

**UNIVERSITY OF GHANA**  
**CENTRE FOR MIGRATION STUDIES**

**AN ANALYSIS OF TRADING ACTIVITIES, CONTRIBUTIONS AND  
INTEGRATION OF NIGERIAN TRADERS IN GHANA**

**BY**

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**THIS DISSERTATION IS SUBMITTED TO THE UNIVERSITY OF  
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## **DECLARATION**

I, Kwabena Asante, hereby declare that, except for references to other people's work, which have been duly acknowledged, this thesis is the outcome of my independent research conducted at the Centre for Migration Studies, University of Ghana, Legon, under the supervision of Dr. Joseph K. Teye. I, therefore, declare that this dissertation has neither in part nor in whole been presented to any other institution for an academic award.

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.....

**DATE**

## **DEDICATION**

This work is dedicated to God and my family. My wife, Rosina Asante and my three children, Kwabena Asante jnr., Gerald Asante and Alvin Asante, God bless you all for your patience and constant encouragement.

## **ACKNOWLEDGEMENT**

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## TABLE OF CONTENTS

<b>Content</b>	<b>Page</b>
DECLARATION .....	i
DEDICATION .....	ii
ACKNOWLEDGEMENT .....	iii
TABLE OF CONTENTS .....	iv
LIST OF TABLES .....	vi
LIST OF FIGURES.....	vii
LIST OF ABBREVIATIONS .....	viii
ABSTRACT.....	ix
CHAPTER ONE .....	1
INTRODUCTION.....	1
1.1 Background.....	1
1.2 Problem Statement.....	4
1.3 Objectives .....	5
1.4 Relevance of the Study.....	6
1.5 Organization of the Study.....	6
CHAPTER TWO .....	7
LITERATURE REVIEW.....	7
2.1 Introduction .....	7
2.2 Migration History in Ghana.....	7
2.3 Current Immigrants in Ghana.....	9
2.4 Nigerians in Ghana .....	11
2.5 Economic contribution of immigrants to host countries .....	13
2.6 Theories.....	16
2.6.1 Push Pull Theory.....	17
2.6.2 The Social Network Theory.....	18
CHAPTER THREE.....	21
METHODOLOGY OF THE STUDY .....	21
3.1 Introduction .....	21
3.2 The study area.....	21
3.3 Research Design .....	23
3.3.1 Questionnaire survey .....	23
3.3.2 In-depth Interviews .....	24
3.4 Quantitative data analysis.....	25
3.4.1 Qualitative data analysis .....	25
3.5 Target Population and Sampling .....	25
3.6 Sources of data .....	27
3.7 Ethical Consideration .....	27

3.8 Positionality.....	28
3.9 Limitations.....	28
<b>CHAPTER FOUR.....</b>	<b>30</b>
<b>SOCIO-DEMOGRAPHIC AND ECONOMIC BACKGROUND.....</b>	<b>30</b>
4.0 Introduction.....	30
4.1 Socio-Demographic Characteristics.....	30
4.1.1 Age of Respondents.....	32
4.1.2 Sex Distribution of Respondents.....	32
4.1.3 Religious affiliation of respondents.....	33
4.1.4 Marital status of respondents.....	33
4.1.5 Immigrants Living Arrangement of Spouses.....	34
4.1.6 Children ever born by respondents.....	35
4.1.7 Living Arrangement of Children.....	36
4.1.8 Highest Level of Education.....	37
4.2 Trading Activities of Respondents.....	39
4.2.1 Sex Representation within Each Trading Activity (Cross Tabulation).....	40
4.3 MIGRATION PROCESSES AND MOTIVATING FACTORS.....	42
4.3.1 Motivating factors for migration decision.....	42
4.3.2 Role of Social Network in the Migration process/decision.....	46
4.4 Summary.....	48
<b>CHAPTER FIVE.....</b>	<b>50</b>
<b>LIVELIHOOD STRATEGIES AND INTEGRATION.....</b>	<b>50</b>
5.0 Introduction.....	50
5.1 Livelihood strategies and integration of Nigerian Traders in Ghana.....	50
5.2 Benefits of Associations to Respondents.....	54
5.3 Respondents- Ghanaians Relationship.....	56
5.4 Respondents contributions to the Ghanaian economy.....	57
5.5 Challenges Faced by Nigerian Traders in Ghana.....	61
5.6 Border Challenges.....	66
5.7 Recommendations by Respondents.....	69
5.8 Conclusion.....	70
<b>CHAPTER SIX.....</b>	<b>71</b>
<b>SUMMARY, CONCLUSIONS AND RECOMMENDATIONS.....</b>	<b>71</b>
6.0 Introduction.....	71
6.1 Summary of findings.....	71
6.2 Conclusions.....	73
6.3 Recommendations.....	74
<b>REFERENCES.....</b>	<b>76</b>
<b>APPENDICES.....</b>	<b>81</b>

## LIST OF TABLES

Table 4.1: Summary of Socio-demographic characteristics of respondents .....	31
Table 4.2: Distribution of Children Ever Born .....	35
Table 4.3: Children Living with Migrants .....	37
Table 4.4: Highest level of Education of Respondents .....	38
Table 4.5: A cross tabulation of sex of respondents and their corresponding level of Education .....	39
Table 4.6: A cross tabulation of sex and trading activity .....	41
Table 4.7: Factors that most influenced choice of Ghana as a destination .....	44
Table 5.1: Number of years lived in Ghana .....	51
Table 5.2: Associations joined by respondents .....	53
Table 5.2. 1: A Cross Tabulation of Sex and Associations joined by respondents.....	53
Table 5.3: Description of relationship between respondents and Ghanaian traders .....	56
Table 5.4: Number of Ghanaians Employed By Respondents.....	58
Table 5.5: Properties or Investment Projects by Respondents .....	61
Table 5.6: Safety of respondents at the host country .....	63
Table 5.7: Single Most Important Challenge Faced by Respondents .....	64
Table 5.8: Ever Crossed Borders to and from Ghana .....	67
Table 5.9: Border crossing Challenges .....	68

## LIST OF FIGURES

Figure 4.1: Distribution of Respondents Living/not with Spouses in Ghana .....	35
Figure 4.2: Trading Activities of Respondents .....	40
Figure 4.3: Kinds of social networks in Ghana that respondents received support from. ..	47
Figure 4.4: Specific kinds of support/assurances received by respondents from social networks.....	48
Figure 5.1: Benefits from joining Associations .....	55

## **LIST OF ABBREVIATIONS**

<b>ECOWAS</b>	Economic Community of West African States
<b>GDP</b>	Gross Domestic Product
<b>GIPC</b>	Ghana Investment Promotion Centre
<b>GIS</b>	Ghana Immigration Service
<b>GSS</b>	Ghana Statistical Service
<b>ILO</b>	International Labour Organization
<b>IOM</b>	International Organisation for Migration
<b>OECD</b>	Organisation for Economic Cooperation and Development
<b>SPSS</b>	Statistical Package for Social Science

## **ABSTRACT**

This study examines the trading activities, contributions and integration of Nigerian traders in Ghana. The study explores more specifically, the study examines the migration processes, trading activities, livelihood strategies and integration of Nigerian traders in Ghana. The study employs the Push-pull and social network theories in explaining the factors responsible for the migration of Nigerian traders to Ghana. The study in general indicates that factors such as economic opportunities peace and stability in Ghana as well as the free movement ECOWAS Protocol were among the key determinants of their migration. However, they relied extensively on social networks in facilitating their migration to Ghana and these networks also supported them in their integration and adaptation process in Ghana.

While their presence within the trading sector had increased competition between them and Ghanaians, the study also reveals various contribution been made by the traders in Ghana including the introduction of new ways of doing business. It also identifies the creation of employment opportunities where 69% had employed at least one Ghanaian in their businesses. Some had acquired properties such as houses, shops and commercial vehicles which serve to boost the economy and infrastructure in the country.

The challenges facing the traders in Ghana include harassment at the borders and ports, agitation by Ghanaian traders, the recent power outages experienced in Ghana and the relatively high cost of living compared to Nigeria. Recommendations are therefore made to improve the provision of utility services especially electricity and the removal of the bottlenecks at the ports, borders and the acquisition of resident and work permit from the immigration office.

# CHAPTER ONE

## INTRODUCTION

### 1.1 Background

Migration has been a longstanding factor that has had a major role in shaping societies and influencing their growth (ECDC, 2009). Globalization and its accompanying factors such as the ease of travel, new communication technologies and easy access to information has accelerated migration and the movement of people from place to place. Globalization has not only aided movement, it has influenced the trends and patterns of migration. For instance, Ghana experienced a net immigration for several decades, with the number of persons who moved into the country far exceeding the number that exited (Anarfi et al, 2003). Owing to the decline in the country's economy as well as political instability in the late 1960s, Ghana became a country of net emigration. However, over the last two decades, new migration dynamics have emerged in Ghana due to globalization; changes in the global political economy as well as the economic and political stabilization of the country have led to increasing diversity and complexity in both internal and international mobility patterns (Awumbila, 2011:1). According to Awumbila (2011), Ghana therefore experiences internal migration, immigration, transit migration and emigration both within and outside Africa.

Although South-North migration – migration from developing countries to developed countries is much highlighted, south-south migration - intra-regional or intra-developing country migration is particularly popular among Africans (Adepoju, 2010). For example in the 1960 census in Ghana, while immigrants generally accounted for twelve percent of the population, immigrants from other African countries were about 98 percent out of the foreign born population (Anarfi et al., 2000; 2003). Significantly the West African

migration corridor has been a longstanding labor migration stream to and from Ghana. A considerable number of the labor force in Ghana's mines in the early 20<sup>th</sup> century constituted migrants from neighboring West African countries of Sierra Leone, Liberia and Nigeria (Beals and Menezes, 1970; Harvey and Brand, 1974). According to Awumbila, Ghana's wealth compared to its neighbors leading to the creation of employment opportunities, the development of industry and higher wages continued to attract immigrants from the sub-region (Awumbila, 2010). This era of immigration in Ghana therefore supported the country's economic growth.

Among the West African immigrants in Ghana a popular national among them historically are the Nigerians. In the 1960 census, 190,800 Nigerians were residents in Ghana (Ghana Statistical Yearbook, 1962, cf. Awumbila 2010). As at 2010, about 400,000 Nigerians were living in Ghana (GSS, 2010) and majority of these were working in the informal sector as traders. Their heavy presence in Ghana is attributed to the shared socio-political ties including a common language. Some scholars contend that, in an increasingly global economy, states will inevitably see labor migration as a means of maximizing economic gains (Adamson, 2006).

Immigration, in the view of many scholars, is highly correlated with economic growth. For instance, In the 1990s, migration and an increase in the foreign-born labor force were largely responsible for stimulating growth in the U.S. economy (Federal Reserve Bank of Dallas). According to Adamson (2006) Migration and human mobility influence three core areas of state power: economic, military, and diplomatic. Adamson (2006: 186) continues that, the intervening variable between migration and national security is policy: if states

have the capacity to design and implement effective policies that “harness the power of migration.”

International migration can enhance, rather than detract from or compromise, state power (Adamson, 2006). However the relationship between immigration and economic development of host countries is contentious and this reflects in the policy of various stae regimes or government. For instance while the Nkrumah government encouraged immigration in Ghana, the Busia-led administration introduced the Aliens Compliance Order which sought to expel a large number of immigrants in 1969 (Anarfi, 2003). However, it is argued that the expulsion had adverse economic consequences since the immigrants carried with them capital, while “a large part of the Ghanaian trading system was destroyed” (Brydon, 1985:564).

According to the Ghana Statistical Service, (2010) about four hundred thousand Nigerians lived in Ghana as at 2010 where majority of these work in the informal sector as traders. It is therefore important to understand their trading activities, their process of migration and integration within the Ghanaian trading sector and the society. , with the dawn of a new era, where Ghana is again experiencing in-migration from neighboring West African countries owing to the change in the economy and the strengthening of ties among West African countries through ECOWAS, it is expected that the number of West African immigrants within the Ghanaian trading sector would rise. This study seeks to analyze the trading activities of Nigerian traders in Ghana by assessing the various factors that could enhance their contribution to the Ghanaian economy. This includes their livelihood and adaptation strategy to settle in Ghana, as well as their experiences and about livelihood in the country.

## **1.2 Problem Statement**

The reception and integration of immigrants is a significant economic and social phenomenon in many previous emigration countries (Kerr and Kerr, 2011). More so, any possible link between immigration and development largely hinges on the structure of the host country's economy and the characteristics of the immigrants there (Altonji et al, 1991). However, According to Kerr and Kerr, (2011) the nature and processes of the migration invariably affects education levels, ages, and tenures of immigrants, thereby impacting on the economy and demography of the destination country. In effect, immigrants can have good and bad effect on the economy of receiving countries.

Positively, immigrants apart from securing employment at their host countries also create jobs as investors. This leads to the increase in employment opportunities that native-borns could have (Wadhwa et al., 2008). However, the presence of migrants could have an adverse effect on host nations if they are competing with nationals for jobs without being entrepreneurial. Their influence on economies transcends beyond the labour market, human capital, production and economic growth (ILO et al., 2015). Therefore any attempt to aid the integration or settlement of immigrants should thus be regarded as an investment rather than a cost (OECD, 2014).

However, until recently, little detailed empirical work has been done on the impact of immigrants on the receiving economy. Even that, most of the research on the impact of immigration has been on the developed countries. (Friedberg and Hunt, 1995). Adamson (2006) assessed the socio-political and economic effect of immigrants on host countries. Friedberg and Hunt (1995) studied the impact of immigrants on host country's wages, employment and growth; Kerr and Kerr (2011) studied the economic impacts of immigration by examining the magnitude of immigration as an economic phenomenon in

various host countries where they also dealt with the assimilation of immigrant workers into host-country labor markets and the knockdown effects for natives.

However, despite the contribution of immigrants to the economy of destination countries, there is a general dearth of research on south-south migration. More attention has been paid to south-north migration and associated remittance flow to countries of origin. Meanwhile new evidence indicates that south-south migration is about the same volume as the south-north flows (OECD, 2013) or even higher (Adepoju, 2010). Consequently, this study seeks to examine the activities of Nigerian traders in Ghana by specifically assessing the factors that enhance their contribution to the Ghanaian economy. This includes the challenges they face with their trading activities and settlement in Ghana as well as their perception and experiences about livelihood in the country.

### **1.3 Objectives**

The general aim of the study is to examine their trading activities and discuss how they contribute to the Ghanaian economy.

