



Push-Pull Analysis Model of Trans-border Trade: An Overview

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ABSTRACT Trading in goods and services across nation's borders with a strong urge for quick profit without a recourse to its effects on a nation's GDP has been in existence for decades. This paper aimed at exploring an overview of the push-pull analysis model of trans-border trade using the basic assumptions of rational choice theory as a fulcrum. Factors that pull (attract) and push (repel) traders were discussed in line with the rational choice theory. The paper concludes that, trans-border trading activities will continue to thrive as long as customs officials at border posts demand and collect bribes from traders; and that, the high incidence of taxes and duties imposed by the government on goods coming into the country through the borders will always encourage the traders to seek alternative methods of crossing their wares thereby circumventing government officials to enrich themselves at the expense of the state.

INTRODUCTION

For several decades, trading in goods and services including human beings cuts across tribes, religions, sex and boundaries. In the olden days trading activities took place through the exchanging of goods for goods (trade by barter) and this form of trade is laden with several shortcomings. The inadequacies discovered in these method of trade gave birth to the use of money, which was introduced as a medium of exchange and a measure of value; traits which were absent in trade by barter. Trading thus involves everyday buying and selling, formal and informal exchange of goods and services premised on the conditions of demand and supply.

Prior to the colonial era, states in Africa lived freely among themselves without been characterized by hard geographical borders, with rulers having limited control over territory and movement of people, but the arbitrarily created boundaries led to separation amongst regions with long standing ethnic ties and kinship dating back to several years ago (Hoffman and Paul 2015; Afolayan 2010). The Berlin Conference of 1884 led to the sharing of Africans among colonial masters, hence creating borders based on their control over the conquered territories. Many ethnic groups and members of the same family found themselves located under different European administration

thus creating divisions among kinsmen. Boundary lines bisected family lands and separated the owners against their wishes, little wonder why most cross-border studies maintain that African boundaries are basically porous, and for this reason boundaries are not seen as a barrier to the cross border traders who are involved in the movement of goods and persons, because on either side of the artificial borders created by colonial masters they have their kinsmen. Colonial borders remain the basis for national boundaries following the independence of most West African countries in the 1960s, while border demarcations were not contested in principle, many frail states find it difficult to control their border areas effectively thereby creating a yawning gap for trans-border trade to thrive.

People living in border regions often have their own dynamics for cooperation which do not take into cognizance the natural constraints linked to the existence of a border (Faleye 2014; Afolayan 2010). The two main socio-economic practices that take place across an international border are first, the movement of people and then, the movement of goods for the purpose of trade. This movement is a bonding process that links people on both sides of the border; hence breaking down of artificially imposed barriers, which is a creation of the colonial masters and their surrogates, and thus, generating interaction among the people within the border zone (Afolayan 2010). Loyalty between cross border communities sometimes

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suppresses allegiance to the state which is due largely to the communities' mistrust of government agents, and also because the government fails to consider the economic well-being of borderland dwellers before erecting barriers which block their means of livelihood thus leaving them impoverished. This reason may be adduced for people's attitude of sabotaging government rules and regulations at border posts at the detriment of the country's well-being and economic development. Due to poor management, African borders are very porous with about 109 international boundaries covering about 28,000 miles, of which only less than a quarter is demarcated with about 350 official road crossing points and less border personnel to man it (Seniora and Poitevin 2013; Golub 2012). Residents of the border community are relatively poor, and they do not enjoy government's presence in terms of infrastructure as a result of neglect; this among other reason is presumed to be one of the reasons why they sabotage the government's national policy (Seniora and Poitevin 2013; Browne 2013). Consequent upon the neglect in the provision of social infrastructures and amenities suffered by residents of border communities, this necessitated the free passage of visitors from neighboring countries and communities to be involved in trade across the border.

Objectives

The objective of this paper is to have an overview of push-pull analysis model of trans-border trade.

MATERIAL AND METHODS

Article is not based on any data but a desktop publication as there's no data collected. However, the author should give explanations about methodology adopted.

