

Impact of International Trade Policy on Poultry Business Development in Nigeria's Federal Capital Territory (FCT), Abuja

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ABSTRACT

This study examined the impact of related international trade policies on poultry business development in Nigeria federal capital territory between 2021 and 2023. The study examined various international trade policies such as import tariff, local content, import quotas etc., as it affects product development, sale volume and market development. The objective of this study is to ascertain how import tariff affects product development; how local contents affect the sale volume and how import quota affects market development. The data used for this study were obtained through a well-structured closed ended questionnaire. The population size used for this study was one hundred and twenty [120] poultry farms evenly distributed amongst the six-area council of the federal capital territory [FCT]; the entire population was used as the sample. While the sampling technique adopted for the study was census sampling technique. The major findings of the study reveal that government induced tariffs greatly affects the product development in agricultural businesses. Also, that government policies on import quota affects the market development of agricultural businesses in Nigeria's federal capital territories. In conclusion the study found out that international trade policy had significantly impacted on Agricultural business development especially the poultry industry in Nigeria's Federal Capital Territory. The study recommends that policy makers should consider measures to enhance aspects of the international trade policies to further stimulate product development and also make policies that will enhance the local content as a significant positive contributor market development.

Keywords: Content, Import Tariff, International Trade Policy, Local Market, Development Poultry Business Development

1.0 INTRODUCTION

The world is dominated by societal demarcations called countries that are governed by authorities using rules, policies, regulations, laws, codes and so on for different objectives including the development of businesses. These developments could be in form of sales increase, market developments, business expansion, product development, increasing profitability by building strategic partnerships, etc (Adebayo & Musa, 2021; Ojo, 2022).

No country operates in a vacuum or in isolation or that is completely independent of another, and to engage in business each country must make two major policies including domestic and international. More often than not, domestic policies include domestic tax or subsidy policy as well as other government regulations that affect the behaviors of inhabitants, consumers, and organizations like businesses. Most common of these domestic policies include the personal income taxes (PIT) on salaries, wages, and other personal incomes as well as profit taxes commonly

referred to as company income tax (CIT) on the profits of businesses, etc. These policies, especially for small or developing countries like Nigeria affect production levels, domestic prices, welfare, trade flow, etc. just like the recent naira (₦) redesign and withdrawal limit but may rarely impact on international prices, welfare and production levels (trade.gov, 2021).

International policies, on the other hand, are the different authorities' or governments' stances on international trade. These include a combination of practices and laws that affect exports and imports with respect to trade relations among parties from different countries, because no country is an island or exists in isolation, in a vacuum, or is completely self-dependent (Adewuyi & Olayemi, 2021; WTO, 2023). These international policies, which are targeted at achieving different objectives across various sectors and industries, may include import tariffs, regulations, import quotas, voluntary export restraints (VER), export taxes, export subsidies, etc. These are sets of agreements, practices, and regulations by the affected governments that

influence trade among parties from different countries (UNCTAD, 2022). Some trade policies are codified into law, while others form part of the informal practices that a country's bureaucrats and diplomats follow. They are intended to reflect a country's national philosophy or belief about international trade (Okonkwo & Ibrahim, 2020).

These international trade policies have different aims and objectives relating to imports and exports, including but not limited to job and wealth creation, foreign retaliation, tariffs, setting standards to promote collaboration, protecting small or infant businesses from intense competition, protecting intellectual property, reducing or increasing trade barriers, or establishing trade agreements and trade laws (World Bank, 2024). Other related policies may focus on finding export markets for goods produced in the country for the purpose of market development and expansion, encouraging travel and tourism by parties in affected countries, or limiting and heavily taxing imports to protect local producers. Some countries want to stimulate, increase, and encourage more trade or pursue open trade policies with other countries, while others want to restrict trade and set policies that protect local industries from competition. The latter has been the most recent focus of the Nigerian government, especially with respect to agriculture (NBS, 2023; Eze & Okafor, 2022).