The specific objectives are;

1. To describe the socio-demographic characteristics of Nigerian traders and their trading activities in Ghana.
2. To describe their migration processes and factors that motivated them to choose Ghana as destination country.
3. To examine the Nigerian traders, livelihood strategies and integration into the Ghanaian society.
4. To identify the challenges they face with their trading activities and settlement in Ghana.

#### **1.4 Relevance of the Study**

The study adds to the existing literature on the contribution of south-south migration to development. The study will unearth the experiences, livelihood and factors that promote or inhibit the trading activities and general economic contribution of immigrants in Ghana.

Finally the findings of the study would provide research evidence for policy adoption concerning how Ghana should position itself to fully benefit from immigrant traders in the economy.

#### **1.5 Organization of the Study**

The study contains six chapters. After this chapter, the second chapter comprises the literature review and the theoretical underpinnings of the study. Chapter three consists of the methodology used for the study. Chapters four and five present the analysis of data collected and the discussion of results. The final chapter, (chapter six) presents the summary of findings, conclusions and recommendations.

## **CHAPTER TWO**

### **LITERATURE REVIEW**

#### **2.1 Introduction**

This Chapter seeks to review existing literature on the trend of migration in Ghana and Nigeria. It further reviews relevant literature on economic contributions of immigrants to the Ghanaian economy. It concludes with the theoretical and conceptual frameworks of the study.

#### **2.2 Migration History in Ghana**

Migration has been seen as a way of life for many people and in much recent times has been seen as a global phenomenon. Migration arguably is an important feature when the history of Africa is mentioned. Empirically it has shaped and influenced the socio-cultural, economic and political lives of many countries (Adepoju, 2010). Prior to the arrival of the colonial masters on the African continent, many African kingdoms and dynamic organizations like the Egyptian, Nubian, Mali, Songhai, Zulu amongst other great empires existed and interacted by the exchange of goods and ideas and people through migration (MSU 2000; Adepoju 2010). Also, intra and inter tribal wars over natural resources and land and trade routes led to the migration of people (de Haas 2007).

Migration in Ghana prior to colonization was within the borders of the country with diverse ethnic groups moving into other regions in search of security, better lands for dwelling and cultivation as farm lands (Awumbila et al, 2008). Anarfi et al. (2003) has categorized migration in Ghana into four phases. The first phase was a period of minimal emigration from pre-colonial times to the late 1960s, during this period Ghana was the destination choice for many migrants from the sub-Saharan region, many were from

West Africa especially from Nigeria, Ivory Coast, Togo, Burkina Faso and Liberia. The thriving economy of the country attracted different individuals such as scholars, political activist but majority were mostly engaged in the trade sector and others also took up jobs as labourers in the agriculture and mining sectors of Ghana (Peil, 1974; Adepoju, 2005; Anarfi et al 2003). International migration during this period however was very minimal. Students and professionals who travelled within this period was mainly for studies and also to pursue higher academic prospects in the United Kingdom and other English speaking countries owing to colonial ties.

The second phase known as the initial migration was triggered by major economic downturns experienced in the 1970s. The political instability of the country affected the economy so much so that standard of living for many became deplorable. To this effect the Aliens Compliance law was implemented, leading to the expulsion of many non-Ghanaians especially many Nigerians. Many Ghanaians also left the country to seek for greener pastures (Tonah, 2007: Anarfi et al., 2003). In the sub-region, Nigeria and Cote d'Ivoire received many emigrants from Ghana who were largely employed in the informal sector of their economy. However, others were also engaged in the formal sector and it was noted that they excelled in their fields of interest (Peil, 2005).

The third phase of migration in Ghana was referred to as the large scale emigration, which happened between the 1980s and 1990s. It was suggested that about 300 Ghanaians were trooping to Nigeria on a daily basis in search of jobs (see Anarfi et al, 2003). During this period the economy had deteriorated and migration was a requirement for survival. The demand for both skilled and unskilled labour further boosted and encouraged the mass

emigration. Thus, many left to seek better prospects in Nigeria, Cote D'Ivoire and other countries.

Finally, the fourth phase was a period of intense diasporization of Ghanaians, starting in the early 1990s. Emigration increased and especially to Europe and North America. However, migration to other West African countries and other African countries continued. This was made possible by the seemingly high demand for labour as well as the diversity in reasons for migration. Anecdotal evidence suggests that Ghanaians' international migration destinations in recent times show sophistication and dynamism. New destinations now include Asia and Far East countries such as China, Malaysia and Dubai. These show the great leaps these countries and regions have attained in global political and economic affairs.

### **2.3 Current Immigrants in Ghana**

Ghana's economy is the second largest after Nigeria in the ECOWAS region, serving as a lure to many immigrants till date. Also the relative peace, security, and political stability in the country greatly attract immigrants (IOM, 2009). Ghana has often been referred to as an oasis of peace in West Africa.

However, whilst Ghanaians are still migrating to other countries, there is ample evidence of immigrants from other African countries migrating to Ghana. Studies by Antwi Bosiako (2009); Awumbila et al (2008) and Peil (1974) have clearly revealed that there are immigrants from the West African sub region including Nigeria, Niger, Togo, Benin, Burkina Faso, and Ivory Coast in the country. Since Ghana is signatory to the ECOWAS (free movement and establishment) and the African Union (AU) protocols on immigration

and labour immigration, this attracts her neighbours. Likewise the country's legal instruments on labour and industrial relations accommodate and regulate the activities of immigrants in the country.

Thus there are many migrants from all the continents in Ghana for diverse reasons. There are immigrants from Lebanon, China, Cuba and India in the country (Akyeampong, 2006; Awumbila, et al, 2008). Many migrated to Ghana for economic gains as Ghana is seen as a good destination with a viable environment that promotes business. The GIPC Act (865) which been in operation since 2013 has helped the Ghana government in promoting and attracting investments into the country, as they seek to create an enabling environment for investments in Ghana and for related matters as well. The GIPC report (2015) shows that, India, Lebanon, Nigeria, Britain, USA, British Virgin Islands, Germany, Korea, and Italy were the top ten countries with investments in the country.

The stable political atmosphere witnessed over the years as compared to other countries in the sub-region is also a major factor that attracts investors. As a result, Ghana has been a preferred destination of labour migrants and refugees from African countries, especially West Africa and beyond.

Most immigrants seek employment in the private sector of the economy. The 2010 Population Census, the most up to date source of information on immigrants, provides data on immigrant labour in Ghana, the information given is not disaggregated. However, the aggregate data shows that 67.8% of the immigrant population was employed while 3.9% were unemployed (GSS, 2013; 277-79). In relation to the employed, GSS report indicates that they were found in all types of employment in the economy. Sixty percent of

immigrants are employed in the private informal sector whilst just 5% work in the private formal and 3% in the public sectors.

## **2.4 Nigerians in Ghana**

Nigeria like any other country on the African continent has its own migration history encapsulated in political, cultural and historical antecedents (Adepoju and van der Wiel, 2010). The country is both a receiving and destination country. However, report by UNDESA (2014) shows that the total number of emigrants far exceeds immigrants. The total population of Nigeria is estimated at 173.6 million people, thus being the largest population within the ECOWAS and Africa on the whole. Interestingly, this number represents 53 percent of the sub-region's total population (World Bank, 2014).

Nigeria heavily relies on its natural resources i.e. agriculture and oil sector for its revenue to boost the economic prospects of the country. The agricultural sector gives employment to 70 percent of the population, and on the other hand the oil sector generates foreign exchange income of over 95 percent and 80 percent of government revenue (Adepoju and van der Wiel, 2010).

Nigerians form the highest number of international and West African migrants in Ghana than any other nationals (Twum-Baah, 2005). Studies have shown that Nigerians were migrating to Ghana as far back as the early nineteenth century even though they were already transacting business during the era of the caravan trade (Antwi-Bosiako 2011; Awumbila et al 2009). However, Ghana's economic affluence during the nineteenth century made the country a destination point for many immigrants from West Africa, particularly Nigeria, Togo and Burkina Faso. Studies by Afolayan (1998) and Afolayan et

al. (2008) showed that the construction of railway lines in Ghana (Takoradi-Tarkwa, Tema-Accra) and Benin (Kotonou-Parakou) in the early twentieth century saw many railway construction workers being sourced from Nigeria by the colonial administration for the construction of the railway lines. Nigerians who migrated into the country did so for economic reasons. The Hausas, Yorubas and Igbos manage to create strong niches in the retail trade, cocoa farming, mining sector, butchering and in the sale of yams (Peil, 1975; Skinner, 1963). Over time, they created and developed their own communities (zongos) and had their own chiefs in these communities they settled in.

The Alien Compliance laws of 1970 affected many Nigerians, leading to the expulsion of many back to Nigeria. Ironically, in the mid 1970s Nigeria's economic prospects boomed significantly due to their oil find leading to the creation of many jobs, thus becoming a destination country attracting many migrants from the sub region. This economic boom did not last long as the economy was severely affected by the sharp dip in oil revenue. There was a freeze on wages, living conditions became unbearable coupled with authoritarian military rule in the 1980s (Adepoju, 2005a). Many Nigerians once again migrated to seek greener pastures elsewhere especially of skilled people, driving several professionals to sell their skills internationally, thus making Nigeria undergo her second migration transition process (Adepoju, 2010; Antwi Bosiakoh, 2009).

Ghana once again gradually served a haven for many migrants in the West African sub region after 1992 when the country became a democratic country and did away with military rule. At the same time the country has been touted as being relatively peaceful in the sub region as her neighbouring countries are faced with political instability. Also the economic stability and friendly ambience attract many immigrants to the country.

Nigerians are found in all of the regions undertaking a wide range of activities from trading, manufacturing, banking, media, construction, agriculture and of course the largest number being students, represented at all levels of the educational ladder.

## **2.5 Economic contribution of immigrants to host countries**

The number of people who migrate across national borders is between 5 and 10 million each year (IOM, 2003). This phenomenon, which is not new, is however recently accelerated by globalization, through cheaper and more accessible forms of transportation and communication technologies, as well as an emerging global infrastructure of services, that link national economies (Kritz et al, 1992). The globalization of trade and production, and the general trend toward greater global economic integration—all contribute to the emergence of new and more mobile pools of labor and this, according to Adamson (2006) creates stronger ties and networks among advanced industrial and developing economies that provide new avenues and opportunities for migration.

The reception and integration of immigrants is a significant economic and social phenomenon in many previous emigration countries (Kerr and Kerr, 2011). Friedberg and Hunt (2007) however identify the contentious nature of Immigration especially in the industrialized nations of the world. Interestingly, many of the main issues in the debate on immigration policy are identified to be economic, where attention is paid to the potential adverse effect on the labor market outcomes of native-born workers. With this, persons who take a dim view of immigration are of the opinion that immigrants may compete with native-born workers in the labor market, displacing them in employment or reducing wages (Friedberg and Hunt 2007). For example, studies in the US found that immigrants earned less than natives when entering the country but converged to the native wage level

in 15 years (e.g., Chiswick 1978; Carliner 1980) and after 30 years, immigrants were found to earn more than natives of similar age and education. On the other hand not much attention has been paid to the possible economic benefits of immigration: immigrants, according to Friedberg and Hunt (2007) may complement some native factors in production, which could lead to these factors benefiting from immigration, and overall welfare rise.

An area less commonly explored is the potential of immigration to influence growth in per capita income. However the link between immigration and growth is likely to depend upon the circumstances of the economy of the host country as well as the characteristics of the immigrants who arrive (Altonji et al, 1991). For instance various studies have explored the migration of many students especially from developing economies to advanced economies, for either short or long durations, to study in the schools and universities of these developed countries (e.g., Borjas 2009). Also, many migrations are driven by hardships or oppressions, as the growth of refugees in Northern Europe attests. Therefore, the nature of the migration will impact education levels, ages, and tenures of immigrants, and consequently on the economy and demography of the host country (Kerr and kerr, 2011). Recent studies show that immigrants in most European countries are not expected to achieve full convergence to native wage levels. However, in order to properly account for the economic impact of immigrants on host countries, it is imperative to consider re-migration or permanent return of immigrants to their home countries according to Kerr and Kerr (2011) is essential for determining the economic impacts for host countries. For instance every fourth or third immigrant to the US permanently leaves the US at a later time (Lubotsky, 2007). The existing evidence from the Northern European

countries too suggests that less successful immigrants were more likely to return to their origin countries.

Researchers and policy makers in Europe specifically focus on the employment rates of immigrants compared to natives as migrants contribute more in taxes and social contributions than they receive in individual benefits and this is supported by the recent study of the fiscal impact of migration for all European OECD countries, as well as Australia, Canada and the United States, which provides new and internationally comparative evidence (Liebig and Mo, 2013).

Employment is has been seen to the single most important determining factor of migrants' net fiscal contribution, mostly in countries with welfare functioning properly and effectively. As it is raising immigrants' employment rate to that of the native-born would cause substantial fiscal gains in many European OECD countries, in particular in Belgium, France and Sweden, which would see a budget impact of more than 0.5% of GDP. It would go a long way to assist immigrants meet their own aims since most immigrants are not just interested in the social benefits of developed countries, but to rather have a stable job that would help improve his or her living conditions and that of his or her family.

More so, immigrants apart from securing employment at their host countries also create jobs as investors. This leads to the increase in employment opportunities that native-borns could have (Wadhwa et al., 2008). As consumers, migrant' consumable goods preference can also affect or influence domestic supply and/or imports. Immigrants pay tax and hence are entitled to benefit from public benefits in services, amenities and infrastructure when host counties' policies facilitate their economic contribution through their protection from exploitation, discrimination and xenophobia. In effect, immigrants can have both positive and negative impacts on the economy of host countries. Their impact could cut across sectors such as the labour market, human capital production, economic growth and fiscal

environment (ILO et al., 2015). Hence, attempts made to ensure proper integration of immigrants should be seen as an investment rather than a cost (OECD, 2014).

Until recently, little detailed empirical work has been done on the impact of immigrants on the receiving economy, even that most of the research on the impact of immigration has been on the developed countries. (Friedberg and Hunt, 2007). Despite the contribution of immigrants to the economy of destination countries, there is a general dearth of research on south-south migration. More attention has been paid to south-north migration and associated remittance flow to countries of origin. New evidence however indicates that South-South migration is about the same volume as the South-North flows (OECD, 2013) or even higher (Adepoju, 2010).

