanized farming fully embraced to enhanced agricultural productivity.

The second challenge relates to economic liberalization. The liberalization policy of the 'Asian Tiger tremendously enhanced their development. This entails liberalizing the economy, internationalizing of capital, opening new markets and attracting new investments. This poses a great challenge to Nigeria. We agree with Usman that the

Nigerian economy must not only be diversified, but also built on sound economic policies including those that will necessarily ensure increased domestic savings; continued reform, of the domestic financial sector; opening up to foreign capital inflows, while simultaneously protecting the country from the huge destabilizing effects of short-term, speculative capital inflows; and together with other developing countries, continue to champion the necessity for the reform of the global financial system, that ensures shared prosperity and a greater inducement to the development Of the weaker countries (Akinbobola, 1999).

The heavy dependence of the country on crude oil exports has unprecedentedly "exposed the economy to the boom-and-bust cycles and-the concomitant unstable and unpredictable volume of revenue receivable by the government" (Yaqub, 2003:41). For instance, Nigeria's total export receipts from goods, services and transfers dropped from N=10,899.6million in 1979 to N=7,884million in 1983 the country's import, at the same time increased from N=9,890.1 million to N=11.022. 1million during the period (CBN Economic and Financial Review 1981-1986). This also affects contribution to the country's Gross Domestic Product (GDP). For instance as at 1999, oil and gas contributed 36.5% GOP, while agriculture (including livestock) accounted for 32.8. In the same period, wholesale and retail trade contributed 16.6%, while manufacturing accounted for only 5.5% of GDP (Anya, 2001: 15). There is therefore the need for the country to diversify the economy and focus on non-oil sector, particularly agricultural and mineral resources.

In addition, the country should maintain a healthy investment climate that can be cashed on by foreign investors, it should also pursue efficient and effective economic management of the country's resources so as to raise the people's standard of living and overall economic development of the nation. It must be stressed however that in its' bid to liberate the" economy, the unbridled activities of the Multinational corporations in the country should be closely monitored and controlled so that the country will not be reaped off by foreign capital. The fact globalization entails 'opening up' does not signify that the economy should be completely left controlled.

Democracy constitutes the third challenge that globalization poses for Nigeria. Democracy has become an acceptable form of governance in the world system. Indeed no authoritarian or dictatorial regime is fashionable any longer in the global environment. As observed by the UNDP National Human Development Report.

The end of the cold war provided a historic opportunity for a world-wide liberal democratic revolution. In view of the western industrialized market economies, the collapse of authoritarianism and socialist central planning has revalidated the claim of liberal democracy, the doctrine of individual freedom and popular democracy, as an ideology of potentially universal validity" (UNDP, National Human Development Report for Nigeria, 2000/2001).

Nigeria regained its civil rule in 1999 after about fifteen years of uninterrupted military dictatorship. The persuasive lack of democratic system' of governance for several years had significantly deteriorated the developmental pace of the country. Following the restoration of civilian government therefore, there is the need for democracy to be fully entrenched and sustained. As stressed in the National Human Development Report, “there must be a strong and vibrant civil society, good governance, effective dynamic relationship between people and the government and entrusting the management of the state in the hands of men and women of high technical competence and integrity" (UNDP National Human Development Report for Nigeria, 2000/2001).The country must be truly committed to and demonstrate the capacity for good governance as a bedrock for a durable democracy.

2.6 **THEORETICAL FRAMEWORK**

There exists a plethora of works on globalization (see for instance Ania, 1996; Ake, 1995; Appadurai, 2001; Clark, 1999; Nabudere, 2000; Ninsin, 2000, Mittleman, 2000; Rugumamu, 1999; Scholte, 2000, Tandon, 2000; etc), Perspectives on the subject however differ fundamentally depending on the ideological conviction of different scholars: In general, the phenomenon has been conceived from two contrasting paradigms namely globalization as interdependence is of liberal persuasion. They see the concept as a framework of complex and growing interdependence among nations. The global socio-political and economic integration is viewed in the context of inter dependencies which has restructured the world into a new and all inclusive social pattern. They associate globalization with economic liberalization as a policy option for the development of the south through a process of free trade, investment and capital flows between countries.

