IMPACT OF MULTINATIONAL COMPANY ON NIGERIA ECONOMY (STUDY OF COCA- COLA BOTTLING COMPANY KADUNA.

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THE PROJECT IS SUBMITTED TO THE DEPARTMENT OF MARKETING, COLLEGE OF BUSINESS AND MANAGEMENT STUDIES, KADUNA POLYTECHNIC, KADUNA.

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DECLARATION

I sincerely declare that this project is a product record of my findings. All materials and works used in the research have been duly acknowledged in the reference section of this research work.

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APPROVAL PAGE

This research work was written by me **(Mariam Asabe Abubakar)**with registration number **KPT/CBMS/19/40624** and submitted in compliance with the established policy of the department of Marketing, College of Business and Management Studies (CBMS), Kaduna Polytechnic, Kaduna. It has been read and approved to meet the requirement for the award of Higher National Diploma in Marketing

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DEDICATION

This research project is pleasantly dedicated to Almighty Allah, the most gracious, most merciful and who has given me the strength and good health during the course of study; to my beloved parents for their support and efforts cannot be evaluated, their contribution, love and affection cannot be quantified. May Almighty Allah reward them abundantly (Amen).

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ABSTRACT

This project critically discusses and evaluate the Impact of multinational company on Nigeria economy (Study of Coca – Cola Bottling Company Kaduna) . The objectives of the study are; to examine the role of multinational corporations towards economic growth of Nigeria. to identify the factors determining the growth and success of multinational corporation in Nigeria . To examine the advantages of multinational corporation to their host country. It also looks forward to recommend further research topic: the multinational company has major role to play in the realization and fully acceptance of government policies and objectives especially in the area of economic development. The federal government has continued to encourage foreign investors to do business in Nigeria through series of incentive. The multinational companies should be more honest enough in their business undertaking and help the government to wage war against inflation economic depression other socio and economic vices. Genuine public policies should be seen to save and protect the interest of the majority rather than the few.

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CHAPTER ONE

1.0 Introduction

This chapter discuss background of the study, statement of the problem, objectives of the study, research questions, significance of the study, scope of the study, limitation of the study and definition of terms.

1.1 Background of the Study

Multinational Corporation is any organization that does manufacturing and marketing in many different countries William (2019). A Multinational Corporation is any firm with foreign subsidiaries, which extend the production and marketing of the firm beyond the boundaries of any one country Eze (2018).

They operate autonomously each catering to the special requirements of it's own national market requirement. In pursuing a national responsiveness strategy, the primary competitive advantage of MNCs was grounded in its ability to transfer technology, manufacturing know-how, brand name, identification and marketing and management skills from country to country. Standardized administrative procedures helped multinational companies to minimize their overhead costs in managing subsidiaries in the host country. They always negotiate with governments of the host countries before embacking on any production activities, this will now give them the ability to determine the opportunities and threat face with their establishment.

Many companies changed their operational and corporate strategy in order to match the requirement of foreign market. They try to gain household name in their host country by offering lower prices, higher quality goods, which will be attractive to the consumers.

Coca-cola, general motors, ford, IBM General Electric, Gulf Oil, Lever Brother, John Holt, UAC, Julius Berger, RCC and similar others, which produce consumer goods and manufacturing of products started using total quality management in their organization.

There are different categories of Multinational Corporations base on their area of specialization in the business they engage in, as well as the way they perform their business activities strategically.

Globalize strategies offered these multinational corporation opportunities to choose any strategy to enter any developing country.

began to emerge by using the strategic fit advantages of related diversification to build stronger competitive positions in several related global industries simultaneously. Being a diversified multinational corporation became competitively superior to being a single – business multinational corporation in cases where strategic fits existed across global industries.

Related diversification is most capable of producing competitive advantage for a multinational company where expertise in a core technology can be applied in different industries (at least one of which is global) and where there are important economies of scope and brand name advantages to being in a family of related business.

First World Multinational Corporations (MNCs) are both the hope of the Third Word Countries and the source of their strength. Third World Countries frequently seek to attract American multinationals for the jobs, they provide and for the technological transfers they promise.

Finally, it is good to differentiate the multinational corporation from globalization. Since Multinational Corporation is any company that does manufacturing and marketing in many different countries, globalization is a company that manufactures the component parts of a product in different countries.

1.2 Background History of Coca Cola Bottling Company Plc.

The Coca – cola company in Kaduna was established in the year 1976 when bottling commenced. It was to be the beginning of an exciting story of growth and development particularly during the last 10 years of the 20th century.

Nigerian Bottling Company is today Nigeria's No. 1 bottler of s oft drinks, selling more than 6 million bottles a day. This figure made which is still gaining with the continuing expansion of the existing 12 plants and the opening of new plants in various parts of the federation.

The success of the Coca – cola has brought with it the development of a number of many industries, all contributing to the growth of the Nigerian economy, the Delta Glass Company, Ugheli which supplies millions of bottles requires to keep a large bottling company in operation in operation and the crown product factory in Ijebu – Ode and Kano which manufacture the metal crown used to seal the bottle. The Benin Plastic Company makes plastic crates for carrying the bottles. In addition, the trucks which are familiar in many parts of the country delivering soft drinks to more than sixty thousand dealers are assembled in Nigeria. Nigerian Bottling Company employs over 6,00 Nigerians in all fields of operation.

Coca-Cola, or **Coke**, is a carbonated soft drink manufactured by The Coca-Cola Company. Originally marketed as a temperance drink and intended as a patent medicine, it was invented in the late 19th century by John Stith Pemberton and was bought out by businessman Asa Griggs Candler, whose marketing tactics led Coca-Cola to its dominance of the world soft-drink market throughout the 20th century. The drink's name refers to two of its original ingredients: coca leaves, and kola nuts (a source of caffeine).

The current formula of Coca-Cola remains a trade secret; however, a variety of reported recipes and experimental recreations have been published. The drink has inspired imitators and created a whole classification of soft drink: colas.

The Coca-Cola Company produces concentrate, which is then sold to licensed Coca-Cola bottlers throughout the world. The bottlers, who hold exclusive territory contracts with the company, produce the finished product in cans and bottles from the concentrate, in combination with filtered water and sweeteners. A typical 12-US-fluid-ounce (350 ml) can contains 38 grams (1.3 oz) of sugar (usually in the form of high-fructose corn syrup in North

America). The bottlers then sell, distribute, and merchandise Coca-Cola to retail stores, restaurants, and vending machines throughout the world. The Coca-Cola Company also sells concentrate for soda fountains of major restaurants and foodservice distributors.

The Coca-Cola Company has on occasion introduced other cola drinks under the Coke name. The most common of these is Diet Coke, along with others including Caffeine-Free Coca-Cola, Diet Coke Caffeine-Free, Coca-Cola Zero Sugar, Coca-Cola Cherry, Coca-Cola Vanilla, and special versions with lemon, lime, and coffee. Coca-Cola was called **Coca-Cola Classic** from July 1985 to 2009, to distinguish it from "New Coke". Based on Interbrand's "best global brand" study of 2020, Coca-Cola was the world's sixth most valuable brand. In 2013, Coke products were sold in over 200 countries worldwide, with consumers drinking more than 1.8 billion company beverage servings each day. Coca-Cola ranked No. 87 in the 2018 *Fortune* 500 list of the largest United States corporations by total revenue.