In the Global North, the contribution of migrant labour to labour market gaps and cushioning of demographic consequences on low fertility have been recognized in some countries. In the Global South on the other hand, the popularly held notion that emigration from the Global South is mainly to the Global North accounts for little or no regard for the contribution of immigrant labour to economic growth and lack of or limited research evidence largely accounts for this situation.

## **2.6 Theories**

There is no single theory that is clearly accepted in explaining the migration phenomenon owing to its multifaceted nature. Likewise Massey et al (1993) also states that at present, there is no single, coherent theory of international migration, and that, only a fragmented set of theories that have developed largely in isolation from one another, sometimes but not always segmented by disciplinary boundaries. It is however clear now that a number of

studies in an interdisciplinary field, both theoretically and empirically is needed to understand the migratory process.

### **2.6.1 Push Pull Theory**

A very well known theoretical perspective in the migration literature that can be used to explain the migration of Nigerian traders to Ghana is the push-pull theory. This theory posits that the push and pull factors are basically the reasons for emigration and immigration. The proponent of this theory Lee (1966) refers to push factors as unfavorable factors about the place of origin that cause people emigrate. While pull factors are factors that attract people to the place of destination. The factors may include economic, political, socio-cultural, or environmental reasons.

Nigeria for some years now has been facing socio-economic challenges leading to major economic decline and conflicts in the country. Mainly amongst the reasons is the fragile political state, compounded with an ailing economy, thus causing unemployment and a host of other challenges. Many Nigerians have bemoaned the constant disruptions in power supply as this affects their businesses. Likewise, the continuous attack on natives by Boko Haram, which has religious underpinnings and these have led many to flee from the country to seek refuge in peaceful neighboring countries. Also, the unequal distribution of wealth in the country with a huge difference between the few wealthy and the many poor may have “pushed” many Nigerians out of the country to seek better prospects outside, with Ghana serving as a haven to many.

Pull factors on the other hand include conditions at the destination country that attract or lure people to migrate owing to the available information to them. This may also include

deliberate and unintended policies and actions of recipient countries which aim to attract persons to migrate (Lee 1966, Dovlo, 2003). Ghana has been touted as a peaceful country with a stable political terrain (Anarfi et al, 2003; Adepoju, 2010; Awumbila et al, 2013). A steadily growing economy and favourable investment policies also have attracted many investors into the country. Employment opportunities and affordable living have also served as lures to many migrants seeking better lives or fleeing conflicts in their country of origin. The availability of basic amenities in Ghana such as potable water, good roads and stable power supply has pulled many migrants to the country. Thus, many Nigerians may have migrated to Ghana to seek better prospects as well as avoid the ongoing conflicts in their country. It has also been suggested in other studies that the common language shared between the two countries also serve as an attraction for migrants who may also be interested in trading in Ghana (Adepoju, 2010; Anarfi *et al*, 2003). Therefore the push pull theory could be used to explain the factors involved in influencing Nigerian traders in Ghana to choose the country as their destination.

However one of the criticisms of the Push and Pull theory is that it fails to acknowledge the role of other factors such as social networks in influencing migration decision. Hence a second theory (Social network theory) is employed by the study to compliment the push and pull theory in explaining the migration processes of Nigerian traders in Ghana.

### **2.6.2 The Social Network Theory**

It has been postulated that network theory seeks to focus on the interpersonal ties that connect migrants, and non migrants in both origin and destination areas through bonds of kinship, friendship and shared community of origin (Massey et al, 1993:448). This invariably helps to decrease the economic, social and psychological costs of migration.

Social networks and affiliation facilitate migration, for example family and friends can help influence decision to migrate, help with information on availability of jobs or potential businesses with lucrative incentives as well as even help to secure job placements for them. Likewise, they can also provide accommodation by assisting them to find suitable accommodation or sometimes take them in to stay with them till they acquire their own accommodation.

This theory helps to explain what perpetuates migration in time and space rather than seeking to know the determinants of migration (Massey et al, 1993). This is to say, the theory tries to explain why wage differentials or pull factors or policies in receiving countries do not necessarily stop migration into that country. It further seeks to show why there is no even distribution of migrants' destination. The attention is on diaspora networks and it is assumed that the network influences the decision of migrants before they migrate.

Thus, colonial bonds influenced in part by common language and trade or investment flows as well as well established networks perpetuate migration (Castles and Miller 2009). Anarfi et al (2003) indicated that a survey carried in 1995 showed that 23.5 percent of Ghanaian migrants stated they emigrated because they had relatives or friends already residing in the destination country.

Thus, many Nigerian traders trading in Accra central would have had prior information about the trade sector in Ghana before deciding to emigrate. They depend on their social capital for crucial information such as the scope of the market, capital, and skills needed.

Therefore the study seeks to find out how the Nigerian traders have utilized these networks in facilitating their migration to Ghana and how the networks have helped them in settling and integrating into the Ghanaian society and market according to Massey *et al* (1993).

## **CHAPTER THREE**

### **METHODOLOGY OF THE STUDY**

#### **3.1 Introduction**

This chapter presents the methodology of the study which was employed in researching relevant issues of this study. The chapter starts by describing the study area where the research was carried out, explaining the methodological design used, the sampling techniques employed and the data collection techniques used, data analysis and interpretation. Ethical issues relevant to this study are also laid out. The chapter concludes with challenges encountered in the research process and the limitations of the study.

#### **3.2 The study area**

The study area was limited to Accra Central, a part of Greater Accra Metropolitan Area (GAMA), which is the capital of the Greater Accra region of Ghana. The Greater Accra Region of Ghana contains 16 districts made up of 2 metropolitan areas, Accra and Tema.

Although Greater Accra is the smallest of all ten regions in Ghana, it serves as major commercial centre. With a population of 4,010,054 in the 2010 Population and Housing Census report, the Greater Accra region is the second most populated region after the Ashanti region with an estimated population of 4,780,380 people. This has been attributed to the high in-migration juxtaposed with a high population growth as well. It is known to be the most densely populated region in the country. Accra has been the administrative capital and the seat of government since 1877 and has 16 administrative areas ([www.ghanadistrict.com](http://www.ghanadistrict.com)).

There are two ethnic groups in the Greater Accra region, namely the Ga and Ga- Dangme groups with the largest ethnic group being the Ga group. Originally, the Ga's were known to be farmers but fishing and trading of imported goods have become their principle livelihood in recent times.

As stated earlier there is in-migration from other regions with the largest portion of the population of Accra being the Akans, followed by the Ewes and Fantes'. However, people from every ethnic group in the country can be found in the region. Statistics show that 1.3% of the people living in Accra are immigrants from outside Ghana. The relative peace and economic stability greatly attracts many foreigners who come to invest in the Ghanaian economy.

In terms of religious affiliation, Accra is a melting pot of diverse religious affinity. A vast majority of the population are primarily Christians, with quite an impressive percentage being Muslims. However, a few of the population (indigenes) are traditionalists and as part of their traditional religious belief system they celebrate the annual traditional festival known as Homowo. Owing to migration, new and foreign religious groups can be found in the region however in small numbers.

Forty two per cent of the population of the region are economically active and are into trading and services, with 10. 8 per cent engaged in professional, technical and related occupation. It has been noted that the industrial sector is heavily dominated by wholesale and retail trade as well as manufacturing. Over half of the economic vibrant population is self employed with workers and just a third serving as employees ([www.gov.gh](http://www.gov.gh)).

This site was chosen primarily because it is the central business district and noted for its economic activities as well and serves as home to many foreign traders. Undeniably, it is a major hub of all business activities in the city of Accra.

### **3.3 Research Design**

The research methodology employed was the mixed method approach as the research could not be addressed by just using either a qualitative or quantitative method. Using the mixed method, the researcher aimed at presenting a comprehensive analysis of the research problem (Teye 2012; Lopez-fernandez et al, 2011; Creswell, 2009). In the study, the quantitative data sought to broaden the research in terms of numbers for the purposes of generalization while the qualitative approach sought to gain deeper understanding and detailed information of participants' situation, emotions, experiences and perceptions of the trading activities of Nigerians in Ghana as well as their contributions and challenges, and their integration into the Ghanaian economy. Thus, each approach complements the strengths and weaknesses of the other thereby increasing the validity of the research findings (Teye 2012, Bryman, 2007; Creswell 2009).

#### **3.3.1 Questionnaire survey**

For the quantitative data a structured questionnaire was administered on the field to collect data. Thus some questions were close ended and some were open ended. With the close ended questions, respondents were given a range of options to select the most appropriate answer from. The quantitative survey questionnaire was used for the purposes of generalization of results of the findings (see Babbie, 1990). The questionnaire used in the study was administered by the researcher and his assistant and this was structured to gain responses in the following areas: The socio-demographic characteristics of the respondents

- Their migration history
- Their migration networks and decision making process
- The factors that help with their integration into the Ghanaian society
- Their economic contributions and challenges they face in the Ghanaian economy

### **3.3.2 In-depth Interviews**

For the qualitative data, 2 in-depth interview guides were used to collect data from Nigerian traders and leaders of the Nigerian traders association. This enabled the researcher to first of all, get more information in lengthy conversations with respondents in a face to face interaction to closed ended responses in the questionnaire survey. Thus the conversation further explored their migration networks and how these informed their decision making prior to migration. The researcher again sought insight to the factors that helped with their integration into the Ghanaian society and labour market. Also, the challenges, experiences and livelihood strategy/strategies adopted by the Nigerian traders were interrogated to help in reaching the aim of the study. One detriment of in-depth interviews is that only a few respondents can participate in the interviews, thus its findings or results cannot be generalized.

- The interview guide for the leaders of the trading association also sought to explore the general activities of the association, know the challenges members of the association bring to the association for help and the benefits members derive from the association that aid in their integration.
- As Preskill and Jones (2009) have noted, the interview guide for the qualitative data is generally useful for exploring attitudes and feelings and to highlight issues that have not surfaced in the administering of the questionnaire.

### **3.4 Quantitative data analysis**

After data administered to respondents was retrieved, each questionnaire was checked, coded and analyzed using the Statistical Package for Social Sciences (SPSS). This was then used to provide descriptive statistics presented in the form of tables, charts and graphs. Frequency distribution tables of single variables were used for representation as well as cross tabulation.

#### **3.4.1 Qualitative data analysis**

In-depth interviews were audio recorded or hand written as notes by the researcher. All interviews were carried out in the English language as that was a common language both researcher and respondent could communicate. Thus, it was easy to transcribe without changing meanings to the sayings of respondent. Interviews were then coded, put into themes by referring to the objectives. This helped to categorize and analyze the themes by interpreting, thereby simply reducing many words into coherent and logical phrases.

### **3.5 Target Population and Sampling**

The targeted population for this study were Nigerians living in Ghana and have set up businesses/enterprises in Accra Central for at least a year or more. Thus Nigerians born in Ghana or who have naturalized to become citizens were not included in the study. This was necessary to ensure that the objectives of the study were achieved. Nigerians who have been born or naturalized as Ghanaians may not have any migration experience and hence may not give the much needed information for the study. Also, statistics show that Nigerians form the highest number of migrants for the West African sub-region in Ghana. Again, Nigeria has been consistently present in the top ten sources of investments

registered by the Ghana Investment Promotion Centre (GIPC) are from a variety of countries and different continents in its reports.

Prior to the actual collection of data, the questionnaire was pre-tested to ensure it was appropriate to use. Saunders et al (2007) notes that, pre testing helps to check the appropriateness of a questionnaire or interview guide to lessen the likeliness of respondents not understanding or not answering questions correctly. Pretesting was carried out in Madina Market in the Greater Accra Region among similar group of Nigerian traders. This helped the researcher to make necessary corrections to the research instrument.

Identifying Nigerian respondents in the study area (Accra Central) was going to be difficult without a lead as there are many businesses and shops owned by Ghanaians and people of different nationalities. Through the assistance of our key informant, the researcher identified the heads of the Nigerian Traders Association who in turn gave a composite list of their membership which had 270 registered Nigerian traders.

A stratified sampling technique was used to divide the whole population into different sub groups, after which respondents were randomly selected as the final subject matter proportionally from the diverse groupings. This gave a fair representation of the population thereby reducing sampling error. Using this approach a total of 100 questionnaires were administered and all 100 were retrieved (23 females and 77 males).

Also from the same population, purposive sampling technique was used in identifying Nigerian traders from the sample frame for an in-depth interview. This was based on their

rich experience and information received during the administering of the questionnaires. As suggested by Addo (2012), “in-depth interview is a powerful method to enter the mental world of the individual, take a glimpse of the categories and logic by which the individual see their world”. Therefore, 10 Nigerian traders were interviewed using in-depth interview guides. This was necessary so that much depth and understanding as well as explanations was given to know their migration history, and networks they had prior to migrating and how they have integrated into the Ghanaian economy.

### **3.6 Sources of data**

Both primary and secondary data were sourced for this research. Primary sources used included questionnaires and interviews collected by the researcher while secondary sources included a desk study of rich and diverse existing literature from books, journals, archives and other scholarly sites of the internet. Literature source include the migration history of Ghanaians and Nigerians, the economic contributions of immigrants to the Ghanaian economy. This aided the researcher in the preliminary stage of the study as well help in the construction of questionnaire.

Data collected was analyzed both quantitatively and qualitatively. To achieve the research objectives, SPSS software and thematic processes were designed to analyze the research data.

### **3.7 Ethical Consideration**

Ethical considerations are very crucial in any research. Respondents were very well informed about the purpose of the research as well as the benefits from participating in the research. They were duly informed about the use of audio recorders and the publishing of their interviews. The respondents were duly informed that participation was voluntary and

they could end the interview at any given time should they wish not to continue. Nevertheless, respondents were assured of confidentiality and hence all names were referenced with pseudonyms.

### **3.8 Positionality**

The researcher is an immigration officer working in Accra with the Ghana Immigration Service. In order not to influence participation and responses of the Nigerian traders, the researcher recruited a research assistant to carry out these in-depth interviews (Teye, 2012). The researcher also did not seek to influence or change responses given by the respondents. Findings were clearly stated honestly and explicitly regardless of prior knowledge on the subject of study by the Ghana Immigration Service.

### **3.9 Limitations**

Researches encounter challenges and some limitations (Marshall and Rossman, 1999). Since the study sought to identify personal livelihood experiences and details of trading activities including tax obligations and permits, some respondents were reluctant in taking part of the study or sharing some information. The researcher had to continuously reassure them that he would be confidential with the use of the information and only for academic purposes.