Scholars of globalization have consistently maintained that globalization is the rational end point of human development, and that it is capable of impacting positively on the life of state actors that integrate their economies. Fukuyama (1992) for instance, in his treatise "The end of history and the last man perceives globalization as universalization of western values. He proposed the celebration of a globalize world and the unabashed victory of political and economic liberalism that is evidenced in the triumph of western in liberalism (Fukuyama, 1992). Severine Rugumamu opines that globalization is not merely a buzzword; rather it is "a new paradigm in international economic relations which apparently signals the triumph of capitalism on a truly global scale following the end of the cold war, the collapse of the Soviet system and the dissolution of planned economies, particularly in Eastern Europe" (Rugumamu, 1999:3).

Jan Scholte identifies globalization as deterritoralization or as spread of supraterritoriality. He opines that the phenomenon constitutes a transformation in the spatial organization of social relations and transactions (Scholte, 2000). Proponents of globalization as inter­dependency therefore see a better world if nation states would realized and utilize to the maximum the opportunities presented by inter- dependency resulting from globalization. Their belief is hinged on the premise that interdependency has opened up the world, reduced the abuse of human rights, and eradicated, to a large extent, social and economic injustices by national governments.

Advocates of globalization as imperialism on the other hand are mainly of the radical persuasion and political economy genre. While the interdependency school of thought on globalization claims that interdependence is the reality of globalization and that it constitutes a positive development in world affairs, scholars who view globalization as imperialism insist that the phenomenon as it is today represents nothing but capitalism and imperialism. Mazrui, (2005) calls it "the new global imperialism". Scholars that allude to the same position have proclaimed that globalization is a transformatory capitalist project, which can only serve to impoverish the underdeveloped nations on the fringe of the world capitalism. Ake, (1995) for instance, sees globalization as a capitalist project that is structured to perpetuate the underdevelopment of Africa and other Third World countries. He construed globalization in terms of profit maximization, and perceptively referred to it as the march of capital across the world, in search of profits; a process that is facilitated by the expansion of multinational corporations, and driven by the technical advances in communication. In his words:

Globalization is about growing structural differentiation and functional integration in world economy; it is about growing interdependence across the globes, it is about the nation-state coming from under pressure from the surge of transnational phenomenon; about the emergence of a global mass cultural driven by mass advertising and technical advances in mass communication (Ake, 1995). Alluding to Ake’s contention, Edwin Madunagu sees globalization as the rapid expansion of capitalism. He believes that:

The rapid expansion, through giant multinational companies, of capitalism to several areas of the world, including areas where it had hitherto been resisted or put in check side by side with this expansion, is the phenomenal development of computer technology, telecommunication and transportation. The latter serve as the main vehicle of the former. Globalization is globalization of capitalism, not the globalization of a “neutral” economic system or globalization of post-capitalization as the imperial intellectuals and their slaves in the underdeveloped countries would have us believe (Madunagu, 1999:53).

Nabudere, (2000), similarly submits that globalization is a capitalist economic protect that is propelled by two contradictory movements ­first, the tendency of economic globalization to create information in the entire world; and. second, the tendency of marginalization and fragmentation, which the phenomenon connotes. He summed up that these two process make it possible for globalization to spread out its risk and losses throughout the global area (Nabudere, 2(00).

Thus, can it be contended that globalization appropriates development for one part of the world and underdevelopment for another? How has this been actualized? And what should be done in order to confront the challenges posed? There is no doubt that globalization has impacted differently on the two parts of the global system. While it strengthens the already developed advanced western countries, it marginalizes the peripheral economy of the Third world countries. (Ninsin 2000) elegantly captures the scenario in his description of globalization as "the engine by economies of the world's weaker nations are being opened up and subjected to the hegemony of the developed capitalist economies" (Ninsin, 2000:5). Felix Oriakhi alludes to the same position when he states "globalization super-imposes the values of the North on the South by accelerating the successful penetration of capitalism and other bourgeois ethos into the nooks and corners of Asia, Latin America and Africa and the erstwhile non-capitalist states of Easter Europe" (Oriakhi, 2001 :24). In a seminal work, Esko Toyo insists that globalization is an alternative imperialist policy deliberately designed to maintain their structure of impoverishment on their satellite states (Toyo, 2000).