1.3 Statement of the Problem

In Nigeria, the activities of multinational companies have been identified as questionable or even unethical because of the harms they have caused on the society. Because of their formidable resource base, they dominate the economy, straddle the indigenous entrepreneur and in the process create a monopoly. In the oil sector which is the economic mainstay in Nigeria, these corporations perpetrate heinous activities such as pollution of the environment, inadequate technology transfer, violation of human rights, blunt refusal to discharge their social responsibilities, gas flaring which destroys wildlife, seafood's and farmland especially in the Niger-Delta region without adequate compensation. Equally, the activities of these multinational corporations have led to increase in anti-social activities like drug abuses, prostitution, kidnapping, armed robbery and murder etc. On the effect of these kidnappings on the socio-economic development of Nigeria, Ajaero submits that Nigeria lost N2.46 trillion in 2006, N 2.69 trillion in 2007 and N2.97 trillion in 2008 through attacks on oil installations resulting in shutdowns and spillages. Nigeria has also lost billions of Naira to foreign countries through act perpetrated by multinational companies such as tax evasion, bribery, under-declaration of profit, over-invoicing, smuggling, and racketeering.

Most of the multinational corporations operate by seeking and securing the opportunity for environment that has least cost of production of goods for world markets. This goal may be achieved through acquiring the most efficient locations for production facilities or obtaining taxation concession from host governments.

This has been looked upon by many has counterproductive to the host country. Though multinational corporations have contributed in terms of job creation but many of the employees of most Multinational Corporation are poor remunerated. However, the researcher is evaluating the role of multinational corporations towards economic growth of Nigeria.

1.4 Objectives of the Study

The following are the objectives of this study:

i To examine the role of multinational corporations towards economic growth of Nigeria.

ii To identify the factors determining the growth and success of multinational corporation in Nigeria.

iii To examine the demerits of multinational corporation to their host country.

1.5 Research Questions

i What is the role of multinational corporations towards economic growth of Nigeria?

ii What are the factors determining the growth and success of multinational corporation in Nigeria?

iii What are the demerits of Multinational Corporations to their host country?

1.6 Significance of the Study

The following are the significance of this study:

The outcome of this study will be useful to government of Nigeria and the general public on the role of multinational corporation in the economic growth in Nigeria.

This research will also serve as a resource base to other scholars and researchers interested in carrying out further research in this field subsequently, if applied will go to an extent to provide new explanation to the topic.

1.7 Scope of the Study

This study on the impact of multinational corporations on the Nigeria economy will cover how the multinational corporation has affected the economy of Nigeria.

1.8 Limitation of the Study

Financial constraint- Insufficient fund tends to impede the efficiency of the researcher in sourcing for the relevant materials, literature or information and in the process of data collection (internet, questionnaire and interview).

Time constraint- The researcher will simultaneously engage in this study with other academic work. This consequently will cut down on the time devoted for the research work.

1.9 Definition of Terms

Multinational Corporation: A multinational corporation may be defined as a company or group of companies with subsidiaries in more them one country. They owns (in whole or in part) control and mange income generating asset in than one country.

Global Corporation: A group of people having authority to operate as a single unit with separate legal existence affecting the whole world.

Corporate Planning: This is the establishment of objectives and formulation evaluation and section of polices, strategies, tactics and action requirement to achieve an objectives.

Globalization as a phenomenon is the most evident in the convergence in trade, finance and information flows across national boundaries.

Indigenous Skilled Man Power This refers to the number of people working or available for work who are skillful and belong to a place naturally.

Neocolonialism: This means control by powerful countries of former colonies or less developed countries by economic pressure.

Acquisition: Has been defined as a series of transition whereby a person (individual group of individuals or company) acquire control over the assets of a company either directly by becoming the owner of those assets or indirectly by obtaining control of the management of the company.

CHAPTER TWO

LITERATURE REVIEW

2.0 Introduction

This chapter discuss the review of related literature regarding the impact of multinational company on Nigeria economy. This section talks about related concepts, empirical review and theoretical framework.

2.1 Conceptualization

Multinational companies according to Busma (2020) are companies with subsidiaries all over the world, owned and controlled by capitalist and government of western Europe, the united state of American and partly Japan.

Some of these companies whose turnover worth billions of naira include Enuron, ITT, general motors, royal dutch, shell ford and so on. These companies have been actively involved in several economics and political activities even in the remotest part of third world countries.

Wilmot (2021) characterized multinational companies as agents of exploitation of "pillage" in terms of transfer of raw materials from the third world countries and high price of products in the first class countries.

Another point is that the bulk of the profits made are remitted to the United States of America and situation which includes coming. On the other hand it is obvious that some of the multinational companies really come into countries to invest make their money and as well help in the development of their host countries.

Bade and Onimade (2019) a maxist political economist argued that positions requiring executive authorizes one verily given to Nigerians. He did not cite any particular example to support his organization. In a chapter he highlighted the actual working method of multinational companies in Eastern region of Nigeria. His highlight was in connection with the establishment of port-land cement factory. He related the work of west Africa cement company limited (WACC) and that of the united company (UAC) along the government owned west Nigerian development corporation (WNDC). He come to the conclusion that two multinational completely monopolized all the major appointment and decision making bodies. Both authors in addition claimed that the income from their enterprises goes almost exclusively to foreigners, while the wages of skilled and unskilled wages earners in the third world countries. Remained at a subsistence level. Significant limit were put on expert that will complete in market with product of their subsidiaries simply to control and dictate the economics of these countries. Having multinational companies in Nigeria economy most especially Coca-Cola is a welcome idea the fact and understanding about this shall be expatiated subsequently. Some of the major objectives of multinational companies are as follows:

i. To enhance rapid technology in developing countries or state
ii. To improve social development
iii. Reduction of unemployment in the society
iv. To find product and deliver hydrocarbon safely, responsibly and economically for the benefit of all stakeholders (shell)
v. General provision of social amenities

However, the past decades save little in the achievement.

The preview topic has given at least a comprehensive and clear limit about what is meant by multinational companies. Having done that, this topic will review some well-known multinational companies that exist in Nigeria multinational companies that exist in Nigeria Unilever Plc.

The first multinational company to be looked at is lever brother limited (LBN) which is now limited Plc. It is a corporate entity that is engaged in the manufacturing and sales of detergent. Edible oils and fats, drinks and preparations from the humble beginning about seventy two years ago. Unilever, the oldest surviving manufacturing company in the country has today grown to its present positions as one of the biggest private corporation bodies in Nigeria.

The history of Unilever (former LBN) cannot be complete without the original holding in the company to which it belonged, and the history of Unilever is linked to the history of one man, William Hasket lever, who proud a genius in his successful pioneering business among contemporaries of his days. Unilever is among the largest multinational and multi-product corporation in the world today. Modern economics condition favours the growth of multinational companies, and today those European companies of sizes have to look beyond their national boundaries for growth. There has been accelerated change in international demand and supply condition on demand side, as income expanded and communications have improved, an international taste has become more standardized. On supply side, development in capital intensive technology and the increase cost of research and development programme have reinforce the companies to seek new market spread cost economically.