Also another limitation had to do with numerical representation for effective generalization. In order to attain a representative research finding, a researcher ought to have a big sample size. However, due to resource challenges, especially time constraints, the sample size for this study was 100. For instance, the researcher initially planned to have stakeholder interview with officials such as immigration and labour department officers; however, this was unable to take place due to time constraints. Although the

sample size is able to address the study objectives, a larger sample size, afforded by time would have been more useful.

## **CHAPTER FOUR**

### **SOCIO-DEMOGRAPHIC AND ECONOMIC BACKGROUND**

#### **4.0 Introduction**

This chapter presents the socio-demographic and economic characteristics of respondents. It also presents a representation of sex within the respective trading activities engaged by respondents through a cross tabulation of association using SPSS. Other sections of the chapter includes, the migration processes and motivating factors for respondents as well as the role of social networks in the migration process. The chapter finally presents the contribution of the Nigerian traders to Ghana.

#### **4.1 Socio-Demographic Characteristics**

This section presents the findings of the socio-demographic characteristics of respondents of the study. Table 4.1 presents a summary of some socio-demographic characteristics of Nigerian traders in Accra such as age, sex, religion and marital status. Other characteristics such as children ever born, spouses and children living arrangement (whether immigrant is living with the spouse and/ children in Ghana) and highest level of education of respondents are also presented in respective Tables and Figures.

**Table 4.1: Summary of Socio-demographic characteristics of respondents**

<b>Socio-demographic characteristics</b>	<b>Frequency</b>	<b>Percent</b>
<b>Age</b>		
15- 19 years	6	6.0
20-24 years	15	15.0
25-30 years	26	26.0
31-35 years	29	29.0
36-40 years	15	15
41-45 years	5	5
46-50 years	4	4
<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Sex</b>		
Male	77	77.0
Female	23	23.0
Total	100	100
<b>Religion</b>		
Christian	67	67.0
Islam	29	29.0
Traditional	4	4.0
<b>Total</b>	<b>100</b>	<b>100.0</b>
<b>Marital Status</b>		
Never Married	46	46.0
Married	46	46.0
Divorced	6	6.0
Other	2	2.0
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

#### **4.1.1 Age of Respondents**

According to the migration literature, migration is selective with respect to age. Hence age is a factor that can influence migration decision. According to Piracha and Saraogi (2013), there is a greater tendency for the youth to migrate than the elderly. Being able to also identify the age bracket of Nigerian traders in Ghana could as well influence any future policy outcome. Consequently, the study sought to identify the age of respondents. From Table 4.1, about 76% of respondents were below the age of 36 years which confirms an overwhelming majority of youth among the respondents. The highest proportion among the age category was between 31 years and 35 years old, representing 29% of the total respondents, followed by 25 to 30-year group constituting 26%. A paltry total of 9% were between 41 to 50 years old. The result is therefore not surprising since it supports the migration literature that West African migrants are mostly youth (Adepoju, 2010). It is also consistent with Awubila's (2011; 7 cf Adusei,2015) study which identified that the youth are involved in migration more than any of the age categories. And this she explained is primarily motivated by economic opportunities at destination countries fuelled by the lack of employment opportunities and poverty at origin countries especially migrants from developing countries.

#### **4.1.2 Sex Distribution of Respondents**

Sex difference and its influence in migration has received an extensive highlight in the migration literature. According to Haan (2000), sex is a major influence on migration. From table 4.1, out of the sample population, 77% of respondents were males while the rest were females. This therefore showed that a large majority of Nigerian traders in the business district of Accra were males. The disparity between males and females could be attributed to the nature of trading activities in the study area. Other sections of the study

will identify the kind of trading activities taking place among the immigrants in Accra and also in relation to their sex.

#### **4.1.3 Religious affiliation of respondents**

The dominant religion of the host country may tend to influence the trend of migration with respect to migrants religion, according to anecdotal evidence. For instance, it may either prevent or enable a Christian to migrate to Arab countries or a Muslim migrating to a Christian dominated country. From the Table (4.1), 67% of respondents said they were Christians while 29% indicated being a Muslims. There were 4% of respondents who were Traditionalists. The result is interestingly a reflection of the religious representation of the host country but not that of the origin country.

#### **4.1.4 Marital status of respondents**

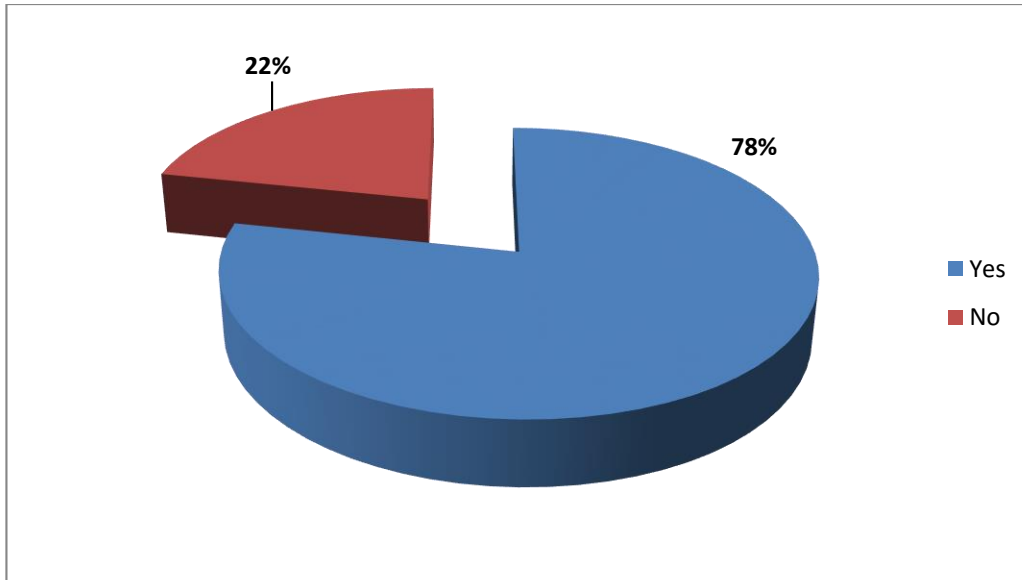
The study sought to find out the marital status of respondents since it may affect their likelihood to migrate as well as their integration in the host country. Marital status tends to affect migration intentions. Single persons are more likely to migrate than the married (Jacobsen and Levin, 2000). As shown in Table 4.1, 46% of respondents were married while the same proportion (46%) indicated they have never married. Also 6% had divorced. The outcome is interesting since although respondents who indicated they are married do not represent a majority, it is significantly high proportion which challenges the migration literature that married persons are less likely to migrate compared to persons who are single. On the other hand, if migrants could have their spouses living with them in Ghana then it reduces the challenge of leaving spouses and children behind and therefore married people being less likely to migrate. Hence subsequent sections of the study will identify the living arrangement of respondents with respect to the location of their spouses and children if any

#### **4.1.5 Immigrants Living Arrangement of Spouses**

The study sought to identify the kind of living arrangement respondents who indicated they are married have, thus whether their spouses live in Nigeria or they live with them in Ghana. This was important since it could play a role in immigrants' willingness to settle in Ghana and integrate. Hence married respondents were asked if their spouses live with them in Ghana or not. The result from Figure 4.1 interestingly shows that an overwhelming majority of respondents who are married (constituting 78%) indicated that indeed they live with their spouses in Ghana. A participant of the study explained why he is living with the wife in Ghana.

I married two years after I came to Ghana and saw that I was in a stable condition to do so. Marriage comes with a lot of responsibilities so I had to be fully prepared. I did not come to Ghana with a wife or even a girlfriend because as I was leaving Nigeria, I was not attached to any lady. I found my wife in Ghana at our church, she is a Nigerian and after we have been friends for about a year, we finally decided to marry and after 3 years of marriage now, we are blessed with two kids... I do not need to tell you the importance of living with my wife because, you know. She helps a lot in so many things and Ghana is more like a home to the family (**Jake, 37 years old, Mobile phone shop owner Accra, June 2017**).

Jake's explanation is quite revealing, first although a significant proportion of migrants indicated they are married hence seeking to challenge the migration literature that singles are more likely to migrate, not all respondents who are married as at the time of the study were actually married as at the time of migrating to Ghana and were singles going by the story of Jake. Again, living with your spouse in Jake's case showed how comfortable migrants are in settling and integrating in the Ghanaian society as Jake calls Ghana "home".



**Figure 4.1: Distribution of Respondents Living/not with Spouses in Ghana**  
**Source: Field Data, 2017**

#### 4.1.6 Children ever born by respondents

The study found out the number of children ever born by respondents. From table 4.2, about 66% of respondents had at least a child where 34% indicated they had no child. This shows that majority of respondents had children to take care of. The result is not surprising since a significant proportion of respondents had married or had been in a marriage before.

**Table 4.2: Distribution of Children Ever Born**

Number of Children if any	Frequency	Percent
None	34	34.0
1	11	11.0
2	19	19.0
3	13	13.0
4	14	14.0
5	4	4.0
6 and above	5	5.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

#### **4.1.7 Living Arrangement of Children**

According to the migration literature, having children at the origin of the potential migrant could prevent migration especially one that involves long distance like across border (Goldscheider, 1971). This location specific capital at the origin could therefore influence migration decision or serve as an intervening obstacle according to the push and pull theory employed by the study. More so, this could affect their integration and settlement since they may have to often visit their family or children if they were in Nigeria. Hence, respondents who had children were asked whether they stay with their children in Ghana or their children were living in Nigeria. From table 4.3, only 21.2% indicated they were living with none of their children in Ghana while the rest said they were living with (at least one of) their children in Ghana. The results show that majority of the migrants' willingness to settle in Ghana with their children. A participant of the study supported this:

My children are my everything; everything that I'm working for are because of my children. So I cannot be in Ghana while my children are in Nigeria. I will not be able to even have good sleep at night. The oldest of my children is nine years old so how can I leave them with my mum or anybody in Nigeria? My brother, will you be able to do that? They are all here with me including their daddy and are in school. There are good schools in Ghana so I want them to have good education here. **(Patience, 39 years, Shop owner, June 2017)**

**Table 4.3: Children Living with Migrants**

No. of Children living with Migrant	Frequency	Percent
none	14	21.2
1	10	15.2
2	19	28.8
3	11	16.7
4	8	12.1
5	1	1.5
6 and above	3	4.5
<b>Total</b>	<b>66</b>	<b>100.0</b>

**Source: Field Data, 2017**

#### **4.1.8 Highest Level of Education**

From the reviewed literature, the level of education of immigrants affects their economic contribution in the host country. This according to the OECD (2012) affects the demography of the host country and hence the general economy. The study consequently identified the highest level of educational qualification of respondents. From table 4.4, majority of respondents, constituting 52% had attained Senior High school qualification, 16% percent also had tertiary level qualification. About 3% of the respondents however indicated that they have had no formal education.

**Table 4.4: Highest level of Education of Respondents**

<b>Highest level of Educ.</b>	<b>Frequency</b>	<b>Percent</b>
Primary School	8	8.0
Junior High School	11	11.0
Secondary School	52	52.0
Vocational /Technical	10	10.0
Tertiary	16	16.0
No formal education	3	3.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field data, 2017**

To further identify the likelihood disparity between sex and the level of education of respondents, a cross tabulation of association was done using SPSS. From table 4.5, about 75% of males had attained tertiary education with 25% being females. From the result, all male respondents had at least attained a basic level education whereas all respondents who had received no formal education were females.

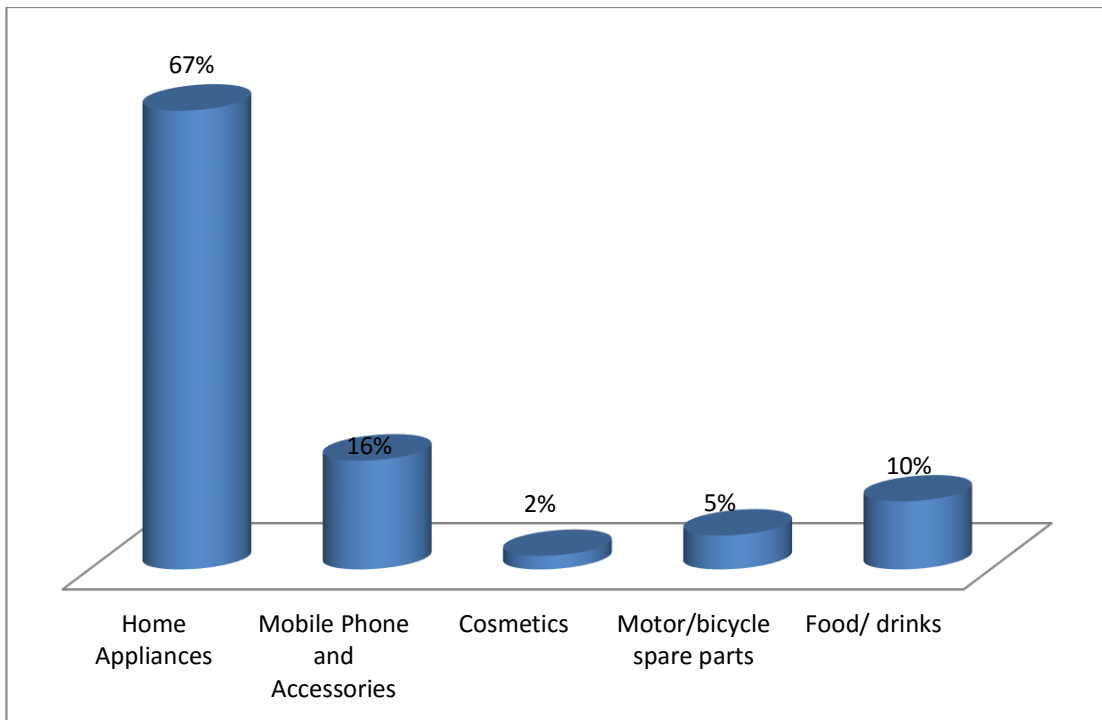
**Table 4.5: A cross tabulation of sex of respondents and their corresponding level of Education**

Education	Level of	sex		Total
		male	Female	
	Primary School	75%(6)	25%(2)	8
	Secondary School	84.6%(44)	15.4%(8)	52
	Vocational/Technic.	70%(7)	30%(3)	10
	Tertiary	75%(12)	25%(4)	16
	Junior High school	72.7%(8)	27.3%(3)	11
	No formal education	0%(0)	100%(3)	3
<b>Total</b>		<b>77</b>	<b>23</b>	<b>100</b>

#### 4.2 Trading Activities of Respondents

This section presents the trading activities of the respondents in Accra. It identifies the kind of items respondents trade in in the study area. This will be followed by a cross tabulation of sex and trading activity to find out the proportion of each sex group within a particular trading activity.