The two paradigms - globalization as interdependence and globalization as imperialism- generally reflect the deep ideological and political predilections of the different scholars. What is of more concern and relevance however is that globalization, from which ever perspective it is construed, has its merits and shortcomings; and as bill Clinton, former US president, contends, it is "a fact and not a policy option "(Quoted by Lipalile, 2001 :295). Cuban president, Fidel Castro's position is equally germane. Globalization, to him, portends a law of history and the consequence of the development of the productive forces, or in simple terms, the development of science and technology (Lipalile, 2001). Hence, in spite of its adverse effects, it is in the interest of a nation to harness whatever the benefits of globalization for upward 'national mobility.

**2.7 SUMMARY OF THE CHAPTER**

In this chapter, it has been demonstrated that globalization as a phenomenon has assumed a new phase in contemporary global political economy, and that Nigeria must equip and package itself effectively to confront its challenges in the 21st century. The paper also articulates the view that globalization in its current dimension is characterized by three distinct but interrelated features: the integration of economic systems of nation states into 'global economy'; the primacy and supremacy of international markets and international competitiveness; and the phenomenon rise in the internationalization of labour, capital and portfolio investment.

The paper critically examined the· three forces that propelled globalization namely technological revolution, economic liberalization and democratic government system. It submits that the new thrust of globalization makes it imperative for nation states to understand the intricacies of the phenomenon so as to enable them devise strategic ways to harness its advantages. The challenges of globalization must be faced by developing nations for them to be relevant in the global scheme of things. For Nigeria in particular, the challenges are enormous but not insurmountable.

Nigeria cannot afford to remain aloof and be completely isolated from the global economic interplay. The country should make conscious effort to transform the economy so as to fully harness the benefits of globalization. The various endogenous and exogenous constraints that have continued to undermine macro economic stability in the country should be seriously tackled. The critical sectors of the economy that constitute the basis for sustainable growth e.g agriculture, mining, industry and energy should' be the core concern of economic policy, and hence properly harnessed for the country's development.

The nation's technological base should be re-activated; hence the need to earnestly complete the Ajaokuta steel rolling mill, the Aladja steel plant and the Kastina, Jos and Osogho steel rolling mills. In concert with other African states and using the instrumentally of the New partnership for African Development (NEPAD), Nigeria should work assiduously to ensure the collaborative involvement of all stakeholders in African development through the promotion of regional economic biocs.

Finally, it must be stressed that given the nature and character of the Nigerian state with its inherent weak domestic base, globalization, certainly has its adverse implications on the nation's economy. However, in order to minimize the negative effects and harness whatever benefits of the current growing and overwhelming globalization trend; there is the necessity for a complete restructuring and transformation of the Nigerian political economy.

**CHATER THREE**

**RESEARCH METHODS**

3.1 **INTRODUCTION**

This chapter explains the methodology that the researcher adopted in this study. The chapter includes research design, population of the study, sample and sampling techniques, data collection methods, data collection instrument and its administration, validity and reliability of the instrument, techniques of data analysis and etc

3.2 **RESEARCH DESIGN**

A research design is defined as a blueprint for information gathering. Research design is the programme that guides the researcher in the process of collecting, analyzing and interpreting data, information and observation (Asika, 2004). Research design is viewed as the plan, structure and strategy for investigation concerned so as to obtain answer to research questions and control variance. It specifies the direction the research is going and how to go about getting relevant data.

In this study, the researcher made use of survey research design. This is because the researcher was interested in some characteristics of the population. This is also called descriptive research because it is pre­planned and structured.

3.3 **POPULATION OF THE STUDY**

When we think of the term "population", we usually think of people in our town, region, state or country and their respective characteristics such as gender, age, marital status, ethnic membership, religion and so forth. In statistics the term "population" takes on a slightly different meaning. The "population" in statistics includes all members of a defined group that we are studying or collecting information on for data drive decision.

A population is the set of all objects (units) or observation about which conclusions are to be drawn. A population is also an aggregation of all elements that shares common characteristics (Osuagwa, 2002).

The size of the population is 650 employees, which comprises 100 management staff, 200 senior staff and 350 are junior staff. Among the employee 400 are male and 250 are female. The age distribution ranges from 21 - 30 years, 31-40 years, 41-50 years and 51 and above.