Agricultural related international trade policies and practices help reduce possible food production shortages due to climatic or other reasons (International Trade Organization, 2021). They contribute to the survival, growth, and prosperity of farmers, industries and consumers in the different industries and sectors of an economy. Nigeria requires \$10 billion of imports to meet its food and agricultural production shortfalls mostly in rice, wheat, poultry, food services, consumer-oriented foods, fish, etc. (International Trade Organization, 2021). Asia, Europe, South Africa, South America, and the United States of America are the major sources of these agricultural imports. In recent times, the Nigerian Government has initiated different agricultural related programs such as the Anchor Borrowers Program (ABP) to help diversify its economy from oil. The Government at the Council on Agriculture and Rural Development Regular meeting initiated and approved the implementation of a new four-year agricultural policy called the National Agricultural Technology and Innovation Plan (NATIP) to replace the hitherto Agriculture Promotion Policy (APP) that was in place between 2016 to December 2020. The

blueprint was designed to help Nigeria's coronavirus disease (Covid-19) economic recovery. These different local and foreign policies cover different areas of agriculture in Nigeria including crop and animal farming along with related value chain issues. In recent times, some Nigerians have developed interests and have gone into different types of agricultural activities including crop and animal farming. A lot of individuals and groups in major cities, towns and villages are currently into different animal farming including cattle rearing, sheep and goat rearing, piggery, fish farming, poultry farming, and a host of others. Different local and international policies aimed at protecting these local productions or farmers from the growing intense international competition such as import tariffs, local content requirements, import quotas, export duties amongst others in order to encourage and support the growth and development of these farm or agricultural businesses such as product developments, sales volume, and market development have been designed and implemented over the years by the different tiers of government, especially the Federal Government.

Poultry farming is one of the major thriving agricultural businesses in Nigeria. It has a population of 248.99 million birds that amounts to 864 billion tons of meat and 6.8 million eggs per annum (Statista 2024). The industry has expanded in recent times but can only meet 30 percent of the demands for chicken eggs and meat, thus there is the need for expansion with respect to product expansion. Nigeria has the largest annual egg production and second largest chicken population in Africa (Statista 2024). About 85 million Nigerians are involved in poultry production in different scales including subsistence, small, medium and large scales. (Statista 2024)

The different related international trade policies by the different governments such as import tariffs, regulations, import quotas, voluntary export restraints (VER), export taxes, export subsidies, etc. trade agreements, practices, and regulations have been and are till targeted at achieving different objectives in the different sectors and industries such as poultry production and business in the economy. The policies are most often aimed at increasing product (birds, eggs, etc.) developments, sales increase, market developments, business expansion, and increasing profitability by building strategic partnerships, etc. to create wealth and jobs as well as to increase the quality of lives of the citizenry.

It is the federal government's responsibility to make sustainable and productive international trade policies to enhance agricultural businesses especially poultry farmers in the country by several shocks including the activities of international competitors, importers of frozen chickens, bandits, insurgents, terrorists, kidnappers, sporadic flooding, conflicts between herders and local farmers. This is further worsened by the continuous decay in critical infrastructure like poor road and communication networks as well as energy supply.

Despite the fact that poultry production outnumbers all other 252 forms of livestock production in Nigeria because it can be found in almost all households across the country (Adeyemo & Onikoyi, 2022), it is bedeviled with a lot of challenges ranging from inconsistent government policies at the different levels to pest and disease attacks, lack of access to finance, loans and credit facilities despite different policy initiatives, dearth of technical knowhow, high mortality rate, high cost of poultry feeds and other inputs such as veterinary services, supply of poor quality chicks, inadequate or nonexistent extension services, inadequate or lack of access to veterinary service, etc.

The execution of the different domestic policies such as the Anchor Borrowers Program (ABP) as well as the disbursement of related grants and loans by the Nigerian Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL) amongst others have been highly polarized and politicized such that the targeted beneficiaries rarely get access to such funds and assistance. This is further worsened by the continuous challenging international and local economy with increasing inflation.

Research Questions

From the statement of problem, the following research questions were drawn

- i. To what extent does an import tariff impact products development of poultry businesses in Nigeria's Federal Capital Territory (FCT)?
- ii. How does import quota affect the sales volume of poultry businesses in Nigeria's Federal Capital Territory (FCT)?
- iii. In what ways does local content impact market development of poultry businesses in Nigeria's Federal Capital Territory?