Respondents were asked to indicate the kind of business they are into. From figure 4.2, it could be identified that majority of the respondents trade in home/electronic appliances, 16% were into the sales of phones and accessories while 10% sold food and drinks. Other items sold were motor/bicycles spare parts (5%) and cosmetics (2%).



**Figure 4.2: Trading Activities of Respondents**

**Source: Field Data, 2017.**

#### **4.2.1 Sex Representation within Each Trading Activity (Cross Tabulation)**

The study sought to identify the proportion of both males and females in the various trading activity engaged by the respondents. The migration literature identifies how immigrants' gender roles can be altered in host countries (Asima 2010). Hence a cross tabulation of sex and trading activities of respondents was done to identify males and females representation in the items they trade in. From Table 4.6, it is revealed that both sexes engage in all the identified trading activities although disproportionately except motor/bicycle spare parts and cosmetics which are 100% dominated by males and females respectively. Out of the total number of respondents who traded in electronic or home appliances, about 82% were males and 18% were females. Also for traders in phones and accessories, an overwhelming majority of 93% were males while 7% were females

. Finally, 80% of respondents who sold food/drinks were females while 20% were males. The result is interesting but not surprising. The results reflect the ascribed roles and activities to specific gender in the Ghanaian society. This outcome may also not differ from respondents' origin country since both Ghana and Nigeria share similar culture and beliefs and norms. This was supported by a participant:

The cosmetics shop I have here, I own another one in Nigeria. That is where I started it. You cannot go into a business you do not have any experience in, especially when you have traveled all the way from Nigeria to Ghana. It will be a big risk. So the items many of us sell here in Ghana, they are the same business we have been doing back in Nigeria because Ghana and Nigeria are the same. (Patience, 39 years, Accra)

**Table 4.6: A cross tabulation of sex and trading activity**

Trading activity	sex		Total
	Male	Female	
Electrical appliances	82.1%	17.9%	67
Mobile Phone and Accessories	93%	7%	16
Cosmetics	0%	100%	2
Motor/bicycle spare parts	100%	0%	5
Food/ drinks	20%	80%	10
Total	77	23	100

**Source: Field Data, 2017**

A chi square test indicated no significant relationship between the sex of respondent and the kind of trading activity they engaged. See appendix D for results.

### **4.3 MIGRATION PROCESSES AND MOTIVATING FACTORS**

This section presents the migration processes by assessing the major factors that motivated respondents to migrate to Ghana. It also explores the role of social network in the migration process. Tables and charts are presented to illustrate the findings as well as supporting quotes from participants of the study.

#### **4.3.1 Motivating factors for migration decision**

An objective of this study was to find out the main factors that motivated respondents to migrate to Ghana. As the theory of the study explains, various drivers are responsible for influencing migration decision in both the push and pull and networks theories employed by the study. Although the study appreciates the coming together of various factors that could influence a migrant's decision to migrate, this section sought to identify the key motivating factors that most influenced respondents decision to migrate to Ghana. From Table 4.7, when asked about the single factor that most influenced their migration decision to Ghana, respondents pointed out eight major factors. The influence of social network was interestingly most referred to by respondents; this factor was attributed to as the main factor by 38% of the respondents. Also 19% said the free movement/ECOWAS protocol was the major deciding factor whiles 14% said economic opportunities in Ghana was the reason for migrating to the country.

As illustrated by the table, other factors included peace (3%), economic stability (6%), hospitality in Ghana (5%) as well as the skill set or expertise of the migrant (6%) and other factors (4%) influenced them the most to migrate to Ghana. Participants of the study supported this by explaining their major reason for migrating to Ghana.

I have another shop in Nigeria but my business friend who marries a Ghanaian and has a shop here told me that business moves faster in Ghana than in Nigeria, so I should come here. You know as a business man you should be ready to take risks, I chose to come after six months of thinking about it and making preparations. He also helped in the preparation till I came and I should say I have not regretted being here. I get more profit in Ghana than my shop in Nigeria. **(Jake, 37 years old, mobile phone shop owner, Accra, June 2017)**

Jake's reason to migrate to Ghana highlights the role of social network in the migration process. From his explanation, although economic opportunity remains the latent reason for his migration, this was only pursued after his business colleague had convinced him to migrate to Ghana in order to maximize profit. Indeed, the information as well as the support provided by his friend was key to directing his migration path to Ghana and not any other destination. This supports Massey's (1990) assertion of the role of social network in migration and hence supports the social network theory employed by the study. Another participant of the study also identified the relative peace and security in Ghana compared to her origin country as the factor that most influenced her migration decision.

There are so many reasons that brought me to Ghana but the major one is that in Ghana there is peace. This is so important to me because two of my extended family members were victims of the Boko-haram attack in Northern Nigeria. So being here is first as a result of the peace and safety from being attacked when you are even carrying money on you at work or at home” (**Patience, 39 years old, shop owner, Accra**)

**Table 4.7: Factors that most influenced choice of Ghana as a destination**

<b>Factor that MOST influenced choice of</b>	<b>Frequency</b>	<b>Percent</b>
<b>Ghana as a destination</b>		
Social network	38	38.0
Economic opportunity	14	14.0
Expertise	6	6.0
Peace	3	3.0
Economic instability	6	6.0
Hospitality	5	5.0
Language	5	5.0
Free movement/ ECOWAS Protocol	19	19.0
Other	4	4.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field data, 2017**

#### 4.7.1 A Cross Tabulation of Sex of Respondents and their Motivating factors for Migrating

Motivating Factors	sex		Total
	Male	Female	
Social Network	71%(27)	29%(11)	38
Economic opportunity	79%(11)	21%(3)	14
Expertise	100%(6)	0%(0)	6
Peace	67%(2)	33%(1)	3
Economic Instability	67%(4)	33%(2)	6
Hospitality	80%(4)	20%(1)	5
Language	80%(4)	20%(1)	5
Free movement/ECOWAS Protocol	84%(16)	16%(3)	19
Other	75%(3)	25%(1)	4
<b>Total</b>	<b>77</b>	<b>23</b>	<b>100</b>

**Source: Field data 2017**

### **4.3.2 Role of Social Network in the Migration process/decision**

As identified by the literature, migrants are likely to rely on support or information from social network in their choice of destination country. This section therefore identifies the kind of social network that played a role in respondents' decision to migrate to Ghana, if any, as well as the kind of support they had before migrating. Consequently, migrants were asked if they received any support or assurance from their social network in Ghana; 75% of respondents responded in the affirmative that they had such social network support while 25% said they did not receive any kind of support prior to migrating to Ghana. This shows that a great majority of respondents received support/assurances from their social networks in Ghana before migrating.

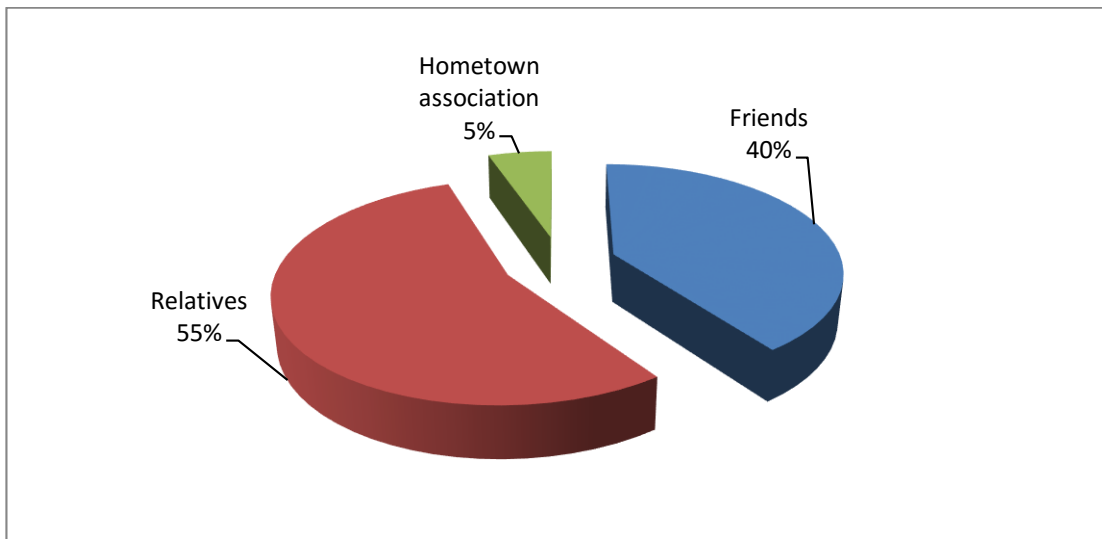
Respondents who indicated that they received support or assurances from their social networks in Ghana were then asked to identify which of their social networks provided them with the support/assurances. From Figure 4.3, about 55% of them received different kinds of support and assurances from their relatives/family, 40% said the support came from friends while 5% mentioned hometown associates.

From Figure 4.4, when asked to identify the specific kind of support received from their social networks, 68% indicated the assurance or support of accommodation, 18.7% said they were helped with information from their networks in Ghana, 8% were offered employment opportunities and 5.3% received the support of money. A participant of the study supported this.

My husband came to Ghana two years before I came. He owns a shop at Abossey Okai and sells tyres. He brought me here later when he got this store for me and we made it a cosmetic shop as I had in Lagos  
**(Cecilia, 30 years old, Accra)**

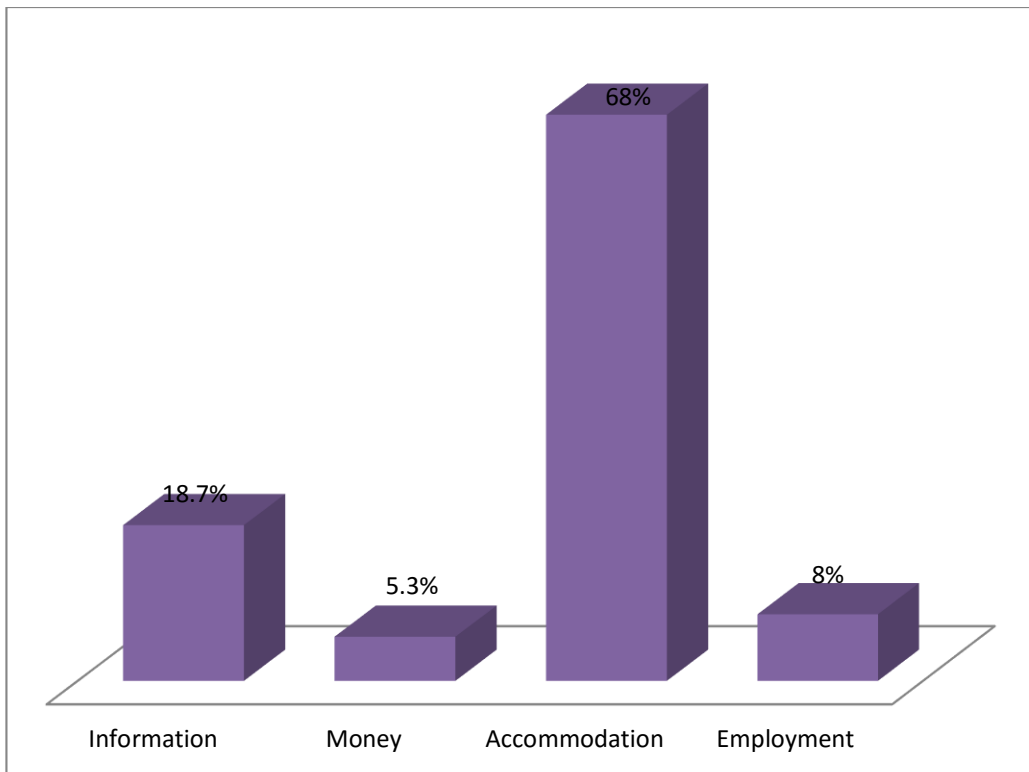
Jake, a participant of the study also emphasizes the support of accommodation he received as very helpful to him.

It was my friend who secured accommodation for me when I arrived here in Ghana. I stayed with him in his apartment for about three months before I got one for myself through a friend of his then I moved in. While I was staying with him, we worked on securing all my documentations that enabled me to own this shop and sell in here Ghana. This support I received was very important to me because I knew nobody in Ghana apart from him and I had never been to Ghana before. **(Jake, 37 years old, Accra, June 2017)**



**Figure 4.3: Kinds of social networks in Ghana that respondents received support from.**

**Source:** Field data, 2017



**Figure 4. 4: Specific kinds of support/assurances received by respondents from social networks**

**Source: Field data, 2017**

#### **4.4 Summary**

This chapter presented the socio-demographic characteristics of respondents which included their age, sex, marital status, children ever born, leaving arrangement of spouses and children of migrants as well as their highest level of education. The findings identified that majority of respondents (about 75%) were young, below the age of 41 years. And this supported the migration literature of West African immigrants being mostly youth (Adepoju, 2010). Majority was also married and they mostly lived with their spouses and children. The chapter also identified the trading activities carried out by the respondents and majority traded in electronic/home appliances and also mobile phones and accessories. A cross tabulation of sex and trading activities was also done to show the distribution males and females within the respective trading activities. Also in relation to the objective

of the study, the chapter finally discussed the migration process and motivation of respondents where the role of social network in the migration process was analyzed. The next chapter presents their livelihood strategies and integration into the Ghanaian society. It also discusses the challenges faced by the Nigerian traders and their settlement in Ghana.

## **CHAPTER FIVE**

### **LIVELIHOOD STRATEGIES AND INTEGRATION**

#### **5.0 Introduction**

This chapter discusses the integration mechanisms adopted by respondents in Ghana. This includes the role of associations and other livelihood strategies respondents use to ease their settlement. The chapter also analyses the contributions of the respondents in Ghana as well as their challenges. The final section of the chapter presents the summary, conclusions and recommendations of the study.

#### **5.1 Livelihood strategies and integration of Nigerian Traders in Ghana**

The study sought to identify how respondents have adapted to the Ghanaian society as well as the Ghanaian market. In this regard, the study first found out how long respondents have lived and also worked in Ghana. From table 5.1, almost all the respondents had lived in Ghana for at least 1 year (99%). Respondents who had lived in Ghana between 4 to 6 years constituted the highest proportion (27%). It must also be noted that 11% of the respondents had lived in Ghana for more than 15 years. The results show that with majority of respondents having lived in Ghana for a year or more they had enough experiences and also livelihood strategies employed to adapt to the Ghanaian society.

