

Table of Contents

<i>Acknowledgements</i>	v
<i>List of Figures</i>	xi
<i>List of Tables</i>	xi
<i>Foreword</i>	xv
<i>Preface</i>	xvii
PART I: THE HISTORICAL, AND INSTITUTIONAL BACKGROUND	
Chapter 1: Introduction	3
Chapter 2: Entrepreneurship and Economic Development: A Review of the Literature	11
Chapter 3: Some Empirical Evidence on African Entrepreneurship	41
Chapter 4: Sierra Leonean Entrepreneurship from a Historical Perspective	63
Chapter 5: An Overview of the Post- Independence Economy	97
PART II: EMPIRICAL EVIDENCE ON CONTEMPORARY SIERRA LEONEAN ENTREPRENEURSHIP	
Chapter 6: The Entrepreneur, His Firm, and Society	141
Chapter 7: Constraints to Indigenous Entrepreneurship	181
Chapter 8: The Determinants of Entrepre- neurial Success	211
Chapter 9: Summary, Conclusions, and Policy Implications	229
APPENDICES	
Appendix A: Statistical Annex	239
Appendix B: The Design and Conduct of the Survey	281
Appendix C: Sample Questionnaire	291
BIBLIOGRAPHY	303
INDEX	

List of Figures

Figure 2-1: Production Possibilities Frontier	17
Figure 5-1: Terms of Trade (Actual vs Trend)	127

List of Tables

Text

<i>Chapter 4</i>	
Table 4-1: Foreign Trade Statistics	74
Table 4-2: Volume and Prices of Major Agricultural Exports (1929-36)	74
Table 4-3: Volume and Prices of Major Agricultural Exports (percentage changes)	77
Table 4-4: Mineral Production (1929-36)	77
<i>Chapter 6</i>	
Table 6-1: Some Demographic Characteristics of the Entrepreneurs	143
Table 6-2: Educational Attainment, Professional/Vocational Training by Location	148
Table 6-3: The Entrepreneur's Foreign Travels	152
Table 6-4: Pre-Entrepreneurial Employment History	154
Table 6-5: Some Descriptive Characteristics of the firm	156
Table 6-6: Qualities Desired in Potential Business Associates	158
Table 6-7: Preference for Employees	158
Table 6-8: Distribution of Firms by Location and Economic Activity	160
Table 6-9: Sales and Value of Assets	162
Table 6-10: Size of the Labor Force	164
Table 6-11: Entrepreneurial Function by Industrial Classification	166
Table 6-12: Entrepreneurial Motives	168
Table 6-13: A Self-Assessment of Career and Status	170
Table 6-14: Societal Attitudes toward Indigenous Entrepreneurship	172

Chapter 7

Table 7-1:	The Entrepreneurs' Perception of Major Constraints	183
Table 7-2:	Initial Capitalization of the Firms	186
Table 7-3:	Source(s) of Initial Capital	186
Table 7-4:	Determinants of Initial Capitalization	190
Table 7-5:	Source(s) of Funds for Expansion	192
Table 7-6:	Views on the Adequacy of Credit	193
Table 7-7:	Views on Discrimination by Bankers	194
Table 7-8:	Employment of Family Members	197
Table 7-9:	Views on the Employment of Relatives	197
Table 7-10:	Reasons for (Against) Hiring Relatives	199
Table 7-11:	Use of Tools of Modern Management	202
Table 8-1:	Determinants of Entrepreneurial Success	216

STATISTICAL ANNEX

Statistical Annex to Chapter 5

Table A5-1:	Working Population by Type of Economic Activity	239
Table A5-2:	Educational Attainment of the Over-Five Population	240
Table A5-3:	Per-Capita GNP, in Millions of 1980 Leones	241
Table A5-4:	Percentage Shares of GDP at Factor Cost	242
Table A5-5:	Prices, 1963-85	243
Table A5-6:	Average Wages in the Non-Agricultural Sector	244
Table A5-7:	Employment in Establishments with At Least Six Employees	245
Table A5-8a:	Size of the Diamond Industry	246
Table A5-8b:	Mineral Production, 1961-80	247
Table A5-9:	Estimates of Annual Food Production	249
Table A5-10:	Index of Food Production, 1961-79	250
Table A5-11:	SLPMB Purchases of Major Agricultural Export Crops, 1965-80	251
Table A5-12:	Central Government Revenues, 1961-85	253
Table A5-13:	Fiscal Performance, 1970-84	254
Table A5-14:	Money Supply, 1964-86	255
Table A5-15a:	Determinants of the Money Supply, 1964-86	257
Table A5-15b:	Determinants of the Money Supply (percentage shares)	259

Table A5-16: Selected Interest Rates, 1965-86	261
Table A5-17: Size of the Foreign-Trade Sector	263
Table A5-18a: Composition of Exports, 1965-85	265
Table A5-18b: Percentage Share of Exports	266
Table A5-18c: Annual Percentage in the Composition of Exports	267
Table A5-19: Imports, 1961-85	268
Table A5-20a: Current Account Balance, 1963-85	269
Table A5-20b: Summary of Balance of Payments, 1963-85	271
Table A5-21: International Reserves, 1961-85	272
Table A5-22: External Indebtedness, 1970-85	273

Statistical Annex to Chapter 6

Table A6-1: Geographical Mobility of the Entrepreneurs	276
Table A6-2: Entrepreneurs' Religious Affiliation by Fathers' Religious Affiliation	276
Table A6-3: Vocational Training, Work Experience, and Foreign Travels by Educational Attainment	277
Table A6-4: Entrepreneur's Educational Attainment by the Size of his Work Force	278
Table A6-5: Entrepreneur's Educational Attainment by His Father's	279