2.2. Concept of Multinational Company

There are myriads of definitions in connection with multinational corporations; it is sufficient to note a number of its characteristics. In the first place, multinational corporations make direct investments in foreign countries.

MNCs are characterized by a parent firm and a cluster of subsidiaries or branches in various countries with a common pool of managerial, financial, and technical resources. The parent firm operates the whole in terms of a coordinated global strategy. Purchasing, production, marketing, research, etc., are organized and managed by the parent in order to achieve its long-term goal of corporate growth. Multinational Corporations have been broadly defined as business firms that uphold value added-holdings overseas.

According to Spero and Hart (2019) a multinational corporation (MNC) is a business enterprise that maintains direct investments overseas and that upholds value-added holdings in more than one country. An enterprise is not truly multinational if it only operates in overseas or as a contractor to foreign firms. A multinational firm sends abroad a package of capital, technology, managerial talent, and marketing skills to carry out production in foreign countries. Dunning (2018) supports the same view and defined MNC as an enterprise that engages in foreign direct investment (FDI) and owns or, in some way, controls value added holdings in more than one country.

Hennart (2018) defines MNC in a different way by envisaging it as a privately owned institution devised to organize, through employment contracts, interdependencies between individuals located in more than one country. Multinational Corporations according to Kogut and Zander (2003) are economic organizations that grow from its national origins to spanning across borders.

Hill (2015) views Multinational Enterprise as any business that has productive activities in two or more countries. According to him; certain characteristics of Multinational Corporations should be identified at the start since they serve, in part, as their defining features. Multinational Corporations are usually very large corporate entities that while having their base of operations in one nation—the "home nation"—carries out and conducts business in at least one other, but usually many nations, referred to as "host nations. Kim (2019) in agreement with this proposition envisages Multinational Corporations as very large entities having a global

presence and reach. Multinational corporations (MNCs) can spur economic activities in developing countries and provide an opportunity to improve the qualities of life, economic growth, and regional and global commons Litvin (2018).

According to Gilpin (2017) cited in Osugwa and Onyebuchi (2018) 'the principal objective of multinational corporations is to secure the least costly production of goods for world markets. This goal may be achieved through acquiring the most efficient locations for production facilities or obtaining taxation concession from host governments. This objective confirms the views of the Marxist who see the MNCs as progressive agents of capitalism. Multinational company lies in the fact that its managerial headquarter is located in one country while the company carries out operation in a number of other countries as well.

Okwandu and Jaja (2016) define it as a large enterprise with operations and divisions spread over several countries but controlled by a central headquarters. Multinational corporation is an enterprise which possesses at least one unit of production in a foreign country Meier and Schier(2001). MNC is an organization owing or controlling enterprises or physical and financial assets in at least two countries of global economy and opting for a multi-domestic strategy founded on social-economic differences of these countries as a reply to specific local demand. The multinational corporation or enterprise generally consists of the parent company (the resident of one country) and at least one affiliate (resident of another country).

Andreff (2018) defines the MNC in a more theoretical way as an enterprise whose capital is acquired in the process of international accumulation. Porter (2018) defined Multinational Company (MNC) as a company with operations in more than one country. It can also be referred to as an international corporation. The international Labor Organization (ILO) has defined a MNC as a corporation that has its management headquarters in one country, known as the home country, and operates in several other countries, known as host countries. The operations outside the company's home country may be linked to the parent by merger, operated as subsidiaries, or have considerable autonomy.

2.2.1 Concept of Economy

An economy is the large set of inter-related production, consumption, and exchange activities that aid in determining how scarce resources are allocated. The production, consumption, and distribution of goods and services are used to fulfill the needs of those living and operating within the economy, which is also referred to as an economic system. An economy encompasses all activity related to production, consumption, and trade of goods and services in an area. These decisions are made through some combination of market transactions and collective or hierarchical decision making. Everyone from individuals to entities such as families, corporations, and governments participate in this process. The economy of a particular region or country is governed by its culture, laws, history, and geography, among other factors, and it evolves due to the choices and actions of the participants. For this reason, no two economies are identical.

The word economy is Greek and means "household management." Economics as an area of study was touched on by philosophers in ancient Greece, notably Aristotle, but the modern study of economics began in 18th century Europe, particularly in Scotland and France.

The Scottish philosopher and economist Adam Smith, who in 1776 wrote the famous economic book called *The Wealth of Nations*, was thought of in his own time as a moral philosopher. He and his contemporaries believed that economies evolved from pre-historic bartering systems to money-driven and eventually credit-based economies.

During the 19th century, technology and the growth of international trade created stronger ties among countries, a process that accelerated into the Great Depression and World War II. After 50 years of the Cold War, the late 20th and early 21st centuries have seen a renewed globalization of economies.

2.3 Negative Effects of Multinational Corporations on Nigerian Economy

Nigeria is very much affected by the negative activities Nigeria. These companies have blatantly degrades our environment, farmlands, wildlife, rivers through gas flaring, oil spillages Ibeanu (2019). At the same time, millions of naira have been lost on these issues because they seriously impede economic growth and development of the country. For instance, Nigerians lost 2.456 trillion in 2016, 2.69 in 2017 and 2.97 in 2008 as a result of the activities of these multinationals.

i Technological backwardness: It is in this area that the MNCs are regarded as the worst culprits because it is in this section that the MNCs play their greatest trick imaginable. The MNCs by way of purporting to help industrialize Nigeria create a branch-plant economy of small inefficient firms incapable of propelling overall development. The local subsidiaries exist only as enclaves in the host economy rather than as engines of self-reliant growth. These corporations intentionally and deceitfully introduce inappropriate types of technologies that hinder indigenous technological developments. These MNCs employ capital intensive productive techniques that cause unemployment. All these prevent the emergence of domestic technologies. Before the advent of the MNCs, in Nigeria, there were so many assorted types of technologies all over the country, though they were of low scale type. The MNCs rather than help them grow knocks them off systematically through the introduction of more advanced technologies. The MNC both retain the control of the most advanced technology and do not transfer it to Nigeria or the rest of the developing economies at reasonable prices.

ii The negative impact of MNCs on Nigerian economy is most conspicuous in this area of technology transfer. Ozoigbo and Chukuezi (2019) noted that there are four main reasons for this assertion;

a) Most of the imported technologies came under the industrial property system of restrictive patterns and license. This is a very sensitive barrier for Nigeria. The implication of this is that Nigerians cannot copy and internalize these technologies even if they have the capacity.

Because of this, Nigeria has to make do with dependent development, which has several deleterious economic consequences.

b) The MNCs jealously guard the technological know-how of their technologies by way of refusing to make use of competent staff. The MNCs instead use mere technicians who are at the last rung of productive process and simply assemble together what they knew not how it was produced. By implication Nigerians cannot learn from the technicians the intricacies involved in the production of the material or product.

c) Another point of skillful deceit by the MNCs is the fact that where qualified and competent indigenous staff are to be exposed to the technological know-how of a type of production.