**Table 5.1: Number of years lived in Ghana**

Length of Stay in Ghana	Frequency	Percent
less than 1 year	1	1.0
1-3 years	22	22.0
4-6 years	27	27.0
7-9 years	15	15.0
10-12 years	14	14.0
13-15 years	10	10.0
15+ years	11	11.0
Total	100	100.0

**Source: Field data June 2017**

Participants of the study, having lived in Ghana for about a year or more in an in-depth interview supported this by explaining how they live or have adapted to the Ghanaian society.

One thing that really helped me to adapt to Ghana really quickly was my Ghanaian girlfriend then, unfortunately I could not marry her but she really helped me in my initial stage when I moved into my own apartment from my friend's house. She will come over during the weekend and prepare stew for me and do all the cleanings for me. I was having issues with immigration officers but she had an uncle who is one of the bosses there and he sorted me out and this was a big relief for me. Later we had some issues and we could not continue in the relationship but even that we still keep in touch and her uncle continues to help me when I need his help. **(Jake, 37 year old mobile phone shop owner, Accra)**

Jake's account identifies the livelihood strategy of how some (male) migrants adapt to the host country through fiancées or girlfriends. Others also adopt different strategies like the case of one participant.

I came to Ghana in 2009, and didn't know Ghana much apart from when I once came to Ghana for a church program. It was a bit tough for me here at the beginning. I needed an accommodation and wanted to enter into business. I stayed in a guest house in Nungua for about a month before I finally got an accommodation at Spintex. It is at Spintex that I came in contact with many of my fellow Nigerians and I joined the Igbo association. Through the association, I was able to secure my documentations and our president linked me later to a Ghanaian who was selling his store because he was travelling to the United States and I got a very good deal considering the location of this shop and the price I got it for... (John, 37-year-old, Accra)

In John's case, the role of his compatriots through hometown association was important to his adaptation. Joining the hometown association was a means of getting the needed assistance in his business, such as the acquisition of his store, and documentations through the association.

The quantitative survey identified that about 75% of respondents indicated that they belong to various associations and groups such as hometown associations, church and trade groups (see table 5.2 for distribution of associations joined by respondents). About 25% however said they do not belong to any form of associations in Ghana. The results therefore show that a great majority of respondents join various associations in Ghana, which lends support to John's membership of a hometown association.

**Table 5.2: Associations joined by respondents**

<b>Association</b>	<b>Frequency</b>	<b>Valid Percent</b>
Religious association	27	36.0
Hometown Association	18	24.0
Trade union	18	24.0
Religious association and Trade Union	4	5.3
Hometown Association and Trade Union	3	4.0
Religious association and Home town Association	5	6.7
<b>Total</b>	<b>75</b>	<b>100.0</b>

**Source: Field data 2017**

**Table 5.3.1: A Cross Tabulation of Sex and Associations joined by respondents**

<b>Association</b>	<b>SEX</b>		<b>Total Freq.</b>
	<b>Male</b>	<b>Female</b>	
Religious association	63%(17)	27%(10)	27
Hometown Association	67%(12)	33%(6)	18
Trade union	94% 17	6% (1)	18
Religious association and Trade Union	50%(2)	50%(2)	4
Hometown Association and Trade Union	33%(1)	67%(2)	3
Religious association and Home town Association	60%(3)	40%(2)	5
<b>Total</b>	<b>52</b>	<b>23</b>	<b>75</b>

**Source: Field data 2017**

## 5.2 Benefits of Associations to Respondents

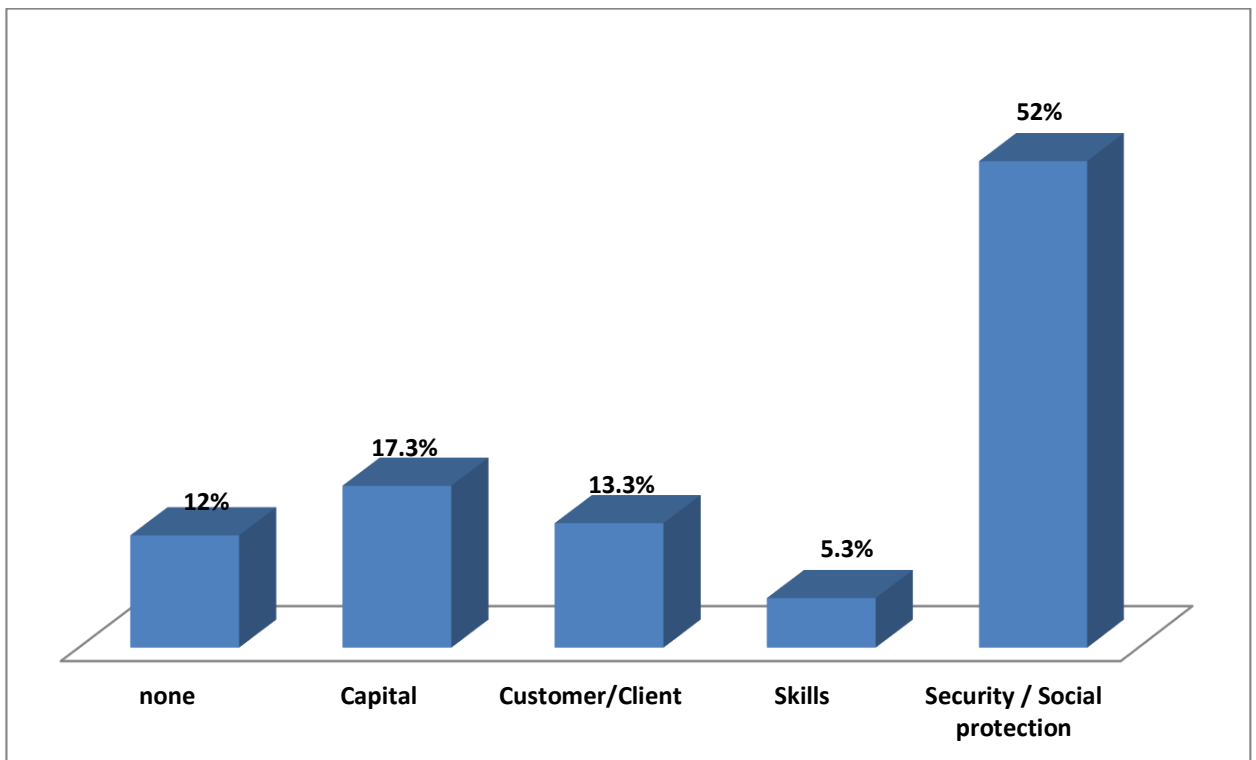
The survey sought to find out from the respondents who indicated their membership of various associations about the benefits they gain from joining such associations. From figure 5.1 it was identified that 52% of respondents tend to enjoy the benefit of security or social protection through the association, about 17% are supported with working capital while about 13% get clients or customers from the associations. Also, about 5% said they have earned skills through the associations and 12% indicated they have not benefited from the associations. The results therefore show that an overwhelming majority (88%) enjoy various forms of benefits from joining associations. This therefore serves as an adaptation or livelihood strategy to respondents. Participants of the study affirmed this outcome by revealing the benefit they have had from their respective associations.

My church has been helpful to me since I came to Ghana. They advertise my products at church after service and through that I am able to gain a lot of customers. The shop attendant here is a member of the church and one of our pastors recommended her to me for employment. She has been very helpful to me... (Patience, 39 years, shop owner, Accra)

The quote from Patience highlights the benefit from church such as publicity which gives her customers/clients. In all, respondents joined these associations for their respective interest or as a livelihood strategy. This invariably serves as a support system to them in their effort to settle or negotiate their integration in the Ghanaian market and society. A leader of a Nigerian traders association explained how members benefit from their association.

The association here has rules governing the body. Nobody can just come into the market and sell because you are a Nigerian. We

have our members who are duly registered and they pay dues. There are times some of our members may get an issue with the police, customs or the immigration authorities and it is our duty to go to their aid. We also help members who may be bereaved through our welfare dues. We also work with banks that have branches here in Ghana and Nigeria and in that way our members can save money or withdraw whether they are here or they are in Nigeria. It is a family so we help ourselves as members of one big family **(Mr. Amada, 46 years, leader of Nigeria trading association)**



**Figure 5.1: Benefits from joining Associations**  
Source: Field Data, 2017

### 5.3 Respondents- Ghanaians Relationship

For migrants to settle or adapt quickly to the host nation, the citizens' relationship with them also has a role to play. Evidence of hostile attitude or xenophobic sentiments hampers any effort by migrants to adjust to their host nation and integrate. The study therefore asked respondents to identify the kind of relationship that exists between them and the Ghanaian traders. Table 5.3 shows that a great majority of respondents (82%) indicated they have cordial relationship with Ghanaian traders while 6% described their relationship with Ghanaian traders within the sector to be hostile. There were also 12% of the respondents who did not have any form of relationship with the Ghanaian traders. The result therefore supports the anecdotal evidence of Ghanaian hospitality. Patience, a participant of the study supported this.

To be honest, I will say Ghanaians are too nice, sometimes it is even bad. In this market, there is no difference between a Ghanaian and a Nigerian. It is not because we have the same skin colour, when you come here and we are sharing jokes and making fan of each other, you can only tell I am a Nigerian from the way I speak, maybe. I have a very good relationship with the Ghanaian traders here. When any of us is bereaved, we all got to the funeral and offer our donations to support the person. Ghanaians here are friendly... (Patience, 39, Accra, 2017)

**Table 5.4: Description of relationship between respondents and Ghanaian traders**

Type of Relationship	Frequency	Percent
Hostile	6	6.0
Cordial	82	82.0
No Relationship	12	12.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

#### **5.4 Respondents contributions to the Ghanaian economy**

From the literature review, it was identified that immigrants' activities tend to affect the host country's economy in various ways. According to OECD (2014) the presence of migrants could affect the host country's economy negatively if they compete with nationals for jobs and do not create employment opportunities. This section presents how respondents have contributed to the Ghanaian economy through job creation and transfer of skills to the Ghanaian counterparts within the trading sector.

The study first sought to find out the number of Ghanaians employed by the traders in their various shops. Table 5.4 show that 31% of the traders did not employ Ghanaians in their business while 69% had employed at least one Ghanaian. There were 20% of respondents who had employed three Ghanaians being the highest percentage and about 7% of the respondents had employed more than five Ghanaians. The result is therefore an indication that a large majority of respondents have employed Ghanaians, hence contributing to employment creation. Respondents generally did not have large shops hence could employ few persons to work with them. Also majority of respondents who did not employ Ghanaians in their shops was due to the nature of their business model which was run by the individual respondents. Participants of the study recounted their contribution to job creation in Ghana.

Since I came to Ghana and opened this shop including two others, I have contributed to the economy through many ways; by paying all my taxes... you can have a look at some of my invoice... I have employed five Ghanaians and two of them are now having their own shops. I will say I have helped them in acquiring good skill in running their own shops effectively. They also have Ghanaian employees in

their shops and I know it will go on and on...” (John, 37 year old trader Accra)

As you can see these two ladies working with me here are Ghanaians. The other one is my cousin but she only comes here during school breaks. I mainly work with these two ladies here who are Ghanaians. I cannot bring people from Nigeria to come and work here in Ghana, so definitely, the shops we have in Ghana it is Ghanaians we will employ. I pay them very well too. The money I pay them a month is even higher than what their friends working with Ghanaians earn. I do not like cheating because the bible is against that. I treat all of them well as my kid sisters... (Cecelia, 30 years old, cosmetics shop owner, Accra).

**Table 5.5: Number of Ghanaians Employed By Respondents**

<b>Number of Employees</b>	Frequency	Percent
none	31	31.0
1	9	9.0
2	18	18.0
3	20	20.0
4	9	9.0
5	6	6.0
6 and above	7	7.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

Also, when asked if they have transferred any new form of business or marketing within the Ghanaian trading sector that has been learned by Ghanaian traders, participants of the study responded in the affirmative and explained how they have transferred relevant ideas and new ways of doing business in the trading sector that has been copied by the Ghanaians.

As you can see from this lane, there is a lot of competition here, at first the Ghanaians will open their shops, sit in there and expect

customers to pass by other shops and come and buy from them. When I came, I had a small shop but what I did was that, I employed two people to stand at the far end of the lane so that when customers are passing, they will direct them here. Later the Ghanaians saw how I was getting a lot of customers through that with the little shop I had at the time. So now when you were coming here I believe you saw a lot of guys who were holding some of these spare parts and asking if you want some to buy. (he smiles) many of them work for the Ghanaian shops here. They have copied me!... **(Ola, 32 years old, Accra)**

I have introduced many Ghanaians to my supplier in Nigeria and they go there for some of the mobile phone accessories. Because of my relationship with the supplier, they are able to deposit part payment and later pay the rest. This has expanded many of the shops by some of my Ghanaian colleagues. Also, many Ghanaians didn't know how to price their goods so that they can get more customers and at the same time keep a good profit. They preferred to sell every item for a fixed price and get maximum profit from each item. But we do not do that, depending on the customer you can sometimes sell an item to him that will take your profit away from it but it is good because you want to establish a good relationship with that customer for the future. It helps us get a lot of customers with small profits on each item rather than pricing it high and getting few customers. The Ghanaian traders here have learned that way of pricing items. **(Ike, 42 years, Accra)**

Both participants of the study (Ola and Ike) identified various ways Ghanaian traders have benefited from their presence by helping them to expand their trade and also imparting different trading or marketing approach which they attest have been learned by the Ghanaian traders.

Finally, the study sought to find out whether respondents own any form of property in Ghana or have started any investment project that may contribute to infrastructure or

growth of the economy. Table 5.5 shows that 30% indicated not having any form of property or investment project in Ghana where 5% preferred not to indicate. However majority of respondents (constituting 65%) indicated owning various forms of properties and investment projects such as land, houses, shops and cars. The result is indicative that majority of respondents have also contributed directly and indirectly to the host country in the form of infrastructure, and revenue generation through their investments in the country. A participant of the study explained in details his investment properties in Ghana.

I and my brother have three houses at Spintex that we have given it out for rent to shop owners and a bank. I personally have three Uber cars that work for me and I intend to buy another one by the end of the month. Ghana is a good place to invest because there is stability here. When you work hard, you get your reward so I plan to have a few more investments in the country. Recently I helped my church to put up a new church auditorium; it does not belong to me but I will say that I have contributed hugely to that. So some people may not even have solid properties to themselves but one way or the other, they have contributed to some projects which are all here in the country **(Mr Amada, 46 years old trader and leader of Nigerian traders association, Accra, 2017)**

A participant of the study however explained why he does not have any property in Ghana.