**3.4 SAMPLE AND SAMPLING TECHNIQUES**

A sample is a part of the population or representative of the population. The procedure for drawing the sample from a population is called sampling.

The total number of employees in Dangote Flour Mill Plc is 650 out of which the researcher took 65 employees as sample. The procedure adopted was a systematic sampling. Here the researcher divided the entire population with the sample of 65, to ensure that the entire population was represented. The total number the researcher got was 10 therefore the researcher administered the questionnaire on every tenth person in the population.

3.5 **DATA COLLECTION METHODS**

The data collection method used is a questionnaire. The questionnaire is divided into two sections. Section A, comprises respondents personal data, sex, age, marital status, length in service etc while section B comprises statements used relating to research questions and hypothesis.

**3.6 DATA COLLECTION INSTRUMENT AND ITS ADMINISTRATION**

The data collection instrument was personally administered to the respondents by the researcher. The data collection instrument used is a questionnaire. The questionnaire is divided into sections. Section A comprises respondent personal data, sex, age, martial status, number of years in service etc while section B, comprises of statement used relating to research questions. The questionnaires were well designed in a manner that made it simple and easy to answer. The options used are strongly agree (SA), Agreed (A), Strongly Disagreed (SD), Disagreed (D), undecided (UD).

**3.7 VALIDITY AND RELIABILITY OF THE INSTRUMENT**

The researcher conducted a field test with the employees of flours Mill Nigeria Limited to establish the validity of the instrument in terms of suitability, utility and clarity. Ten employees participated in the field test and they all agreed and testified to the fact that the instrument is clear and easy to understand. After the validity was established, the reliability of the instrument was tested through another group of 10 in the same firm: They were asked to fill the questionnaires which they did immediately. A week later the researcher administered the same instrument (questionnaires) to this same group. In comparison of week A and B the researcher found out that 90 percent of their response was the same while only 10 percent of the respondents were different. This shows that the Instrument is 90 percent viable.

**3.8 TECHNIQUES OF DATA ANALYSIS**

The data collected was analysed using Simple percentage and chi square non parametric technique of hypothesis testing. The analysis was carried out using Statistical Package for Social Sciences (SPSS).

3.9 **LIMITATIONS OF THE STUDY**

As in the case of human endeavour, there are some limitations that robs this study of perfection. The major constraints informed by limited funds and time. The sample and sampling technique constitutes one of the limitations. It has effect on the sample taken. However, it should be pointed out that this drawback is not peculiar to this study alone but to all other studies that use sample for analysis.

The conduct of the research was quite interesting and worth doing although there are few constrain such as time and finance as already mentioned above, for instance, during the collection of the Annual reports there were many disappointment fromthe management side because of their tight schedule and commitment to work.

**CHAPTER FOUR**

**DATA PRESENTATION AND ANALYSIS**

**4.1. INTRODUCTION**

This chapter is geared towards presentation analysis and discussion of the data collected via questionnaires administered by' the researcher. The research administered 65 questionnaires to the staff of Dangote Floor Mills Plc which he has able to retrieve a week after and the presentation of acquired data on the research work and subsequent analysis of the data using SPSS (Statistical Package for Social-Sciences).

**4.2. DATA PRESENTATION AND ANALYSIS ACCORDING TO RESEARCH QUESTIONS**

The questionnaires administered have two sections:

i. Section A seeks for the personal data of the· respondents

ii. Section B seeks to know their view about globalization and its effects on domestic manufacturing industry.

**4.2.1 RESPONDENTS CHARACTERISTICS AND CLASSIFICATION**

The following are the characteristics of sample in· the study:

**Table 1**

**GENDER**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | MALE | 46 | 70.8 | 70.8 | 70.8 |
|  | FEMALE | 19 | 20.2 | 20.2 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey.*

From the above table, it can be seen that male are more than female with 70.8 percent to 20.2 percent in the organization.

**Table 2 AGE**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 21-30years | 24 | 36.9 | 36.9 | 36.9 |
|  | 31-40years | 35 | 53.8 | 53.8 | 90.7 |
|  | 41-50years | 5 | 7.7 | 7.7 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |
| Missing | System | 0 | 0 |  |  |
| Total |  | 65 | 100.0 |  |  |

*Source: Field Survey*

From the table above, it shows that 30 years, below with 36.9 percent were employed in the organization while 31,-40 years 53.8 percent were more employed in the organization only 41-50years is 7.7 percent.