Sometimes the type of technology they are exposed to is so sophisticated that they are mesmerized by it. In some cases, the high capital that may be needed simply embarrasses the nation in that they cannot afford it instead she
prefers to forget about it.

d) The MNCs increase the mal-distribution of income in Nigeria and other less developed countries. The case of oil workers earning in a month what some federal civil servants earn in a year does not augur well with the development of the nation. This step creates a class-conscious society, which does not help development as such. Therefore, the type of technology that the MNCs imported into the country is the one that serves the few urban elite because only they have the resources to get at it while the generality of the populace continue to face stark underdevelopment.

iii) - Structural Distortion*:* The principle of industrialization in an open economy of the Nigerian government in relation to the MNCs has given the MNCs the freedom to choose their line of operations, the locations of their industry and other productive processes. The MNCs natural base is usually in urban centers of the Nigerian society like Lagos, Kaduna, Enugu and Port- Harcourt. The industries in these cities are mainly those of oil and consumer goods. This urban concentration of MNCs distorted the structure of the society by enhancing an uneven "development".

iv*) - Political Instability**:* Because these corporations require a stable host government, which of course is sympathetic to capitalism, they try as much as possible to directly protect the existing government whenever a reactionary leader or group seems to take over the government. The MNCs try to maintain the status quo that is, dependent development which encourages the emergence of authoritarian regimes in the host country and go ahead to create alliances between international capitalist and domestic capitalist elite. This exploitative alliance is sustained by the intervention of the corporations' home governments in the internal affairs of the less developed countries. In this fashion, foreign investment tends to make the host country politically dependent upon the metropolitan country, Gilpin (2017).

It is on record that the MNCs kept President Mobutu of Zaire in power for so long because he was tutelage to them and with MNCs they sucked dry the economy of Zaire. The MNCs equally were responsible for the early exit and assassination of Patrice Lumumba because he would not allow their exploitative activities. The same story is true of Captain Thomas Sankara of Burkina Fasso and so many others. So the multinationals in the third world in particular and Africa at large have gained much from the political instability that exists here and there. Africa now has the greatest number of countries experiencing one kind of political crisis**.**

v) Profit Repatriation: These corporations have siphoned our economy by sending bulk of their profits to their home countries which they could have invested to develop our country, thereby, subjecting us to the whips and caprices of underdevelopment. Consequently, the royalties or pittance paid to the government by these MNCs are so inconsequential that they cannot be invested into heavy industrial projects. Today we are suffering from economic underdevelopment because of capital flight.

vi) Bribery and corruption: These corporations are one of the agents of corruption in Nigeria. They have influenced our leaders negatively through bribes to earn their ends meet. This is a wrong signal to the
international community and a big minus for Nigerians' image and reputation.

vii) Salary Discrimination: Multinational corporations adopt discriminatory salary policies. Expatriates are highly paid while Nigerians are given peanuts when compared to what expatriates are earning monthly or annually. For instance, I personally witnessed this scenario at 7-up Bottling Company and Ama Breweries plc. Located in Enugu. These companies not only pay fat salaries to these expatriates but also take responsibility for their up-keep to the extent of feeding their dogs.

viii) Inadequate Provision of Social Responsibilities: Multinational corporations have not done much in terms of social responsibilities. For instance, the largest oil producer in the country, Royal Dutch/Shell has been repeatedly criticized. In the early 1990s, several ethnic groups in Nigeria, which was ruled by a military dictatorship, protested against foreign oil companies for causing widespread pollution and failing to invest in the communities from which they extracted oil.

ix) *Cultural Degradation*: The adverse effects of the presence and operations of MNCs in Nigeria are also felt in the area of our cherished cultural heritage. Indeed, there are negative effects of foreign direct investment on the cultural and social well-being of

Nigeria and other fewer developing countries. The domineering presence of the MNCs in Nigeria is characterized as constituting a form of "cultural imperialism or *co*lonization of the society" Gilpin, (2017), through which Nigeria and indeed, the rest of the developing countries lose control over their culture and social development. These multinationals undermine the traditional values of the Nigerian society and introduce through its advertising and business practices, new values and tastes inappropriate to the Nigeria nation. An instance of this is the introduction of foreign violent and crime-laden films and videos as well as pornographic materials into Nigeria. It has been rightly observed that these foreign values are not only bad in themselves but are detrimental to the development of the country because they create demands for luxury and other goods that do not meet the true needs of the common masses.

In considering the issue of the transfer of inappropriate technology, it has to be noted that Nigeria and other third world economies want not only the most advanced technologies but also labor-intensive technology, which will serve as appropriate technology, in order to maximize employment. Furthermore, the transfer of capital-intensive technology by the MNCs is not beneficial to the less developing economies like Nigeria. This is true because what would have taken a lot of time doing, machines do better in a lesser time and thereby save costs. The charge of cultural imperialism, despite its veracity, has to be stated at the same time that the very process of economic growth or development itself is destructive of traditional values, since it necessarily involves the creation of new tastes and unaccustomed desires. MNCs are inherently exploitative. Stopford (2018) states that advocacy groups often portray multinationals as globetrotting sweatshop operators, indifferent polluters, and systematic tax evaders. Exploitation remains a problem. But how much of this is a function of business in general, rather than MNCs in particular? He claims that smaller, local firms often can be much more exploitative than foreigners.

Multinationals typically pay at or above the going wage and provide superior training. But even if most MNCs are well intentioned, they suffer from a credibility gap.

Perhaps unwittingly, MNCs can fuel public concern by being culturally insensitive, not honoring promises made by their predecessors, and being inconsistent in other aspects of their "social contract" with local society. With regard to the environment, international big business is both the creator of pollution and the only resource available for its cleanup. The MNCs' record on pollution pales in comparison with those of many local businesses and state-owned enterprises. The issue of tax evasion continues to generate acrimonious debate, despite guidelines produced by the Organization for Economic Cooperation and Development. Multinational

corporations protest that they pay their taxes responsibly. When many MNCs conclude that the host government had abandoned its favorable investment climate. They cut back on capital spending, closed some plants, and moved money offshore.

***Employment policies:** These corporations are in the habit of employing expatriates to fill in the key positions. That is why they adopt ethnocentric model of staff selection where expatriates are given preference in terms of recruitment and selection. This is inimical to the economic growth and development.

2.4 Management of Multinational Corporations in Nigeria

Managing multinational corporations require a different set of conceptual tools

than in the case of purely domestic firms. In particular, it is important to understand the Fundamental economic, strategic, structural, organizational, and socio -political issues that have Impact on the process of international expansion of the firms, on the linkages between foreign subsidiaries and corporate headquarters in the home country, and on the relationship between the multinational firms and interest groups in the foreign countries, including the government, labor unions, customers and suppliers. Their employment modes such as polycentric, ethnocentric and geocentric should be seriously taken into consideration in order to achieve effectiveness and efficiency in their managerial process. Bernadine (2018) identifies four possible models. These models include:

Ethnocentric model: This model works within the assumption that management and human resource practices are critical core competence to a firm's competitive advantage and as such should not be trifled with nor compromised (Bird et al, 2018). Under this model, the foreign subsidiaries tend to have little autonomy and operations and decisions are typically centralized at the headquarters. The bulk of the management staff is usually sent from the headquarters and comprises mainly the Parent Company Nationals. Most Japanese and American organizations are known to use this approach in recruiting and deploying their staff.