Research Objectives

The major objective of this study is to examine the impacts of related international trade policies on poultry business developments in Nigeria's

Federal Capital Territory between 2018 and 2022. The specific objectives of the study were to:

- i. Evaluate the extent to which import tariffs impact on product developments by poultry businesses in Nigeria's Federal Capital Territory.
- ii. Ascertain how local content impacts on market developments of poultry businesses in Nigeria's Federal Capital Territory.
- iii. Assess the ways import quota impact on sales volume of poultry businesses in Nigeria's Federal Capital Territory.

Research Hypothesis

Furthermore, the following assumptions were drawn as guides in line with the research questions and specific objectives.

H₀₁: Import tariff does not significantly impact on products development by poultry businesses in Nigeria's Federal Capital Territory.

H₀₂: local content does not significantly impact on the development of markets by poultry businesses in Nigeria's Federal Capital Territory.

H₀₃: Import quota does not significantly impact on the sales volume made of poultry businesses in Nigeria's Federal Capital Territory.

2.0 LITERATURE REVIEW AND THEORETICAL FRAMEWORK

This chapter presented and discussed salient issues in the study. It presented and discussed the major concepts including International Trade Policy and Agricultural Business Developments along with their adopted constructs (indices). The chapter also presented and discussed the different theories that served as the study's framework as well as the base. Furthermore, it reviewed related studies and discussed the identified gap.

Conceptual Review

The conceptual framework gives a pictorial narrative or expressions of the main variables as well as the adopted constructs along with the presumed relationships among them as depicted on figure 3.8.1. The relationships between the main variables and their adopted constructs or indices are formulated in the figure.

The study's independent variable (IV) was Nigeria's International Trade Policy between 2018 and 2022; while the dependent variable (DV) was

poultry related Agricultural Business Developments in Nigeria's Federal Capital Territory (FCT) within the same period. Whilst, the adopted constructs for the independent variable (IV) included international policies aimed at protecting these local producers or farmers from intense international competition such as import tariffs, local content requirements, import quotas, export duties. Those for the dependent variable (DV) included the selected Poultry Farmers' product development, sales volume and market development. All these concepts were subsequently discussed as follow.

Concepts of International Trade Policy

There is rarely any entity including a country or an economy that is completely self-dependent or self-sufficient, they are largely interrelated and interdependent with a lot of other variables (Bature & Ojobi, 2019). Thus, different countries across the globe are almost always better off when they sell and buy from one another (McDonald, 2011). Several countries especially hitherto struggling economies like China, Vietnam, and India where poverty rates have declined substantially have enjoyed some socio-economic gains of these interdependence, interconnectivity, and interrelatedness (Bricher, 2010; Salawudeen and Shuaibu, 2025). Despite the associated gains, these cross-border relationships and transactions are largely guided by national and international laws, conventions and policies for so many reasons. Thus, different nations make their policies with any of such reasons in mind.

International trade or commercial policy has remained one of the oldest components of economic thought in human history (Irwin, 2011; Salawudeen and Shuaibu, 2025). From the ancient Greek philosophers to our contemporary era governments and their officers, economists, experts, intellectuals, etc. have continued to ponder on significant determinants of trade and related policies between or among countries because of the dual perception of such trades. These perceptions included balancing the enormous advantages of cross border trade with the concerns or fears of the negative consequences (e.g., foreign competition harm) on some domestic industries such as culture, labor, products, etc. (Irwin, 2011; Abdullahi and Lawal, 2023).

Tools for International Trade Policies

So many types or tools have been identified by different contributors such as tariffs, regulations, subsidies, local content requirements, quotas, and administrative policies, etc. (Logue (2022) Wilson

et al, 2022). Thus, a few of them including import tariffs, local content requirements, import quotas, export duties have been adopted as indices for this study in relation to such business developments indices as product developments, sales volume, market developments, business expansion, etc. in the poultry industry in Nigeria's Federal Capital Territory (FCT). These tools are briefly discussed as follows

Import tariffs

Tariff also called customs duty is a government tax levied upon products as they cross national boundaries of the importing country (McLure, Pepelasis, Smith, & Pava, 2023). The words tariff, duty, and customs can be used interchangeably. It is a form of tax imposed on imported products (goods and/or services) for such reasons as to reduce the importation of such goods and/or services or to protect domestic producers (The CFITeam, 2022). This tool can also be simply defined as a government-imposed tax on the import of products (goods and/or services) from a foreign country (Hawks, 2022).