**Table 3 MARITAL STATUS**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Married | 38 | 58.5 | 58.5 | 58.5 |
|  | Single | 27 | 41.5 | 41.5 | 100.0 |
|  | Separated | 0 | 0 | 0 | 100.0 |
|  | Divorced | 0 | 0 | 0 |  |
|  | Total | 65 | 100.0 | 100.0 |  |
| Missing | System | 0 | 0 |  |  |
| Total |  | 65 | 100.0 |  |  |

*Source: Field Survey*

From the table above, it shows that 18.9 percent respondents are married, 46.7 percent respondents are single, 7.8 percent of the respondents are divorced. This implies that the organization employed more single in order to be more efficient.

**Table 4**

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | SSCE | 6 | 9.2 | 9.2 | 16.9 |
|  | OND/NCE | 30 | 46.1 | 46.1 | 63.1 |
|  | B.Sc/HND | 20 | 30.8 | 30.8 | 93.9 |
|  | OTHERS | 9 | 13.9 | 13.9 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

The educational qualification of the employees is presented in the table above the table above shows that 9.2 percent of the employees have SSCE, BS.c/HND while 13.8 percent posses other certificates. Therefore, we can tentatively conclude that Dangote Flour Mills has more of under-graduated as its employee and less than 31% are graduates.

**Table 5**

**POSITIONS**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | JUNIOR STAFF | 35 | 53.8 | 53.8 | 53.8 |
|  | SENIOR STAFF | 20 | 30.7 | 30.7 | 84.5 |
|  | MANAGEMENT STAFF | 10 | 15.4 | 15.4 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 6.15 percent of the employees are junior staffs, 24.6 percent are senior while the remaining 13.8 percent are management staff. This shows that majority of the staffs in the firms are junior staff.

**4.2.2 ANALYSIS OF OPERATIONAL DATA**

**Table 6**

**STATEMENT 6:** Globalization is changing the way business organization operates worldwide.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 1 | 1.5 | 1.5 | 1.5 |
|  | Disagree | 0 | 0 | 0 | 1.5 |
|  | Undecided | 0 | 0 | 0 | 1.5 |
|  | Agree | 26 | 40.0 | 40.0 | 41.5 |
|  | Strongly Agree | 38 | 58.0 | 58.0 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

The table above shows that 42.2 percent agree that capital planning is as vital to the success of your business while 4.4 percent disagree to that effect and 4.4 percent were undecided.

**Table 7**

**With the advert of globalization there is reduction in quality products by domestic industries**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 28 | 43.1 | 43.1 | 43.1 |
|  | Disagree | 30 | 46.1 | 46.1 | 89.2 |
|  | Undecided | 4 | 6.2 | 6.2 | 95.4 |
|  | Agree | 1 | 1.5 | 1.5 | 96.9 |
|  | Strongly Agree | 2 | 3.1 | 3.1 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 3.1 percent of the respondents strongly agreed that with the advert of globalization there is reduction in quality products by domestic industries, 1.5 percent agreed to the statement, 43.1 percent strongly disagreed, 46.1 percent of the respondents disagreed, while the remaining 6.2 percent were indifferent.

Therefore, we can conclude since those who are against the statement are more than those for the statement with the advert of globalization there is increase in quality products by domestic industries.

**Table 8**

**Globalization has Impact on the performance of domestic manufacturing Industries in Nigeria**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 2 | 3.1 | 3.1 | 3.1 |
|  | Disagree | 1 | 1.5 | 1.5 | 4.6 |
|  | Undecided | 5 | 7.6 | 7.6 | 12.2 |
|  | Agree | 19 | 29.2 | 29.2 | 41.4 |
|  | Strongly Agree | 38 | 58.5 | 58.5 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 29.2 percent of the respondents strongly agreed that globalization has impact on the performance of domestic manufacturing industries in Nigeria. 58.5 percent agreed to the statement 3.1 percent strongly disagreed, 1.5 percent disagreed while the remaining 7.6 percent were indifferent. Therefore, we can conclude since those are for the statement are more than those against the statement that globalization has impact on the performance of domestic manufacturing industries in Nigeria.

