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influence of entrepreneurial networking structural dimensions on growth of SMEs in Trans Nzoia County Kenya.

The general objective of this study was to determine the influence of entrepreneurial networking structural dimension on growth of small and medium enterprises in Kenya. The study operationalized networking structural dimension by networking density, position, diversity and range. This study was guided by entrepreneurial networking and entrepreneurship theories. The study employed a mixed research design: quantitative and qualitative approaches. Stratified and simple sampling techniques were employed to obtain 363 SMEs from 2,354 SMEs registered by Trans Nzoia County in Kenya. The SMEs were distributed in the subsectors of wholesale trade, retail trade, manufacturing services, restaurant and agriculture. The study used both secondary and primary data. The primary data was collected through questionnaires that were dropped and picked later from SME operators in Trans Nzoia county Kenya. Statistical Package of Social Science (SPSS) was used to analyze data. Descriptive statistics was used to summarize data. Inferential statistic (regressions) was employed in analysis to test hypothesis. Descriptive statistics revealed that entrepreneurial networking structural dimensions had low mean 2.90 indication of disagreement influence on growth of SMEs. The inferential analysis revealed entrepreneurial networking structural dimensions had positive insignificant influence on growth of SMEs in Trans Nzoia County Kenya. The study recommends that the government as a policy setting organ to come up with conducive regulatory policies that encourage SME entrepreneurs/ operators to participate in entrepreneurial networking to address some of the challenges that inhibit growth of enterprises. The study also recommends that SME entrepreneurs should configure valuable entrepreneurial networking to access resources and information that enhance growth of enterprises.

Key Words

entrepreneurial networking structural dimensions

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