I have been in Ghana for two years now and I am still working hard to do something for myself. Before I came to Ghana, I had started a housing project in Nigeria and wanted to complete. The little money I have made here has been channeled into that project. I am almost done with the building so there are other forms of investments I can fully concentrate on here in Ghana. I will not build a house here though but I want to open about two more shops here because I know one day I will go back to

Nigeria and so if I invest any shops it will be better than putting up a house. (Ola, 32 years, Accra, 2017)

In conclusion, majority of respondents have made different forms of contribution to the host country in the form of employment creation, introduction of new ways of doing business within the trading sector, generation of revenue through payment taxes and expenditure in the country and also the acquisition of properties and investment projects. More so, respondents like Ola, who are yet to even acquire personal properties in the country, have hopes or plans to invest in the Ghanaian economy in future.

**Table 5.6: Properties or Investment Projects by Respondents**

Property/Investment project in Ghana	Frequency	Percent
House	7	7.0
Land	3	3.0
Shops	43	43.0
land and shops	3	3.0
House, Land, Shops and Cars	1	1.0
Shops and Cars	5	5.0
House, Land and Shops	1	1.0
House and Shops	2	2.0
No property	30	30
Prefer not to say	5	5
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

### **5.5 Challenges Faced by Nigerian Traders in Ghana**

This section discusses the challenges faced by respondents in their trading activities and settlement in Ghana. As reviewed in the literature, migrants are face with challenges at the

host countries in their economic activities which thereby pose challenge to their settlement in the economy and the society of the host nation (Kerr and Kerr, 2011; OECD 2014).

Among various challenges migrants face in host countries is an important one that may sum up these challenges and their effect on the migrant; thus security or the sense of safety at the destination country (Meilaender, 2007). In this regard, the study first sought to find out from the respondents if they feel safe in Ghana. About 84% of respondents indicated that they are safe in Ghana while 16% said they do not feel safe (See table 5.6). The response is therefore an indication of a great majority of respondents having confidence in their security in Ghana. In spite of the overwhelming majority indicating that they feel safe in Ghana, the study sought to find out more from a participant about she is not confident about her safety in the Ghana.

... I do not say this because I am a Nigerian and I feel different about my security. I have been in Ghana for a long time and I have always felt safe even during elections when there is so much tension in the country. But lately some of the incidents happening around the country and in my neighbourhood do not inspire confidence in me as far as my security is concerned. Just last week there were two robbery cases in my neighbourhood. It was just reported in the news about a broad daylight robbery where some policemen were even shot dead by armed robbers. I have not been personally attacked but just like many Ghanaians, I think security can be better. Some of these occurrences are rather regular in Nigeria but in Ghana, it is beginning to challenge Nigeria. Please if through this study the government can do something about it, please tell them... **(Cecilia, Accra, June 2017)**

The participant's feeling of insecurity is related to recent security concerns which is expressed generally in the country and not one specifically directed at migrants. Also a

cross tabulation of sex and how respondents felt safe in the host country did not show much variation between both sex (see table 5.6.1)

**Table 5.7: Safety of respondents at the host country**

<b>Do you feel safe in Ghana?</b>	<b>Frequency</b>	<b>Percent</b>
Yes	84	84.0
No	16	16.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

**Table 5.6.1: Cross Tabulation of sex and safety of respondents at the host country**

<b>Motivating Factors</b>	<b>sex</b>	
	<b>Male</b>	<b>Female</b>
Yes	86%	82%
No	14%	18%
<b>Total</b>	<b>77</b>	<b>23</b>

**Source: Field data 2017**

The study further proceeded to find out from respondents what constituted their main challenge in living and working in Ghana. In all, about ten challenges were identified from the responses of respondents. These included high cost of living in Ghana, difficulty in securing accommodation and poor utility service among others. From table 5.7, a quarter of the total respondents indicated the high cost of living in Ghana as their main challenge (25%), this was followed by 20% who attributed their key challenge in living in Ghana to accommodation difficulty. Other challenges as identified by the table 5.7 include poor utility service (15%), immigration officials (11%), neighbours (10%), security (5%), and documentations (5%), among others.

**Table 5.8: Single Most Important Challenge Faced by Respondents**

<b>Challenges</b>	<b>Frequency</b>	<b>Percent</b>
High cost of living	25	25.0
Poor utility service	15	15.0
Accommodation	20	20.0
Immigration Officials	11	11.0
Neighbours / tenants/ Landlords	10	10.0
Security	5	5.0
Social Security	1	1.0
Documentations	3	3.0
Unhealthy competition from local traders	5	5.0
Importation Challenges	5	5.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field data 2017**

Three participants expressed their varying challenges. The first participant explained why high cost of living is his main challenge.

Business is good in Ghana but at the end of the day, we can save very little because we spend all of them on paying electricity bill, water bill and other expensive charges in Ghana. Things are generally expensive in Ghana and sometimes I don't even understand. The same product or service in Ghana and Nigeria and Ghana's will be about twice the price in Nigeria. Even DSTV subscription fee in Ghana which is the same company in Nigeria, in Ghana here I'm paying more than twice the equivalence of what I pay in Nigeria for the same bouquet. Cost of food and even clothing are more expensive here in Ghana than in Nigeria. So anytime I go to Nigeria, I buy many of my items there and bring them to Ghana. (Ike, 42 years, Accra)

Another participant also attributed his main challenge in living in Ghana to his neighbours/landlord

Some Ghanaians do not treat us well. Some landlords become bitter towards us when they see you prospering. Sometimes, because of the few Nigerians who are involved in fraudulent business and things like that, some Ghanaians misconstrue it and generalize it to all Nigerians. So when they see that you are a Nigerian, their approach or attitude towards you changes a bit. I deal with that all the time here in Ghana but it is irritating sometimes. My colleague Nigerian told me his landlord didn't want him to park his car in the house. Meanwhile, the house has a big compound enough to keep the car but the landlord says the compound is not a garage and there is no garage in the house. The funny thing is that his son parks his car in the house, anytime he comes to the house to visit the father. **(Ola, 32 years, male trader, Accra, June 2017)**

The third participant however supported the claim of accommodation challenge to be among the key challenges facing them as well as a tetchy relationship between them and some Ghanaian traders.

Securing accommodation is not easy in Ghana. Apart from the fact that it is expensive, it comes with a lot of stress between you, agents and landlords. Sometimes you end up being duped by people who pose as landlords. My husband and I decided to move from our current place but it has not been easy at all. Some Ghanaian landlords tend to overprice their rooms when they know it is a Nigeria coming for it. They believe we have a lot of money so they sometimes charge us differently. Other landlords also do not like to have Nigerians in their house at all so it limits our options of finding a place and the limited ones get overpriced due to competition from many others looking for same accommodation...

With the Ghanaian traders, it is normal that sometimes competition can bring a bit of tension which happens even among us Nigerians but I have had issues with Ghanaian traders who have defaulted paying me for supplying them goods. Sometimes it becomes police case and they find a way of making the case die out, maybe they are related to some big police officers who influence the case. There are times immigration officers and port officials also frustrate us a lot. **(Cecilia, 30 years old, Accra)**

### **5.6 Border Challenges**

Finally, due to the proximity of Ghana and Nigeria, it was expected that respondents would cross the border to and from Nigeria for family or business related purposes. The study therefore sought to find out how often respondents crossed the border and the possible challenges they may encounter. According to the literature, West African migrants continue to experience challenges and bottlenecks from border officials and this hamper trade and free flow of goods and services (Harman, 2001; Chalfin, 2001; Yusuff, 2015). Table 5.8 and 5.9 show the distribution of how often respondents crossed the border and the difficulty they faced in crossing, respectively. From table 5.8, only 13% out of the total respondents indicated they have never crossed the border with goods before. The remaining great majority had at least crossed the border once since they arrived in Ghana. The largest proportion was those who crossed the border, once every month, constituting 27%, followed by those who indicated crossing the border “very often” (21%). The result is therefore an indication that majority of respondents cross borders between Nigeria and Ghana.

**Table 5.9: Ever Crossed Borders to and from Ghana**

<b>How often do you cross the border</b>	<b>Frequency</b>	<b>Percent</b>
Never crossed the border with goods	13	13.0
Very often	21	21.0
Every month	27	27.0
Once a year	12	12.0
Once, when I was coming	3	3.0
Four times a year	9	9.0
Three times a year	7	7.0
Twice a year	5	5.0
Six times a year	1	1.0
It depends/ i don't know	2	2.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field data, 2017**

A participant of the study affirmed crossing borders to Ghana from Nigeria and vice versa on multiple occasions and its associated challenges.

I go to Nigeria quite often because that is where I get my supply of goods for my business. So I will say at least every month I go back to Nigeria to bring in goods through the borders. It is sometimes challenging especially when you get to the francophone borders. We are all members of ECOWAS but it looks like they do not really care about it. So for me, because I use the borders for business purposes, I have made a lot of friends with the border officials. It helps me to go through without too many restrictions and delays but I always witness a lot of people who go through many frustrations on the borders. It is not too difficult when you are crossing the Ghana border though. (Ike, 42 years Nigerian trader, Accra, June 2017)

Ike's assertion supports the quantitative data which shows that majority of the respondents cross the borders. He also bemoaned the associated bottlenecks involved in crossing the borders with his goods and this experience is supported by Table 5.9 where a total majority of 52% admitted some difficulty in crossing the border. In all, while almost a half of respondents (47%) indicated that they experienced no difficulty crossing the border, 28% said it was very difficult and 24% also described crossing the border as "quite difficult". The findings are in line with earlier studies which identify cross-border challenges experienced in West Africa especially by traders (Krakue, 2015).

**Table 5.10: Border crossing Challenges**

<b>Difficulty</b>	<b>Frequency</b>	<b>Percent</b>
Don't know	1	1.0
Not difficult	47	47.0
Very difficult	28	28.0
Quite difficult	24	24.0
<b>Total</b>	<b>100</b>	<b>100.0</b>

**Source: Field Data, 2017**

The study further sought to find out whether the challenges faced by respondents were gender specific. In this regard a cross tabulation of association between the sex of traders the difficulties encountered at the border was carried out using SPSS (see appendix D). Although the result was interesting, a Chi square computation shows that there is no significant correlation between the sex of the Nigerian traders and the challenges that they face when crossing the border because the P value is 0.058 (See appendix D). This therefore indicates that the sex of a trader does not influence the kind of challenge he/she

faces although other studies have identified relatively more difficult challenges female traders crossing the West African borders encounter (Yussuff, 2014)

### **5.7 Recommendations by Respondents**

In the wake of the study identifying the migration processes of Nigerian traders and their experiences in Ghana, which included their challenges in the trade sector and living in Ghana, the study sought to find out from participants what recommendations they would proffer to ameliorate their situation. Some of the key recommendations which participants generally made, included the need for government to address electricity power outages known in Ghanaian parlance as “dumsor”. They also appealed to the Ghana government to relax the laws which make their trading activities come under constant pestering by immigration officials. Other recommendations were made towards resolving accommodation challenges, import restrictions and delays and high cost of living in Ghana.

“Ghana is a good place for business. It is the recent power problems that affected my business badly. Although electricity bill is high here, I prefer to have the light and pay light bills than use generator. I will plead with the authorities to ensure that the light becomes stable so that we can work with it. If the government can also do something about the high electricity bill, it would be a welcome-news to our businesses here” (Ike, 42 years, Accra).

John, a participant of the study also recommended that the government must institute measures to remove the bottlenecks at the port that delay importation and increases cost of business.

“The new government is putting in place some measures to fast-track clearing of goods from the port and I think it is a step in the right direction. I will urge the government to ensure that some of the unnecessary delays and payments to ‘goro boys’ are removed. This would improve businesses in Ghana. The immigration office should also make it easy to have work permit. The cumbersome nature of acquiring working documents discourages many of our people from renewing their permits. ”

## **5.8 Conclusion**

This chapter discussed the integration and adaptation mechanism of Nigerian traders in Ghana. It also analyzed their contribution as well as challenges in living in Ghana. It was identified that respondents rely on social networks such as joining associations as important means of settling in Ghana. This is therefore in line with the social network theory employed by the study which explains that social networks apart from facilitating migration also aid in the settlement and possible integration of the migrants thereby reducing the cost of migration, both economically and psychologically. Also, a great majority of respondents (82%) indicated the cordial relationship that exists between them and Ghanaians. Also, sections of the chapter discussed the contributions and challenges of respondents in Ghana. Majority of respondents had made various forms of investments in Ghana including property ownership. They were however faced by challenges such as high cost of living in Ghana, accommodation problems, importation challenges and borders challenges. Recommendations were therefore provided by participants in resolving some of the challenges.

## **CHAPTER SIX**

### **SUMMARY, CONCLUSIONS AND RECOMMENDATIONS**

#### **6.0 Introduction**

In line with its objectives, the study presented the socio-demographic characteristics of Nigerian traders and their trading activities in Ghana. It also described their migration processes and factors that motivated them to choose Ghana as destination country. Also the study examined the livelihood strategies and integration strategies of Nigerian traders in Ghana. Finally it identified the challenges they face in their trading activities and settling in Ghana.

This chapter therefore presents the summary of the findings, the conclusions and some recommendations emerging from the study

#### **6.1 Summary of findings**

With respect to the socio-demographic characteristics of respondents, 76% of respondents were below the age of 36 years which confirms an overwhelming majority of youth among the respondents. The result is therefore not surprising since it supports the migration literature that West African migrants are mostly youth (Adepoju, 2010). It is also consistent with Awumbila's (2011) study which highlights the active involvement of the youth more than any age group as the most likely to migrate. Also 77% of the respondents were males while the rest were females. A total of 46% of respondents had married and 78% of those lived with their spouses in Ghana. Majority of the respondents had attained Senior high school certificate as their highest level of study. The study also identified that majority of respondents (67%) traded in electronic appliances where 82% of them were males. Also 80% of respondents who sold food and drinks were females and this reflected

the gendered dimension of trade both at the destination country and the origin country and this, expectedly did not show a reconfiguration of gender roles as was identified by Asima (2010) in his study in the United Kingdom, perhaps due to the cultural differences between the Western world and Africa.

In terms of the migration processes and the factors that influenced their migration, the study found out that the highest proportion (38%) was due to the influence of social networks. This therefore conforms to the social network theory employed by the study. Other factors responsible were economic opportunities, peace, hospitality in Ghana and the ECOWAS Protocol. These also reflect the push and pull theory used by the study.

