

Title of Article : Entrepreneur Psychological Traits and Performance: Implications for Nigeria Non-oil SMES Exporting Companies.

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Abstract: The paper looked at the impact of psychological traits on performance of small and medium sized (SMEs) exporting firms in a developing country. The results showed that the psychological traits tested i.e. need achievement, locus of control and self efficacy are related among them and positively related to performance of the studied firms. The findings are in line with some other studies using similar variables.