Polycentric Model: This model handles subsidiary as a distinct entity with some level of decision making authority. Under this model both the management and the supporting staff are usually selected competitively from the local labour market. The only challenge is that in most cases, these local personnel are hardly ever promoted to work outside their local environment either in other countries where the company has subsidiaries or in the headquarters. This model is cheaper in addition to being more adaptable to local conditions.

Geocentric Model: This model tries to remove the boundaries and separating lines between the parent company and the subsidiaries scattered all over the globe. It strives to integrate its businesses with the relationships based on collaboration and mutual reciprocity Onodugo (2019). Under this model, the organization begin to see itself as having a global workforce that can be deployed and utilized in a variety of ways throughout the world. Key positions tend to be filled by the most qualified individuals regardless of nationality, race or colour. Staff remunerations in companies that are geocentric are generally based on global market rates and standards. Pay and work considerations are solely based on individual contributions to the organization rather than country of origin.

It is important to note that within the contextual needs of developing countries any model chosen must strike a balance between maximizing its huge labour potential and providing opportunities for technology transfer. A critical look at the models enumerated above, one can suggest that, for multinational corporations to thrive in Nigeria, polycentric and geocentric.

Models or approaches to staff selection be adopted. They increase the chances of technology transfer. The best strategy again is for developing countries like Nigeria to initiate standard policies that will be binding on the operations of multinational corporations in Nigeria.

2.5 Ways of Minimizing Negative Effects of Multinational Corporations in Nigeria.

These negative effects of multinational corporations on Nigerian economy can be reduced through the instrumentality of:

- **Government active intervention and honest participation:** Although government herself is guilty of unethical practices like bribery and corruption but she can still influence operations of multinational corporations positively in order to reduce the magnitude of their nefarious activities on Nigerian economy. Assistance from government can be planned and programmed as a component in a national environment program. This can be achieved in three broad ways: Inform, sensitize and engage businesses in dialogue and negotiations concerning voluntary initiatives. Secondly, offering incentives and assistance to firms seeking to adopt more environmentally responsible business models. Thirdly, re- enforcing monitoring environmental conditions and enforces sanctions (Mazurkiewicz, 2019).

- **Strict penalties and sanctions:** These have the capacity to curb corrupt practices. Government should impose more severe penalties on the directors of companies and threats of corporate closure.
- **Corporate Environmental Policy:** Companies committed to reducing their environmental impact usually create a set of environmental principles and standards, often including formal goals. At minimum, most of such statements express a company's intentions to respect the environment in the design, production and distribution of its products and services; to commit the company to be in full compliance with all laws and go beyond compliance whenever possible; and establish an open-book policy whereby employees, community members and others can be informed of any potentially adverse effects the company might have on the environment.
- **Environmental Scanning:** Before a company attempts to reduce its impact on the environment, it is essential that it first gains a full understanding of it. For most companies, this usually involves some kind of environmental audit. The goal of audits is to understand the type and amount of resources used by a company, product line or facility, and the types of waste and emissions generated. Some companies also try to quantify this data in monetary terms to understand the bottom-line impact. This also helps to set priorities as to how a company can get the greatest return on its efforts, Onwuchekwa (2019).
- **Employee Training/ Involvement:** Leadership of companies recognizes that to be effective, an environmental policy needs to be embraced by employees throughout the organization, not just those whose work is related to the environment. To do that, companies should engage in a variety of activities, especially education, to help employees understand the environmental impact of their jobs and to support their efforts to make positive changes. Some companies go further, helping employees become

more environmentally responsible throughout their daily lives, helping them build a true environmental ethics. Besides education, many companies create incentives, rewards and recognition programs for employees who demonstrate their environmental commitment.

- **Green Procurement:** To help ensure that their products and processes are environmentally responsible, many companies seek to buy greener products and materials from their suppliers. Some companies participate in buyers' groups in which they leverage their collective buying clout and power to push suppliers to consider alternative products or processes.
- **Green Products:** Products themselves may be made more environmentally friendly, with regard to, for example, the control of emissions, noise, reduced health and safety risks, and reduced energy requirements.
- **Effective Regulatory Mechanism:** investors must be thoroughly screened so that genuine ones can be allowed to do business. This will ensure that the kind of investment that is welcomed is one that can complement the developmental objective of the host country and equally ensure that only multinationals that meet the developmental objectives are welcomed.

2.6 Impact of some selected Multinationals Companies on the Nigeria Economy

Coca-Cola Plc.

Coca-Cola as a multinational company has aid in the reduction of unemployment in our society by providing job opportunities and also the provision of social amenities by means of road construction, pipe bore water (erection of bore holes), electricity and education for the less privilege by offering them scholarship, building of schools across the country in conclusion, it has contributes to the generation of revenue to the government by paying its tax.

It negative impact include air pollution and the damage done on our major road as a result of the constant use of it, their machine consumes more electricity power reducing the current of other neighbouring communities.

Shell Nigeria Plc.

Shell has contribute positively in the supporting government policies by strengthen business growth and promote transparency is support of the federal government anti-corruption campaign. It has also aid the construction of infrastructure and social amenities in the Nigeria Delta regions. Furthermore it has provided job opportunity for many Nigerians and finally shell has contributed immensely in reduction of oil scarcity in Nigeria. However, it has a negative impact on its host communities and his include, chemical waste dump which has affected the productivity of farm produce, the natural resources such as stream rivers ocean has also been affected by the chemical waste been dumped in it and as a result harmful to the inhabitant of that community and finally oil exploitation has also done enough damage on our land (erosion).

Guinness Nigeria Plc.

Guinness Nigeria plc started from a small beginning as a trading company in 1950, at that time, it was purely importation of Guinness stout from bushin to Nigeria for sale, the success of the trade necessitates the building of a brewery in Ikeja Lagos for the brewery of Guinness stout 1962, Ikeja was the first Guinness brewery stout. The Ikeja brewery expanded nearly terrified by 1973 and 1974 respectively as a multinational company the company started brewing harp larger bear in 1973 with the building of a brewery in Benin city, Edo state. This brewery was expanded in 1978 also to produce Guinness stout. The companies grow from stage to stage until it reaches its peak which is the present position of Guinness Nigeria Plc.

The impact of this company on Nigeria economy is that, it provides job opportunity, social amenities to it hot community while it effect on host community is pollution (air, noise) as a result of the factory work done at the plant. Bade and Onimade (2019).

Positively Guinness Nigeria Plc has contributed in the eradication of poverty by training people to be self-employed through entrepreneurship and also contributed to government revenue. However, it negative impact on the economy is noise, pollution from it plant.