**Table 9**

**Technology developments have effect on increase in production of domestic manufacturing industry**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 10 | 15.3 | 15.3 | 15.3 |
|  | Disagree | 5 | 7.7 | 7.7 | 23.1 |
|  | Undecided | 6 | 9.2 | 9.2 | 32.3 |
|  | Agree | 34 | 52.3 | 52.3 | 84.6 |
|  | Strongly Agree | 10 | 15.3 | 15.3 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 52.3 percent of the respondents strongly agreed with the statement that technology developments have effects on increase in production of domestic manufacturing industry while 7.7 percent disagreed with the statement. Therefore, we conclude that since those for the statements are more than those against increase in production of domestic manufacturing industries.

**Table 10**

**The development of domestic manufacturing industries has effect on prices of goods and services**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 1 | 1.5 | 1.5 | 1.5 |
|  | Disagree | 5 | 7.7 | 7.7 | 9.2 |
|  | Undecided | 11 | 16.9 | 16.9 | 26.1 |
|  | Agree | 34 | 52.3 | 52.3 | 78.4 |
|  | Strongly Agree | 14 | 21.5 | 21.5 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 21.5 percent of the respondents strongly agreed with the statement that development of domestic manufacturing industry have effect on prices of goods and services, 52.3 percent agreed to the statement 1.5 percent strongly disagreed, 7.7 percent disagreed, while 16.9 percent were indifferent. From these responses, we can tentatively conclude that the development of domestic manufacturing industry have effect on prices of goods and services.

**Table 11**

**Increase In the levels of competition with globalization has effect on prices**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
|  | Strongly Disagree | 10 | 11.1 | 11.1 | 11.1 |
|  | Disagree | 10 | 11.1 | 11.1 | 22.2 |
| Valid | Undecided | 5 | 5.5 | 5.5 | 27.7 |
|  | Agree | 36 | 40 | 40 | 67.7 |
|  | Strongly Agree | 29 | 32.2 | 32.2 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

The table shows that 32.2 percent of the respondent strongly agreed that increase in the level of competition with globalization have effect in price strongly disagreed 15.4 percent while 9.2 percent remained indifferent. Since, the responses of the respondents who are in favour of the statement are more than those who disagreed, it is apt to tentatively conclude that increase in the level of competition with globalization has effect on price.

**Table 12**

**Organization output in domestic manufacturing Industry affect price**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 1 | 10 | 10 | 10 |
|  | Disagree | 4 | 5.5 | 5.5 | 15.5 |
|  | Undecided | 10 | 5.5 | 5.5 | 21.0 |
|  | Agree | 31 | 34.2 | 34.2 | 55.2 |
|  | Strongly Agree | 1 | 25.0 | 25.0 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the table above, 29.2 percent of the respondents strongly agreed of the statement that organization output in domestic manufacturing, industry affects price 47.7 percent agreed 1.5 percent strongly disagreed to it, 6.2 percent disagreed, 15.4 percent of them were indifferent. From these responses, one can conclude that organizational output in domestic manufacturing industry affects price.

**Table 13**

**Product quality plays a significant role in the acceptability of goods and services of domestic manufacturing companies globally**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 0 | 0 | 0 | 0 |
|  | Disagree | 0 | 0 | 0 | 0 |
|  | Undecided | 1 | 1.5 | 1.5 | 1.5 |
|  | Agree | 28 | 43.1 | 43.1 | 44.6 |
|  | Strongly Agree | 36 | 55.4 | 55.4 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

The table indicates that 36 respondents 55.4 percent of the total respondents strongly· agreed to' the statement that products quality plays significant role in the acceptability of goods and services of domestic manufacturing companies gI6bally, 43.1 percent of the respondents agreed to it, none of them strongly disagreed and none disagreed, while the remaining indifference, from this we can conclude that product quality plays a significant role in the acceptability of goods and services of domestic manufacturing companies globally.