Import quotas

Import quota is a restriction on the amount or quantity or size of a product (good and/or service) that can be imported into a country or an economy over a given time frame (Keaten, 2020). It is used to restrict or reduce imports by limiting the quantity or amount allowed into an economy or country. Import quotas are also perceived as a limit or restriction on the quantity of units of a product (good and or service) that may be allowed into a country and are generally forbidden under the original GATT through Article XI (Bown & Crowley, 2016; Salawudeen and Shuaibu, 2025). This foreign trade tool is simply the limit set by a government of a country to regulate the quantity and/or value of products (goods and/or services) that can be imported into or exported from a country within a designated time frame (Tara (2021). The primary goal of this particular foreign trade tool is to encourage the growth of more home or local made products and the import of fewer competitive products from other countries.

Export duties

The Collins dictionary defined export duties as government-imposed tax paid on certain products (goods and/or services) exported from an economy or country. It is customs duties and other related charges payable on the exportation of certain products. It is the taxes imposed on goods being sent out of an economy or a country.

Export duties are effective means of protecting domestic or local industries and to also provide for local consumption (McLure et al, (2023)). Such policies are not as prevalent as the tariff and the quota tools, but are mostly imposed to encourage availability for local consumption first. Export taxes are not prohibited by such bodies as the World Trade Organization (WTO) because about a third of the members of this international organization impose export duties. For example, Indonesia has imposed taxes on palm oil exports while Madagascar has on cloves, coffee, vanilla, and pepper. It is almost a zero-export duty in Nigeria as even the basic value-added-tax (VAT) is not charged on export provided the provided generated from such transaction is repatriated and reinvested in the Nigeria economy.

Local content requirements

The Local content laws are emerging across sectors of the Nigerian economy (International Trade Administration, 2021). It was originally initiated and introduced in Nigeria to ensure local participation in labour and across the value chain of the country's Oil and Gas sector in the 1970s after the country's independence. This foreign policy tool has gradually begun to spread to other sectors as Information and Communications Technology (ICT); Small and Medium Enterprises; Cottage Industries; and Agriculture (Jegede, 2022).

The Nigerian government has several import substitution policies aimed at increasing local production as against imports through quotas, tariffs, subsidies, and other barriers to trade. In very recent times, the Nigeria government under the former President, Muhammadu Buhari in August 2019 closed Nigeria's land borders with Niger and Benin Republics to curb the smuggling of mostly agricultural products from those countries (International Trade Administration, 2021). The government justified such action by stating that governments of affected countries have failed to adhere to the agreements of ECOWAS CET.

Some Components of Poultry Business Developments

The study focused on examining the separate and the combined impacts of purposively adopted and related international policy tools aimed at protecting these local producers or farmers from intense international competition as import tariffs, local content requirements, import quotas, export duties on each of such business growth and development strategies as product developments, sales volume, and market developments as

components business developments in the last five years (2018-2022). Thus, these business development measurement variables were discussed as follows

Market development

A market development strategy is a business growth strategy that focuses on introducing existing products to new markets. Entrepreneurs and businesses often use market development strategies to identify and develop new opportunities to sell their products in previously unexplored or unidentified markets.

Market development is a business development component that involves selling an existing product in a new or unserved market (Smith, 2022). For our poultry farmers and businesses, this might mean selling poultry products such as birds, eggs, feeds, expert services, etc. to new categories of customers discovered using variables as location (area councils, neighbouring states, national and/or international), age, social status, educational levels, etc. These are all examples of developing a market development that see the farmer targeting new markets.