Nigerian Bottling Company Plc (NBC)

Bade and Onimade (2019) revealed that, the Nigeria bottling company was incorporated in Nigeria in November 1951, to bottle a carbonated non-alcoholic beverage. It started in Nigeria from a small beginning as a trading company in the early 80's at that time, it was purely the important of coca-cola to Nigeria for sale. Due to the huge demand of its product and success of the trade necessitates the building of a plant in Lagos which was the first plant in 1951.

Cadbury Nigeria Plc.

Cadbury has positively contributed to the production of food and beverages thereby reducing the level of food scarcity across the country and production of fourth business unit which is the industrial material unit convey plant in Lagos and tomatoes Purce factory in Jos and finally has reduce the level of Job seekers and many Nigerians are being trained to work in this factory however, the company has engaged in monopolistic art and through these the mass are exploited as the price of product increase almost everyday some of their product expiring ate are too short (i.e the product sometimes are substandard) making trader loss their money when the goods are not sold as a result of increase in price and decrease in standard.

2.7 Theoretical Review

Three theories were reviewed to explain the relationship between multinational corporations and Nigerian Economy. They include New Trade Theory, Unequal Exchange and Dependency Thories.

New Trade Theory was propounded by Tejvannne and Pettinger(2017).It proposes that a critical factor in determining international patterns of trade are the very substantial economies of scale and network effects that can occur in key industries. These economies of scale and network of effects can be so significant that they outweigh the more traditional theory of comparative advantage. Economies of scale are factors that cause the average cost of producing something to fall as the volume of its output increases. Economies of scale were the main drivers of corporate gigantism in the 20th century. They were fundamental to Henry Ford's assembly line and they will continue to be the spur to many mergers and acquisitions today.

New Trade theory is a factor that explains the growth of globalization which multinational corporations serve as main agents. It means that poorer, developing economies may struggle to ever develop certain industries because they lag too far behind the economies of scale enjoyed in the developed world. The theory suggests that government might have a role to play in promoting new industries and supporting the growth of key industries. A developing economy may need tariff protection and domestic subsidy to encourage the creation of capital intensive industries. If the industries get support for few years, it will be able to exploit economies of scale and then be competitive without government support.

New Trade Theory is not primarily about advocating government intervention in industry. It is more a recognition that economies of scale are a key factor in influencing the development of trade. It also suggests that free trade and laissez fair government intervention may be much less desirable for developing economies who find themselves unable to compete with established multinationals.

Dependency Theory

This study is anchored on dependency theory developed by Boxborough (2019). According to the theory" dependency implies a kind of parasitic relationship that exists between the highly industrialized and the less developed ones in a manner that ensures the continuous advancement of the former to the detriment of the later. The theory defines the relationship between Nigeria and the multinational corporations, especially their owners. This theory represents the complex politico-economic relationship that binds the advanced capitalist countries of the Centre and the other countries in the periphery such that the movement and structure of the former decisively determine those of the later in a fashion somehow detrimental to the economic progress of the other societies.

Countries, such as Ghana, that once experimented with the dependency theory have achieved neither prosperity nor greater economic independence. Rather they have experienced much poverty, misery and greater dependence on international aid and charity Ahiakpor (2019).

Unequal Exchange Theory

The Theory of equal exchange equally explains situation in Nigeria. According to Arghiri (2019), underdeveloped countries are exploited through the process of unequal exchange. In the realm of international trade, when the former sell their commodities below value and at the same time buy commodities from the developed countries above the value; this provides a veritable means of under development. In Nigeria, our crude oil is sold at a much reduced price to the Multinational Corporations who refine it and sell to us at very exorbitant prices.

2.8 Summary of the Review

As a result of the review of other related work on secondary source on the impact of multinational companies in the Nigeria economy, it has been observed that the establishment of these companies has in so many way boost the economy of Nigeria both within and outside the country. The establishment of these companies has both positive and negative impact on the Nigerian economy, however the advantages have over shadowed the disadvantages as revealed by the relevant literature.

CHAPTER THREE

RESEARCH METHODOLOGY

3.0 Introduction

This is a research that is undertaken after the event has taken place and data are already in existence, it may be considered as embracing the whole field of human past as broad as life itself, although the data must be viewed with historical perspective. Its findings and conclusions are also subject to the researcher's opinion because it looked at the past event in order to understand the past and predict the future with such findings, Osuala (1982).

3.1 Research Design

The researcher used survey method of sampling to conduct the research work. Survey sampling method is a method whereby a group is divided into portion and one is picked. Coca-cola was chosen for convenience sake in order to obtain validity with the cost creates speed and accuracy in relation to the study.

3.2 Area of the Study

The area of this study is Coca-Cola bottling company, located at area 1 Garki, Abuja, Nigeria.

3.3 Population and Sample Size

The population of the study refers to the collection of the whole data under consideration for the purpose of research (ICAN, 2016). In this case the management and staff of Coca-cola bottling company constitute the population for these study which are 300 personnel in the organization.

Sample is the reduction of data to a manageable proportion and for a meaningful analysis, source: OSUALA (1982). The sample Size of this study is the Coca-cola bottling company. The selected companies are closely studied to get relevant data on the impact of multinational companies in the development of Nigeria economy.

3.4 Sample Size and Sampling Technique

The researcher shall use random sampling technique to draw sample size for the study. Therefore, the sample size for the study is 168 respondents.

The choice of the sample size will be adopted from krejcie and Morgan table for determining sample size.

3.5 Instruments of Data Collection

The researcher employed the use of structured questionnaire that allows for a gradual response. The questionnaire was designed using Likert's scale rating of five (5) points ranging from 5, 4, 3, 2, & 1 with a degree of Strongly Agreed (SA), Agree (A), Undecided (U), Disagree (D), and Strongly Disagree (SD) respectively. The choice of this method is because it is less cumbersome and non-complex in nature. It allows respondents to choose from options with a degree of agreeing to the statement or disagree as the case may be. Also, they are easy to administer and help keep the respondent's mind fixed to the subject and facilitate the process of tabulation, analysis and scientific generalizations.

3.6 Validity of Instruments

The questionnaire formulated for the purpose of this research work will be presented to the project supervisor for validation, on which immeasurable comments and observations were made and necessary corrections based on the supervisor and two other experts. Observations were affected on the questionnaire before been administered to the studied respondents.

3.7 Reliability of Instrument

In order to determine the reliability of the instrument (questionnaire), the researcher will employ test retest technique of validity test. In this case, the researcher will first structure the questionnaire and distribute 20 copies to the respondents and retrieved them back in order to assess whether the respondents understand the contents of the questionnaire or not, and make any necessary correction there-from before the administration of the actual questionnaire that were presented and analyzed for the purpose of this study.

3.9 Method of Data Presentation and Analysis

The data collected will be presented in tables of frequency showing the different values of random variables together with their associated or corresponding frequencies; while the analysis are based on the use of Mean Score (x) to ascertain the degree of agreement and disagreement of each statement/variable. The Mean statistical method was made possible with the Likert's Rating Scale of 5 — 1, that is.:

SA Strongly Agreed = 5;

A Agreed = 4;

UD Undecided = 3;

D Disagree = 2; and

SA Strongly Agree = 1.