**Table 14**

**Domestic manufacturing Industries enjoy the opportunities created by globalization**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Strongly Disagree | 0 | 0 | 0 | 0 |
|  | Disagree | 0 | 0 | 0 | 0 |
|  | Undecided | 1 | 1.5 | 1.5 | 1.5 |
|  | Agree | 28 | 43.1 | 43.1 | 44.6 |
|  | Strongly Agree | 36 | 55.4 | 55.4 | 100.0 |
|  | Total | 65 | 100.0 | 100.0 |  |

*Source: Field Survey*

From the above table, 64.6 percent of the respondents strongly agreed to the statement that domestic manufacturing industries enjoy the opportunities created by globalization, 35.4 percent agreed with the statement, none of them strongly disagreed, none of the them was indifferent. This implies that there is lot to enjoy by domestic manufacturing industries of the opportunities created by globalization.

4.3 **DATA PRESENTATION AND ANALYSIS ACCORDING TO RESEARCH HYPOTHESES**

After a careful and systematic analyzed of the respondents responses to the . research question formulated, hypothesis earlier submitted will be tested.

**HYPOTHESIS ONE**

Ho: Globalization has no impact on the performance of domestic manufacturing industries in Nigeria

Hi: Globalization has impact on the performance of domestic manufacturing industries in Nigeria.

DOES GLOBALIZATION HAS IMPACT ON THE PERFORMANCE OF DOMESTIC MANUFACTURING INDUSTRIES IN NIGERIA

|  |  |  |  |
| --- | --- | --- | --- |
|  | Observed N | Expected N | Residual |
| Agreed | 55 | 32.5 | 22.5 |
| Disagree | 10 | 32.5 | -22.5 |
| Total | 65 |  |  |

**Test Statistics**

|  |  |
| --- | --- |
|  | DOES GLOBALIZATION HAS IMPACT ON THE PERFORMANCE OF DOMESTIC MANUFACTURING INDUSTRIES IN NIGERIA |
| Chi-Square | 15.58a |
| Df | 1 |
| Asymp. Sig. | .011 |

a. 0 cells (.0%) have expected frequencies less than 5. The minimum expected cell frequency is 32.5

***DECISION RULE***

The test statistics calculated is 15.58 with 1 degree of freedom at 0.05 significant level is greater than the table value of 3.84, therefore we reject the null hypothesis, and accept the alternative hypothesis, hence, Globalization has impact on the performance of domestic manufacturing industries in Nigeria.

**HYPOTHESIS TWO**

Ho: The development of domestic manufacturing industry has no effect on prices of goods and services.

Hi: The development of domestic manufacturing industry has effect on prices of goods and services.

**DOES THE DEVELOPMENT OF DOMESTIC MANUFACTURING INDUSTRY HAS EFFECT ON PRICES OF GOODS AND SERVICES.**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Observed N | Expected N | Residual |
| AGREED | 40 | 21.7 | 18.3 |
| DISAGREE | 15 | 21.7 | -6.7 |
| UNDECIDED | 10 | 21.7 | -11.7 |
| Total | 65 |  |  |

**Test Statistics**

|  |  |
| --- | --- |
|  | DOES THE DEVELOPMENT OF DOMESTIC MANUFACTUTING INDUSTRY HAS EFFECT ON PRICES OF GOODS AND SERVICES |
| Chi-Square | 30.938a |
| df | 2 |
| Asymp. Sig. | .004 |

a. 0 cells (.0%) have expected frequencies less than 5. The minimum expected cell frequency is 21.7

***DECISION RULE***

The test statistics of 30.94 with 2 degree of freedom at 0.05 significance level is greater than the table value 5.99, therefore we reject the null hypothesis and accept alternative hypothesis, and hence, the development of domestic manufacturing industry has effect on prices of goods and services.

**4.4 DISCUSSION OF FINDINGS**

The research work focuses on the effect of globalization on domestic manufacturing industries in Nigeria using Dangote Flour Mill Plc as a case study. However, the hypotheses tested proved that globalization has impact on the performance of domestic manufacturing industries in Nigeria and also the development of domestic manufacturing industry has effect on prices of goods and services.

Nigerian culture for Economic Management and Administration, (NCEMA) Ibadan states that the potential benefits 'of globalization include exposure to new ideas, economies of scale in production gain in efficiency, improved quality products at reduce prices, increased competitiveness and increased output as well as tapped of chapter sources of external finance.