Business market development is the business's strategy of locating new set of customers using location or any demographic features that are willing and able to buy existing (poultry) products (goods and/or services) for the purpose of expanding its product lines into new markets (Shawn, 2021). This development element is a strategy where the business finds new groups of buyers or potential customers for its existing poultry products (goods and/or services). It is simply venturing or expanding into an untapped market. These potential or new customer groups may already be served by existing competitors or may not be served by anyone for the product.

This is a business development strategy that businesses like those in the poultry sector in Nigeria's Federal Capital Territory (FCT) can use to introduce their different products ranging from birds, feeds, eggs, expert advises, etc. to potential and even existing customers of some of the products. It could include attracting non customers, upselling to existing customers, geographical expansion within the area councils or neighboring states, servicing competitors' customers, etc.

Product development

Product development is another major business development strategy where a business expands into the production and the marketing of new

products (goods and/or services) it hitherto was not into (Smith, 2022). This new product(s) can be offered to existing or newly developed markets. For instance, an existing poultry business that sells only birds may expand into producing and sell eggs or providing consultancy services, etc. It is all about providing customers with new innovation(s) (Leonard, 2019) to create satisfaction at profit.

Product development growth and expansion strategy relies on developing new products or modifying existing products so they appear new, and offering those products to current or new markets. It refers to the methods and actions employed by business organizations to bring new products to an existing or new market or modify existing products to create new business.

Sales Volume

Sales volume is as the quantity, especially in of units of a business's product(s) sold during a specific accounting period, such as daily, weekly, monthly and/or annually (Banton, 2022). This development indicator is number of products sold during a specific reporting period (Kelwig, 2022). Most businesses, investors and entrepreneurs often use sales volume to scrutinize the performance and the development of their entities. The sales volume figures or statistics helps the business understand if it is growing, expanding and developing or it is contracting. It can be measured at different levels such as different product lines (birds, eggs, consultancy, etc.) or locations (area councils, specific locations, neighboring states, etc.) customers, subsidiaries, etc. Sales volume figures are very helpful in taking strategic development decisions and actions.

Theoretical Review

Some international trade theories and other theory served as the framework for this study. These theories included Adam Smith's Absolute Theory of International Trade; David Ricardo's Comparative Theory of International Trade; Hechsher-Olin's Factor Endowment Theory; Michael Potter's National Competitive Advantage; the Dynamic Capabilities Theory; the System's Theory; and the Situational Theory.

Absolute Advantage Theory

The absolute advantage theory was developed by Adam Smith in the 18th-century in his "The Wealth of Nations" book (Potter, 2022) where he stated that international trades are more beneficial to countries that can produce certain goods and/or services more efficiently than others. Smith advocated specializing in the production and the

export of items that can be most efficiently produced. Smith argued that specialization, division of labour, and then trade across borders can result in or improve standard of living of everyone.

Nigeria is an agrarian nation with a lot of fertile land mass and human resources estimated by the United Nations as at August 1, 2023 to be 223,804,632 (Unfpa.org, 2023) with a working age population of about 122 million persons (ceicdata.com, 2023). Consequently, there are several agricultural products that can be efficiently produced and exported. That partly explained while the land border ban was imposed in 2019. Furthermore, skilled, semi-skilled and unskilled labour can also be produced efficiently and exported in line with Smith's submission.

Comparative Advantage Theory

The comparative advantage was developed by David Ricardo, an English political economist in his work "*On the Principles of Political Economy and Taxation*" done in 1817 (Thweatt, 1976). The submission was that foreign trade will be beneficial to countries and economies that can produce certain goods and services at lower opportunity cost than others instead of improving efficiencies. Consequently, economies were advised to go into trade exchange with partners where they have lower opportunity costs. For instance, Nigeria can trade and exchange agricultural products with ICT hard and software from more advanced economies in Asia and Europe.

The theory has suggested that economies should engage in cross border trade with one another focusing on products (goods and/or services) that they have relative advantage in (Hayes, 2023). That is, they (countries) should focus on products that they can produce more easily and cheaply compared to their trading partners.