With this method, survey statements are either accepted (agreed) or rejected (disagreed) with a cut-off point of 3.00, derived as shown below:

$$\frac{5+4+3+2+1}{5} \quad \frac{15}{5} = \mathbf{3.00}$$

The formula for mean score is as follows:

Mean (x) = $\frac{\sum fx}{\sum f}$ Where; f = frequency x = rating points

$\sum f$= Total frequency $\sum$ = Summation

CHAPTER FOUR

DATA PRESENTATION AND ANALYSIS

4.0 Introduction

This chapter deals with the presentation and analysis of data collected from the respondents, that is, the staff of 7up Bottling Company Limited Kakuri Kaduna. The researcher classified the respondents in terms of age, sex, and level of education. Data collected through questionnaires were analyzed to arrive at concrete conclusion and provide the summary of the research findings and as well discuss such findings.

A total of 50 questionnaires were distributed to the staff, out of which 3 were not returned, 1 were badly damaged and 1 was returned blank, while 45 were validly answered and returned by the respondents. The 45 that were validly retrieved from the respondents represent 95% of the total questionnaires administered on the respondents, while the remaining 5 questionnaires that were not retrieved only accounted for about 5% of the total questionnaires.

4.1 Data Presentation and Analysis

Characteristics of Respondents Table

4.2.1: Sex Distribution

Option	**No. of Respondent**	**Percentage (%)**
Male	30	66.7
Female	15	33.3
Total	**45**	**100**

Source: Field Survey, 2021

Table 4.1.2 shows that 30 of the sampled staff representing 66.7% of the total respondents were male and 15 workers which represent 33.3% of the total respondents were female. This is an indication that the factory required more of the services of men than women in carrying out its activities.

Table 4.2.2: Classification of Age

Option	No. of Respondent	Percentage (%)
18-35 years	5	11.11
36-55 years	25	55.6
56 and above	15	33.3
Total	**45**	**100**

Source: Field Survey, 2021

Table 4.2.2 displays the age of respondents. The analysis shows that 5 workers representing 11.11% of the respondents are within the age bracket of 18 - 35 years, while 25 staff representing 55.6% of the respondents were aged 36 - 55 years and the remaining 15 workers representing 33.3% of the respondents are aged 56 years and above. This indicates that most of the workers are within their active and productive age.

Table 4.2.3: Academic Qualification

Option	No. of Respondent	Percentage (%)
SSCE/GRD II	5	11.11
NCE/ND	8	17.7
HND/B. Sc./B.ED	18	40.0
Post Graduate	11	24.5
Profess Qualification	3	6.7
Total	**45**	**100**

Source: Field Survey, 2021

Table 4.2.3 shows the educational qualification of respondents. The analysis clearly indicated that 11.11% of workers representing 5 sample respondents have SSCE and grade II certificate, 17.7% obtained NCE/ND qualification in terms of educational background, 40% representing 18 people fall within the category of HND/B.Sc./B.ED. While 24% of the staff had postgraduate result and 6.7% of them had professional qualification. This implies that a good number of the staff are educated.

4.2 Data Presentation

Table 4.3.1: Data presentation;

Instruction: The Likert scale to use is: **SD=Strongly Disagree D=Disagree**

N= Neutral, A=Agree, SA=Strongly Agree

Research Question 1: what are the role of multinational corporations towards economic growth of Nigeria?

S/N	Variables		SA	A	UD	D	SD	Total	Mean	Remark
1	Multinational company MNCs help a developing host country by increasing investment, income and employment in its economy	F	80	70	6	8	2	576/168	3.4	Agreed
		X	5	4	3	2	1			
		FX	250	280	18	16	2			
2	They contribute to the rapid process of development of the country through transfer of technology, finance and modern management.	F	70	70	20	3	5	701/168	4.2	Agreed
		X	5	4	3	2	1			
		FX	350	280	60	6	5			

3	MNCs help a developing host country by increasing investment, income and employment in its economy.	F	69	70	21	5	3	701/168	4.2	Agreed
		X	5	4	3	2	1			
		FX	345	280	63	10	3			
4	They contribute to the rapid process of development of the country through transfer of technology, finance and Tnodern management.	F	65	70	20	5	8	683/168	4.1	Agreed
		X	5	4	3	2	1			
		FX	325	280	60	10	8			
5	MNCs by producing certain required goods in the host country help in reducing its dependence on imports.	F	60	60	30	10	8	658/168	3.9	Agreed
		X	5	4	3	2	1			
		FX	300	240	90	20	8			

Source: Author, 2022

From the table above, respondents were asked to identify the role of multinational corporations towards economic growth of Nigeria. It was found that, Multinational company

MNCs help a developing host country by increasing investment, income and employment in its economy with the means score of 3.4. the respondents also agreed that, multinational companies contribute to the rapid process of development of the country through transfer of technology, finance and modern management. With the mean score of 4.2. so also, the respondents also agreed that, contribute to the rapid process of development of the country through transfer of technology, finance and modern management. In the same vein, it was agreed that, MNCs help a developing host country by increasing investment, income and employment in its economy. Finally, it was found that, MNCs by producing certain required goods in the host country help in reducing its dependence on imports.

Research Question 2: what are the factors determining the growth and success of multinational corporation in Nigeria?

S/N	Variables		SA	A	UD	D	SD	Total	Mean	Remark
1	Huge financial resources.	F	80	70	6	8	2	576/168	3.4	Agreed
		X	5	4	3	2	1			
		FX	250	280	18	16	2			
2	More effective and economical utilisation of funds through transfer of excess funds from one country to another.	F	70	70	20	3	5	701/168	4.2	Agreed
		X	5	4	3	2	1			
		FX	350	280	60	6	5			
3	Easy access to foreign capital markets.	F	69	70	21	5	3	701/168	4.2	Agreed
		X	5	4	3	2	1			
		FX	345	280	63	10	3			
4	Easy mobilization of high quality resources of different types	F	65	70	20	5	8	683/168	4.1	Agreed
		X	5	4	3	2	1			

		FX	325	280	60	10	8			

Source: Author, 2022

From the table above, respondents were asked to identify the factors determining the growth and success of multinational corporation in Nigeria. It was found that, Huge financial resources couple with More effective and economical utilisation of funds through transfer of excess funds from one country to another.

Were agreed to be the factors determining the growth and success of multinational corporation in Nigeria. The respondents also agreed that, Easy access to foreign capital markets and Easy mobilization of high quality resources of different types are also among the factors determining the growth and success of multinational corporation in Nigeria

Research Question 3: What are the demerits of multinational corporations to their host country?