Olaleye (2002) also agreed that one of the merits of globalization is 'a more effective international division of labour, increased specialization and efficiency in production and enhanced economies of scale and consumer choice, greater competition, increase output and technical improvement.

He also said that globalization would also increase managerial capabilities and better quality of goods and services at cheaper cost.

**CHAPTER FIVE**

**SUMMARY, CONCLUSION AND RECOMMENDATIONS**

5.0 **INTRODUCTION**

This chapter is aimed at giving a general summary of all that has been discussed earlier in the study. Conclusion and recommendation will be made and if need be the researcher will make suggestion for further study.

**5.1 SUMMARY OF THE STUDY**

In the wake of fierce competition that exist within Nigeria business sector and the global village at large in recent time only organisation that is involved .in globalization that are likely to survive. According to NCEMA (2002) Globalization involves widening and intensification of links between the economies of the industrial and developing countries through trade, finance, investment, technology and migration. Therefore, there is need for domestic manufacturing industries to embrace globalization as a tool for development.

For the purpose of assessing the need for globalization the researcher divided this project into five chapters.

In Chapter one, introduction was made to text the objective of the study which is assessing on the effect of globalization on domestic manufacturing industries in Nigeria. The researcher also stated the hypotheses to be tested in the study. In the chapter two, he exhaustively reviews various literatures on globalization. In the chapter three the methodology of the study was also discussed. This comprised vital parts such as the research design and the method of data analyses. Here the researcher made use of SPSS (Statistical Package for Social-Sciences) as a tool.

In chapter four, two hypotheses stated in the study were tested. The findings from the hypotheses were: Globalization has impact on the performance of domestics manufacturing industries in Nigeria; the development of domestic manufacturing industries has effect on prices of goods and services. From the above findings, the researcher concludes thus:

5.2 **CONCLUSION**

There is wide spread of trade around the globe thereby increasing the level of competition in the manufacturing industries globally. The domestic manufacturing industries are faced with the problem of competing with the developed countries who through globalization continue to improve and advance on daily basis in innovation and information technology. Globalization has helped the developed countries to achieve quality, quantity price, durability, manpower skill and etc. Therefore the researcher strongly agrees with Olaleye (2002) that if the domestic manufacturing industries fails to heed the lesson of globalization it will gradually whipped into line by forces unleashed by globalization.

**5.3 RECOMMENDATIONS**

The recommendations made by this researcher are as follows:

There is need for all organization in the domestic manufacturing industry to embark on a radical transformation programme that will not only make them relevant but also make them take advantage of the best element of these forces of change in globalization.

Government must identify the challenge to economic development and motivate the society towards providing these needs in a sustainable industrialization process; it must also meet the needs of the global economy adhering to its principles and rules (Ibrahim, 2008).

Government should be able to meet the needs that fosters globalization i.e PHCN constant supply of power, provide easy affordable access to the internet etc before liberalizing it economy to protect the infant or domestic industries. According to Mkandawire and Soludo (1999) is that some protection or subsidization of the infant industry would be required initially before exposing it to international competition.

Since there is supersonic transformation of technology, there is need for the domestic to be updated with the new ideas innovations and changes that comes with it. Domestic industries should not find it difficult to set aside old ways of production. According to Ihovbere (1996) for Nigeria and indeed Africa to be an effective actor in the new globalization major structural change must be put in place. The stating point should be a drastic deconstruction and reconstruction of the repressive and exploitative, neo-colonial state.

Finally, it must be stressed that given the nature and character of the Nigerian State with its inherent weak domestic base, globalization certainly has its adverse implications on the Nation’s economy. However, in order to minimize the negative effects and harness whatever benefits of the current growing overwhelming globalization trend, there is the necessity for a complete restructuring and transformation of the Nigeria political economy.

**5.4 SUGGESTIONS FOR FURTHER STUDIES**

For further studies to be enriched, respondents should be encourage to respond to the individual questions and they should be educated on the importance of conducting research of this nature and that any information elicit from them will never be used against them instead it will be used to advance the course of the research.

Apart from the above, researchers should make use of publicity like tea-shirts with the Institutions name tags on it, ID Cards and an authorization letter from the project supervisor indicating the authenticity of the research.

In addition related journal and textbooks should be reviewed in order to improve on the outcome of further studies.

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