Also, with regard to their livelihood strategy, adaptation and contributions in Ghana, some participants relied on the help of Ghanaians such as girlfriends. About 82% of respondents indicated their cordial relationship with Ghanaians. Also 75% of respondents joined various forms of associations including church, trade unions and hometown association which served as social capital support to them in Ghana.

Respondents' contribution to Ghana included the creation of employment opportunities where 69% had employed Ghanaians in their trade business. Respondents also indicated other forms of economic and infrastructural contribution including investment properties and housing projects in Ghana.

On their challenges in Ghana, only 16% of respondents indicated security or safety challenge. Other challenges identified by respondents included, high cost of living, poor utility service, accommodation and challenge from immigration officials. Finally, a total of 52% indicated border crossing challenges.

Participants made recommendation to address the challenges of power outages, challenges at the port and immigration office.

## **6.2 Conclusions**

In analyzing the trading activities, contributions and integration of Nigerian traders in Ghana, this study has identified that Ghana is an attractive destination for traders from neighbouring West African countries especially Nigeria. Factors such as peace, economic growth, ECOWAS protocol and importantly social networks are major factors that encourage Nigerian traders to Ghana. These factors responsible for their migration are therefore consistent with the push and pull and network theories employed by the study.

Majority of these migrants are of youthful age, (below 36 years of age) and have attained the Senior High School Certificate as their highest level of education. This supported the study by Awumbila (2011) and Adepoju (2010) who described the migrants from West Africa as mostly young and educated.

Although the traders pose competition to Ghanaian traders within the same sector, they contribute to employment creation and also offer variety of options to the Ghanaian consumer. More so, new and innovative ways of doing business have been passed on to the Ghanaian traders within the sector. Not only that, they have contributed to the economy taxes, and investing in the economy by opening businesses. Others have added to infrastructure through housing projects like the case of one participant (Mr Amada, 46 years trader) who has built three houses and rented to a bank and shops at Spintex Accra.

Integration is not difficult for them since they are able to get support from hometown associations, Church, family and friends and also due to the Ghanaian hospitality. An overwhelming majority also feels safe and secure in living and working in Ghana.

However, they are faced with challenges from the ports, borders, customs and immigration authorities in their business. The recent power outages experienced in Ghana and the relatively high cost of living compared to Nigeria are other challenges to their businesses

### **6.3 Recommendations**

The increasing globalization, the role of ECOWAS and the continuous improvement of the Ghanaian economy would continue to increase the flow of migrants especially from the West African sub-region to Ghana mainly for the purpose of economic opportunities. This has the tendency of increasing the size of the Ghanaian economy through their investment and trade related activities as identified by the study. However, for Ghana to fully benefit from this, policymakers must formulate policies that would position Ghana in a way that would fully take exploit these benefits without possible future negative repercussion. First, it is recommended that the government of Ghana would streamline the trade sector so that both Ghanaian traders and immigrants with substantial capital to invest in the economy would be protected. This would therefore avoid the influx into the trade sector areas, meant for Ghanaians to be reserved for them as well as areas where immigrants could also invest.

It is also recommended that policymakers would ensure that the ECOWAS borders institute mechanisms that remove excessive constraints for traders within the sub-region.

It must be added that although, xenophobia is not extreme in Ghana, there are few Ghanaians as shown by the study who exhibit sentiments of it. There is therefore the need to nib it in the early stages through public campaign, educating Ghanaians about the dangers of xenophobia and the value of immigration. The government of Ghana ought to take the few complaints from Nigerians seriously to help ease their settlement in the country. This would help the conditions of safety and security as well as rule of law to improve not only for Nigerians but for all people living in the country. Importantly Nigerians should be encouraged not to repatriate most of their profits back to Nigeria, but to reinvest them in Ghana.

Also, if the government of Ghana would like to encourage investment and support businesses in Ghana it must ensure the efficient provision of utility services especially electricity; housing projects that would ease accommodation challenges and thereby compel private landlords to reduce their rent charges or offer flexible payment must be embarked upon by the government of Ghana.

Finally, any future research should include Ghanaian traders, consumers and relevant state officials in order to fully explore all issues and obtain more interesting nuances.

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11. What trading activities are you engaged in:

1. Electrical appliances      2. Mobile Phone and accessories      3. Cosmetics  
4. Motor/ bicycle Spare parts      5. Food/drinks      6. Other.....

12. How long has your enterprise been operating in Ghana?.....

13. Number of employees.....

14. How many of your employees are Ghanaians?.....

15. How many are not Ghanaians (Please specify nationality)

.....

.....

### **Migration History**

16. How long have you been living in Ghana.....

17. Have you ever migrated to any other country prior to migrating to Ghana.....

18. If yes for how long did you stay there.....

19. Do you intend to migrate from Ghana to another country? 1. Yes      2.No

3.Not sure

### **Migration Networks and Decision**

20. Prior to moving to Ghana were there any friends or relatives living in Ghana who helped you in any way in your migration decision? 1. Yes 2. No

21. If yes please specify the kind of network (friends, relatives, hometown association etc).....

22. What kind of support/assurance did you receive from these persons (information, money, accommodation, employment opportunities, work permit).....

.....  
.....

23. How important did you consider this support in your decision to migrate?

1. Very important    2. Quite important    3. Not important

24. How have these networks helped you ever since you came to Ghana?

1. Accommodation    2. Employment    3. Work permit

4. Money    5. Integration

25. What are the factors that influenced your choice of Ghana as a destination?

Please choose all that apply.

1. Economic opportunity    2. Expertise    3. Social and political conditions

4. Natural disasters    5. Economic instability    6. Conflict    7.

- Hospitality    8. Language    9. Free movement/ ECOWAS Protocol    10.

- Joining Family/friends    11. Other.....

26. What are/were the prevailing conditions in Nigeria that caused you to migrate

- to Ghana? 1. Less economic opportunity    2. Conflict    3.

- Natural disasters    4. Unstable power supply    5. Insecurity    6.

- Other.....

### **Integration**

27. What is the relationship that exists between you and other Ghanaian traders? 1.

- Hostile    2. Cordial    3. No relationship

28. What is the reception of Ghanaians at work (customers/clients)? 1. Very good

2. Fairly good    3. Poor    4. Indifferent

29. Do Ghanaian officials treat different from Ghanaians? 1. Yes    2. No    3.

Prefer not to say

30. How will you rate/describe how Ghanaian officials such as police, custom officials, immigration officials etc. relate with you? 1. Very good 2. Fairly good 3. Poor 4. Indifferent
31. How will you rate/describe public services (water, electricity, internet, health etc) in Ghana?
32. How do these services impact on your trading activity?
33. Do you feel safe in Ghana? 1. Yes 2. No
34. Do you belong to any association here in Ghana? 1. Yes 2. No
35. If yes please specify: 1. Religious association 2. Hometown Association 3. Trade union 4. Other.....
36. What benefit do these associations offer to you in your trading business? 1. Capital 2. Customers/clients 3. Skills 4. Security/social protection 5. Other.....
37. Are there any significant changes in the way you live in Ghana as compared to how you lived in Nigeria? 1. Yes 2. No
38. If yes, Please specify the kind of change(s).....
39. How do you cope with living in Ghana as an immigrant?.....
40. How often do you go back to Nigeria? 1. Once in a year 2. Twice in a year 3. Thrice in a year 4. Every month 5. None since I came 5. Other.....

41. Why do you go back to Nigeria? 1. To visit my family 2. For business purposes 3. For holidays 5. I miss home 6. Funerals/Festivals/Ceremonies  
7. Other.....

**Contributions and Challenges**

42. What property do you have in Ghana? 1. House 2. Land  
3. Shop(s) 4. Other .....

43. Please indicate (if any), any new skill or way of doing business in Ghana that has been learned by Ghanaian traders from you  
.....  
.....  
.....  
.....  
.....

44. How has your trading activities in Ghana benefited the economy?  
.....  
.....

45. Has your presence in the trade sector in Ghana affected the prices of goods and services? 1. Yes 2. No 3. Don't know

46. If yes, please indicate how .....

47. What are the main challenges you face in living and working in Ghana  
.....  
.....  
.....

48. Do you experience challenges form with any of these? Please choose all that apply

- 1. Finance
- 2. Accommodation
- 3. Security
- 4. Social security
- 5. Property rights
- 6. Documentations
- 6. Discrimination
- 7. Unhealthy competition from local traders
- 7. Importation challenges
- 8. Immigration officials

49. Do you have a resident permit? 1. Yes 2. No (skip to 52)

50. If yes, when did you apply.....

51. Where did you apply for the permit .....

52. How much did you pay.....

53. If no, why didn't you apply.....

54. Did you cross the border from Nigeria to Ghana with goods? 1. Yes

2. No

55. If yes, where.....

56. How often do you cross the border.....

57. How difficult is it to cross the border

58. What challenges do you face on your way at the border

## **Appendix B**

The interview guide is meant to create a free flowing natural conversation that will last for about one hour. I seek to explore the experiences, observations and particular details rather general statements/responses. Therefore I would try as much to probe respondents for an in-depth understanding.

*My name is Kwabena Asante, a student at the Centre for migration studies, University of Ghana. I am undertaking a research project for my thesis as part of the requirements for my M.A. in Migration Studies. The research aims at investigating the trading activities, contributions and integration of Nigerian traders in Ghana. I humbly request you to grant me an interview lasting about an hour. Your participation is very important for the success of this project. If at any point in the interview, you need clarifications, please let me know. This interview will be treated confidentially; none of the information you give will be passed on to a third party, and the information will be used only for purposes of this research.*

### **Interview Guide for Nigerian Traders**

#### **Background and Migration history**

1. Can you please tell me about yourself (probe for, age, level of education, marital status, Children ever born. Probe whether spouse and children are living with participant in Ghana)
2. Describe the kind of trading activity you are engaged in and for how long
3. When did you migrate to Ghana
4. Tell me about your migration history or experience before migrating to Ghana, if any

5. Why did you choose to migrate to Ghana? (probe for main determinant as well as other factors both at the origin and destination that influenced migration decision)

### **Migration process, decision and social Network**

6. Did you know anybody, relative / friend in Ghana who helped you or facilitated your migration? (probe for how such networks influenced and facilitated migration)
7. What support did you receive from family, friends or Ghanaians after migrating to Ghana?

### **Integration in Ghana**

8. How did you settle in Ghana?
9. After migrating to Ghana, what are your coping strategies in living in Ghana
10. Do you join any associations or groups in Ghana ( probe for why he/she joins the association and the benefits involved)
11. Describe your relationship with Ghanaians you have come in contact with and also your relationship with Ghanaian traders in the same sector. (probe for competition and the kind of competition whether healthy, tensed or unhealthy)
12. How often do you go back to Nigeria and for what purpose?

### **Experience and Challenges**

13. Do you often cross the border and for what purpose? (Probe for the challenges encountered in crossing the border)

14. What are the main challenges in living and working in Ghana? (probe for challenges from neighbours, Ghanaian traders, immigration officials, customs, and public service)
15. What is your general experience in living Ghana?
16. Do you feel safe or secure in living and working in Ghana and why?

### **Contributions**

17. Do you own properties in Ghana? (probe for the kind of properties and investments)
18. How does your presence in Ghana (living and working) contribute to the country?
19. How many employees do you have in your shops and how many of them are Ghanaians? (probe whether there is a special preference for employing Ghanaians)
20. What are some of the taxes you pay in Ghana?

### **Recommendations**

21. What do you suggest could be done to resolve some of your challenges you face at the trade sector and living in Ghana in general.
22. Please is there any other thing you would like to add in relation to our discussion?

## **Appendix C**

### **Interview Guide for leaders of Nigerians Trading Association in Accra**

My name is Kwabena Asante, a student of the University of Ghana. I am undertaking a research on the topic “*An analysis of trading activities, contributions and integration of Nigerian traders in Ghana*” in partial fulfillment of the requirements for MPhil degree in Migration Studies. I plead that you will grant me an interview which would last for about 40 minutes. Your participation is very important for this study. If there is any thing you do not understand, please let me know. All information would be treated confidentially. Thank you.

#### **Background of Association**

1. Can you please tell me about yourself (probe for trading activity, number of years lived in Ghana and how long he has been working in the Ghanaian trading sector)
2. Please give a brief history about the association
3. Current membership of the association (membership criteria, is it a registered association in Ghana)
4. What are some of the rules governing the association?

#### **Benefits**

5. What informed the formation of the association
6. What are the benefits members enjoy in joining the association (probe for protection and assistance they offer to membership)

7. How will you describe the general relationship between Nigeria traders /association members and that of Ghanaian traders within the sector?
8. Has the presence of your members here transformed the Ghanaian trading sector in a way? (probe for new skills or ways of doing business that have been learned by Ghanaian traders)

### **Challenges**

9. What are the challenges that members often face in trading activities?
10. How does the association intervene in resolving some of these challenges?
11. Are members treated equally by law enforcement agencies and offices as Ghanaian traders?
12. Generally would you say there is a level “playing field” for both the Ghanaian traders and the Nigerian traders? (probe for constraints in any)
13. Do your members encounter challenges in acquiring resident permit in Ghana?
14. Are there any trading constraints your members generally encounter in their business (probe for ports, harbours, border officials, acquisition of other documentations)

### **Contribution and Recommendations**

15. What are the general contribution the presence of your members within the trade sector offer to Ghana (probe for revenue, tax, properties, infrastructure, employment)
16. What do you think could be done in the trading activities of your members in Ghana?
17. Is there anything you would like to add in relation to what we have discussed?

## Appendix D

### Chi-Square Tests of Trading activity and Sex

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	30.049 <sup>a</sup>	4	.000
Likelihood Ratio	27.381	4	.000
Linear-by-Linear Association	12.622	1	.000
N of Valid Cases	100		

### A cross tabulation of Sex and the challenge of respondent

		Difficulty involved in crossing the border				Total
		Dont know	Not difficult	Very difficult	Quite difficult	
sex	Male	1	37	25	14	77
	Female	0	10	3	10	23
Total		1	47	28	24	100

**Source: Field Data 2017**

### Chi-Square Tests of Sex of traders and their Challenge

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	7.486 <sup>a</sup>	3	.058
Likelihood Ratio	7.532	3	.057
Linear-by-Linear Association	2.688	1	.101
N of Valid Cases	100		

a. 2 cells (25.0%) have expected count less than 5. The minimum expected count is .23.