Empirical Reviews

This study that examined the impact of international trade policy on agricultural business developments in Nigeria with focus on poultry farming in the Federal Capital Territory (FCT), critically reviewed some contemporary related studies in order to identify study gaps. Some studies reviewed included the followings:

Buryi and Lahiri (2023) conducted a study on Senegal's 2015 import ban on poultry products and its impact on domestic production. Using a difference-in-differences approach and data from Senegalese customs and national statistics agencies, they examined import trends, production volumes, and market prices before and after the

ban. The study, encompassing 570 poultry businesses, revealed an increase in production following the ban, particularly noticeable after three years, indicating a gradual adaptation to the new policy. However, the research noted that diversification and innovation within the poultry sector did not experience significant boosts. Notably, higher prices negatively affected consumer welfare. To address this limitation, the authors recommended future research incorporating surveys of consumers and producers to better understand specific product types and quality changes impacting purchasing behaviors and investment decisions. Such insights could inform targeted policy interventions aimed at both increasing production and ensuring affordability and innovation in Senegal's domestic poultry sector.

Zamani (2022) conducted a study investigating the potential effects of various import restrictions on Ghanaian poultry producers using a hybrid approach. In his research, he combined a global general equilibrium model with a typical farm analysis based on a Delphi study involving industry experts. Although the specific population and sample size were not explicitly stated, the model simulated the entire Ghanaian poultry market, analyzing effects on different farm types. It is likely that data on tariffs, production costs, and trade flows were used to parameterize the model. Zamani's findings suggested that stricter import restrictions, such as tariff increases or complete bans, could significantly boost production volume, especially for large farms. However, the study indicated that such measures might not stimulate product diversification or innovation significantly. Notably, the research did not explicitly consider consumer welfare or broader economic impacts. To address this limitation, Zamani recommended that future research incorporate consumer surveys and analyze potential price and welfare effects under different policy scenarios. Such an approach could offer a more comprehensive understanding of the trade-offs associated with implementing import restrictions, helping to inform policy decisions that balance domestic production growth with consumer affordability and industry innovation.

The Study Gap

Sequel to the critical review of several related studies including those by the likes of Nugroho et al (2021); Pawlak et al (2020); Andrei et al (2020); Lencucha, et al (2020); Goldberg et al (2016); Sani et al (2019); and some many others, this particular

study on impacts of international trade policies on poultry business developments in Nigeria observed that rarely any previous related study was done specifically on the poultry industry in the country and in the Federal Capital Territory (FCT) especially in the last five years from January 2018 through December 2022. Consequently, the study concentrated on examining the impacts of Nigeria related international trade policies on poultry agricultural business developments in the Federal Capital Territory between 2018 and 2022.

Specifically, the study examined the impacts of some purposively adopted and related international policy tools aimed at protecting these local producers or farmers from intense international competition as import tariffs, local content requirements, import quotas, export duties on each of such business growth and development strategies as product developments, sales volume, and market developments as components business developments in the last five years (2018-2022).

These periods were chosen based on the assumption that the different diversification policies of the former Present Mohammadu Buhari's administration initiated upon assumption of office in the year 2015 should have gained grounds. The specific constructs of the independent variable were also adopted because those were the major areas of the government in trying to protect as well as increase the activities, survival and growth of local businesses while those of the dependent variable were adopted because they are the common components of business development not minding the size of the business.

3.0 METHODOLOGY

The study was conducted in the six area councils of Nigeria's Federal Capital Territory (FCT) where so many subsistent crop farmers and animal farmers especially poultry and fishery exist. The Federal Capital Territory (FCT) was created upon the promulgation of Decree No: 6 of 1976, but officially became Nigeria's administrative capital on December 12, 1991. The FCT is located at the center of Nigeria and currently covers about 2,824 square miles or 7,315 square km.

It was predominantly occupied by the locals including the Gbagyi, Koro, Ganagana, Gwandara, Bassa, and a few others, but today it is dominated by persons from different tribes and locations from across the different States in the country as well as foreign nationals in search of greener pasture. It has six official area councils including Abuja Municipal (AMAC), Abaji, Bwari, Gwagwalada, Kuje and Kwali.