S/N	Variables		SA	A	UD	D	SD	Total	Mean	Remark
1	The host nation may lose control over its own economy.	F	80	70	6	8	2	576/168	3.4	Agreed
		X	5	4	3	2	1			
		FX	250	280	18	16	2			
2	Negative impact on the host's balance of payments because of heavy imports of spares and components.	F	70	70	20	3	5	701/168	4.2	Agreed
		X	5	4	3	2	1			
		FX	350	280	60	6	5			

3	Exploitation of the hosts' irreplenishable natural resources leading to the dwindling of these.	F X	69 5	70 4	21 3	5 2	3 1	701/168	4.2	Agreed
		FX	345	280	63	10	3			
4	Exploitation of labour of the host when the country needs it	F X	65 5	70 4	20 3	5 2	8 1	683/168	4.1	Agreed
		FX	325	280	60	10	8			

Source: Author, 2022

From the table above, respondents were asked to identify the demerits of multinational corporations to their host country. It was agreed that, the host nation may lose control over its own economy with the mean score of 3.4. it was also agreed that, Negative impact on the host's balance of payments because of heavy imports of spares and components 4.2. so also, respondents also agreed that, Exploitation of labour of the host when the country needs it with a mean score of 4.1

4.4 Summary of Result

i Multinational company MNCs help a developing host country by increasing investment, income and employment in its economy

ii MNCs by producing certain required goods in the host country help in reducing its dependence on imports.

iii More effective and economical utilisation of funds through transfer of excess funds from one country to another. Determines the success of multinational company iv Easy mobilization of high-quality resources of different types helps the success of multinational company.

v Negative impact on the host's balance of payments because of heavy imports of spares and components.

vi Exploitation of the hosts' irreplenishable natural resources leading to the dwindling of these determine the growth and success of multinational companies.

4.5 Discussion of Finding

In the process of identifying the role of multinational corporations towards economic growth of Nigeria. It was found that, Multinational company

MNCs help a developing host country by increasing investment, income and employment in its economy with the means score of 3.4. the respondents also agreed that, multinational companies contribute to the rapid process of development of the country through transfer of technology, finance and modern management. With the mean score of 4.2. so also, the respondents also agreed that, contribute to the rapid process of development of the country through transfer of technology, finance and modern management. In the same vein, it was agreed that, MNCs help a developing host country by increasing investment, income and employment in its economy. Finally, it was found that, MNCs by producing certain required goods in the host country help in reducing its dependence on imports.

In the process of identifying the factors determining the growth and success of multinational corporation in Nigeria. It was found that, Huge financial resources couple with More effective and economical utilisation of funds through transfer of excess funds from one country to another.

Were agreed to be the factors determining the growth and success of multinational corporation in Nigeria. The respondents also agreed that, Easy access to foreign capital markets and Easy mobilization of high-quality resources of different types are also among the factors determining the growth and success of multinational corporation in Nigeria

In the analysis of the demerits of multinational corporations to their host country. It was agreed that, the host nation may lose control over its own economy with the mean score of 3.4. it was also agreed that, Negative impact on the host's balance of payments because of heavy imports of spares and components 4.2. so also, respondents also agreed that, Exploitation of labour of the host when the country needs it with a mean score of 4.1

CHAPTER FIVE

SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.0 Introduction

This chapter provide the summary, conclusion and recommendations based on the study of the impact of multinational companies on Nigeria economy

5.1 Summary

The project has attempted to look at the effects of multinational companies on the Nigeria economy, with respects to their contribution and otherwise, most especially to their host communities in particular and the country in general.

Effects were made to research into the views of various scholars and historical on the reason socially, finally and economically as the existence of multinational on the Africa soil. However, despite some negative contribution to the Nigeria economy, it still remains the factual that multinational have their fair share of positive contribution to the Nigerian economy in the areas of employments, training, social welfare and source of revenue generation to the Nigeria economy.

5.2 Conclusion

In conclusion, multinational companies can rightly be assessed that they have not specifically served much useful purpose in the Nigeria economy since they have their business are economy to the expected degree. All their business are concerned with setting for quick and high profits in order to maintain the under development of every sector of the Nigerian economy individuals nations are unable to oppose them, due to their over whelming financial and technology superiority which makes or breaks nation state and enable a few to uniformity extend their formal boundaries and few giant sales into their area of influence. Nigeria has therefore refused to abandon its hugs foreign conglomerates. Despite the disadvantages and jointly influx of interest associated with multinational activities before now, Nigeria and some other African leaders lost the hope of a better tomorrow. It was disheartening to see that Nigerian and specifically the ruling class are contented to play a secondary and supportive imperialism to the agents who are taking over Nigerian economy.

5.3 Recommendations

i. The multinational company has major role to play in the realization and fully acceptance of government policies and objectives especially in the area of economic development. The federal government has continued to encourage foreign investors to do business in Nigeria through series of incentive. There should be a closer and more purposeful control and supervision of the activities of multination they should create more opportunities for employment, environment to up growing etc.

ii. The multinational companies should be more honest enough in their business undertaking and help the government to wage war against inflation economic depression other socio and economic vices. Genuine public policies should be seen to save and protect the interest of the majority rather than the few.

iii. For multinational companies to operate in a country they must be complied by legislature or other wise to financial and expanded programmed of government expenditures to know out manpower and provide supportive service for mobilization and industrialization. The government must review important of public policy in the overall development of Nigeria and development most be seen as purposeful in the worst form for poverty, exploitation dependency, subjection and disease.

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APPENDIX I

Department of Marketing,

College of Business and Management Studies

Kaduna Polytechnic,

Kaduna.

15th June, 2022.

Coca-cola Nigeria Bottling Company,

Kakuri Kaduna Branch,

Kaduna.

Dear Sir,

INTRODUCTION TO QUESTIONNAIRE

This questionnaire has been designed to enable me conduct a research works on the topic "the Impact of Multinational Companies in the development of Nigeria Economy" in your company in accomplishment of Higher National Diploma in College of Business and Management Studies CBMS, Kaduna Polytechnic.

With respect to the above, I solicit for your maximum cooperation in administrating this questionnaire, promising that all information given shall be treated confidentially and be used purely for academic purpose only.

Thank you

Yours faithfully,

MARIAM ASABE. ABUBAKAR

Researcher

APPENDIX II

QUESTIONNAIRE

Instruction: Please tick [ ] where appropriate

Section "A"

Department/ Unit: ____

Status/Rank: ____

Sex: ____

Job Experience: ____

Section "B"

Research Question 1: what are the role of multinational corporations towards economic growth of Nigeria?

S/N	Variables	SA	A	UD	D	SD
1	Multinational company MNCs help a developing host country by increasing investment, income and employment in its economy					
2	They contribute to the rapid process of development of the country through transfer of technology, finance and modern management.					
3	MNCs help a developing host country by increasing investment, income and employment in its economy.					
4	They contribute to the rapid process of development of the country through transfer of technology, finance and modern management.					
5	MNCs by producing certain required goods in the host country help in reducing its dependence on imports.					

Research Question 2: what are the factors determining the growth and success of multinational corporation in Nigeria?

S/N	Variables	SA	A	UD	D	SD
1	Huge financial resources.					
2	More effective and economical utilisation of funds through transfer of excess funds from one country to another.					
3	Easy access to foreign capital markets.					
4	Easy mobilization of high quality resources of different types					

Research Question 3: What are the demerits of multinational corporations to their host country?

S/N	Variables		SA	A	UD	D	SD
1	The host nation may lose control over its own economy.						
2	Negative impact on the host's balance of payments because of heavy imports of spares and components.						
3	Exploitation of the hosts' irreplenishable natural resources leading to the dwindling of these.						
4	Exploitation of labour of the host when the country needs it						