This capital city with an estimated population of about population of 3,840,000 is currently headed by a Minister appointed by the President of the Federal Republic while the different councils are administered by elected chairpersons and councilors for a period of 4years.

The study mainly examined the impacts of International Trade Policies on the Agric Business Developments in Nigeria with particular focus on some selected poultry farmers in Nigeria's Federal Capital Territory (FCT) between 2018 and 2022. Specifically, it examined the extent of impacts of the different adopted indices of the independent variable (International Trade Policies) including Import Tariffs, Local Content Requirements, Import Quotas and Export Duties on each of the adopted index of the dependent variable (Agric Business Developments) including the Products Development; Markets Development; and Sales Volume of some selected poultry farmers in Nigeria's Federal Capital Territory (FCT) in the last five years (2018-2022) using the Multiple Regression statistical technique.

Thus, the Multiple Regression models for the selected poultry farms in Nigeria's Federal Capital Territory (FCT) in this study were specified as:

$$\begin{aligned} P_{RD} &= \alpha + \beta_1 (T_{RF}) + \beta_2 (L_{CR}) + \beta_3 (Q_{TS}) + \beta_4 (D_{TS}) + \epsilon I \dots\dots\dots 1 \\ M_{KD} &= \alpha + \beta_1 (T_{RF}) + \beta_2 (L_{CR}) + \beta_3 (Q_{TS}) + \beta_4 (D_{TS}) + \epsilon I \dots\dots\dots 2 \\ S_{VL} &= \alpha + \beta_1 (T_{RF}) + \beta_2 (L_{CR}) + \beta_3 (Q_{TS}) + \beta_4 (D_{TS}) + \epsilon I \dots\dots\dots 3 \end{aligned}$$

Where:

P_{RD} represented the Poultry Farmers' Products Development;

M_{KD} represented the Poultry Farmers' Markets Development;

S_{VL} represented the Poultry Farmers' Sales Volume;

α is the intercept/slope;

β_1 , β_2 , β_3 , and β_4 represented the regression coefficients that explained the extents of impacts of each adopted index of the independent variable (International Trade Policies) on the corresponding adopted index of the dependent variable (Agric Business Developments). The independent variable, International Trade Policies was measured by the following adopted indices including Import Tariffs (T_{RF}); Local Content Requirements (L_{CR}); Import Quotas (Q_{TS}); and Export Duties (D_{TS}) while ϵI is the stochastic error term. Suffice to add that each model, the computed values represent the most appropriate combination of different analytics for each sub variable of the dependent variable.

4.0: Test of Hypothesis 1

H_{01} : International trade policies had not significantly impacted on products development by poultry businesses in Nigeria's Federal Capital Territory.

$$P_{RD} = \alpha + \beta_1 (T_{RF}) + \beta_2 (L_{CR}) + \beta_3 (Q_{TS}) + \beta_4 (D_{TS}) + \epsilon I \dots\dots\dots 1$$

Table 4.3.1: Model Summary

Model	R	R Squared	Adjusted R Squared	Std. Error of the Estimate
1	.862 ^a	.743	.735	.26280

a. Predictors: (Constant), DTS, QTS, LCR, TRF

Source: Data output using SPSS 27, 2023

Table 4.3.1 shows the model summary for the multiple linear regression analysis conducted to test the hypothesis that international trade policies had not significantly impacted products development by poultry businesses. The model has an R value of .862a which represents the correlation between the observed and predicted values of the dependent variable (PRD). Since the R value is close to 1, it indicates a strong positive correlation meaning the model has strong predictive power.

The R squared value is .743. This means that 74.3% of the variance in products development (PRD) is explained by the four predictor variables - import tariffs (TRF), local content requirements (LCR), import quotas (QTS), and export duties (DTS). The adjusted R squared (.735) provides a more conservative estimate of the variance explained by the predictors. The closer the R squared is to 1, the better the model fits the observed data. An R squared of .743 indicates that the regression model is a good fit.

Finally, the standard error of the estimate is .26280. This refers to the standard deviation of the residuals or the difference between observed and predicted values of PRD. The lower this value is, the closer the predictions are matching the actual data. A small standard error indicates higher precision in

Table 4.3.2: ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	23.995	4	5.999	86.859	.000 ^b
	Residual	8.288	120	.069		
	Total	32.283	124			

a. Dependent Variable: PRD

b. Predictors: (Constant), DTS, QTS, LCR, TRF

Source: *Data output using SPSS 27, 2023*

Table 4.3.2 shows the results of the Analysis of Variance (ANOVA) test conducted to determine if there is a statistically significant relationship between the independent variables (import tariffs, local content requirements, import quotas, and export duties) and the dependent variable (poultry products development). The ANOVA tests the acceptability of the linear regression model by analyzing the variations between group means. The "Regression" row provides information about the variability explained by the predictors, while the "Residual" row accounts for unexplained variability. The F-statistic of 86.859 with a significant p-value of .000 indicates that the

predictions made from the model. Overall, the model summary indicates that international trade policies are significant predictors of products development by poultry businesses in Nigeria's Federal Capital Territory.

regression model is statistically significant. This suggests that at least one of the predictors (DTS, QTS, LCR, TRF) significantly contributes to explaining the variation in Poultry Farmers' Products Development. The low p-value strengthens the evidence against the null hypothesis, supporting the conclusion that the impact of international trade policies on products development is statistically significant. Researchers should interpret these findings with confidence in the model's overall significance and consider further analyses to discern the specific contribution of each predictor

Table 4.3.3: Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	T	Sig.
1	(Constant)	.957	.351		2.731	.007
	TRF	.606	.067	.670	9.038	.000
	LCR	-.099	.064	-.077	-1.540	.126
	QTS	.661	.050	.667	13.138	.000
	DTS	-.363	.076	-.352	-4.796	.000

a. Dependent Variable: PRD

Source: *Data output using SPSS 27, 2023*

Summary of major findings

The study mainly examined the impacts of International Trade Policies on the Agric Business Developments in Nigeria with particular focus on some selected poultry farmers in Nigeria's Federal Capital Territory (FCT) between 2018 and 2022 because different administrations and regimes have been initiating and implementing related policies at different times under different circumstances for different purposes, reasons and aims. Different foreign or cross border trade techniques and tools have been adopted or customized and implement

across the years since the country's independence in 1960.

Consequently, this study specifically examined the extent, the how, and the degrees of impacts of four purposively adopted indices or tools of this variable, International Trade Policies including Import Tariffs, Local Content Requirements, Import Quotas and Export Duties on each of three carefully selected adopted indices Agric Business Developments with focus on the poultry industry including Products Development; Markets Development; and Sales Volume in Nigeria's

Federal Capital Territory (FCT) in the last five years (2018-2022). Due to non-availability of reliable data on the number of poultry farms in the Federal Capital Territory, the study evenly selected 20 poultry farms from each of the six area councils of the FCT using a combination of three techniques including purposive, simple random and convenience sampling due to different reasons, thus having a total sample size of 120 poultry farms across the six area councils.

5.0 Conclusion

Ultimately, and based on the views and submissions of the respondents, the study found that International Trade Policy had significantly impacted (linear relationship) on Agric Business Development, especially the poultry industry in Nigeria's Federal Capital Territory (FCT) during the periods (2018-2022) covered by the study. This finding is consistent with the findings of some earlier studies like Nugroho et al (2021); Olagunju et al (2015); Nirodha et al (2013); and some others, but the finding is inconsistent with the finding by Goldberg and Pavcnik (2016).

Recommendations

Based on the findings made, the study recommended:

It is recommended that policymakers should consider measures to maintain or enhance these aspects of international trade policies to further stimulate product development in the poultry business sector. In agreement with Pawlak et al (2020) the Federal Government initiate desirable and specific international trade policies that will have positive and significant impacts on specific industries and sectors as found by the study

Local Content Requirements emerged as a significant positive contributor to market development. Therefore, Policymakers are encouraged to focus on enhancing and sustaining Local Content Requirements to foster continued growth and development in poultry business markets.

Policymakers should consider reinforcing or adjusting Import Tariffs and Local Content Requirements while carefully managing Import Quotas to ensure optimal sales volume for poultry businesses.

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