OBSERVATIONS AND DISCUSSION

Literature Review and Theoretical Framework

Trans-border Trading Activities and Articles of Trade

Trans-border trade according to Titus et al. (2016), Adeyinka (2014), Ojo (2015) and Hukportie

(2014) is the movement of goods across the borders of a country or simply put exchange of goods across borders with the sole motive of making profit through tax evasion (Golub 2012). Trans-border trade or what some scholars aptly described as informal cross border trade has been in existence from time immemorial. Resulting from this, trade across a country's geopolitical border becomes relatively easy, therefore, trans-border trade came into being in which people from different parts of the world walk across borders to exchange products – some legally and others illegally – all with the main motive of making profits and meeting the immediate needs of the family.

Trans-border trade is an activity that increases competition among buyers and sellers. It supplies formal or informal products across borders; provides employment opportunities in neighboring countries, and encourages entrepreneurial activities. According to Lesser and Moise-Lee-man (2009), trans-border trade is a trading activity which involves lawfully produced goods and services that escape the government regulatory framework, hence evading certain tax, duties and other regulatory burdens imposed on traders fully or partially. Such trade involves passing through unofficial routes, such as *Fayawo* meaning 'old and abandoned roads or bush paths used by smugglers to move goods from one point to another' (Titus 2018; Afolayan 2010; Yusuf 2014) to avoid the prying eyes of custom controls. Even those that pass through official routes with border crossing points and custom offices may do so with illegal practices. The movement of people across borders is mainly for economic transactions. Across Sub-Saharan Africa, migration is seen as a way out of poverty and a major source of living (Udoh 2015) due mainly to the over-dependence on foreign goods. Titus (2008) averred that people move on a daily basis within and outside their geopolitical area for the purpose of trade.

According to Adeyinka (2014) and Titeca and Timanuka (2012), trans-border trade is an economic activity that is both internal (within one's nationality) and external (across a country's geopolitical area). In the West-African sub-region, Nigeria's Gross domestic product (GDP) is larger than that of the combined GDP of all the other states in the sub-region put together with a lion share of 31 percent of the annual West-African

budget compared to Cote D'Ivoire's 12.6 percent as the second largest contributor (Udoh 2015). Afrika and Ajumbo (2012) had observed that trans-border trade generates about 43 percent of income for Africa's population even though it is regarded as illegal commercialization of cross border activities that deplete the local industries productive capabilities hence causing high level of unemployment (Ike 2013) in the countries concerned. This illegality has increased the level of unemployment in Nigeria as many industries were forced to close down as a result of the influx of imported goods into the Nigerian market and selling far below the prices of goods produced locally. The local industries could not meet up with this unhealthy competition hence they have to close down production activities. Industries such as United Textile Mills, Afprint Textiles, Arewa Textiles, among others all located in Nigeria to mention but a few closed down and retrenched the entire work force, because they find it extremely difficult to cover overhead costs. On the other hand, some traders believed that trading across the border is beneficial and this assertion was buttressed by two-thirds of traders involved in a survey conducted by Afolayan (2010). Traders involved in the study conducted by Afolayan (2010) claimed that, there is easy accessibility to customers (18.3%), while 11 percent of the respondents observed that prices of goods were relatively cheaper; 4.8 percent ascribed more profit to trans-border trade; easy communication (3.6%) with border residents; 6.1 percent of the respondent mentioned smooth passage across the border due to familiarity with customs officer and 1.7 percent of those involved in the study agreed that the transport fare is reasonable. The remaining one-third of the respondents had different opinions, ranging from the exploitative tendencies of a large chunk of customs/immigration officials (16%); language barrier (5.4 %); difficulty at check points (4.9%) and floating exchange rate (6.5%).

Due to increase in the size of the population coupled with rapid urbanization and deregulation of the economy, both formal and informal trade has been on the increase. Though largely ignored in the African economy, trans-border trade is crucial because it has led to reduction in the poverty level and rising unemployment level, it equally serves as a source of income for the traders,

hence, breaking all forms of gender, religious, age and ethnic barriers (Hoffman and Paul 2015; Yusuf 2014). Trading at the border entails daily activities of buying and selling, semi-formalized marketing activities and formal trading transactions determined by the market forces of demand and supply. The current socio-political and economic environment in sub-Sahara Africa and its attendant increase in the population of the unemployed has compelled the people to seek alternative means of livelihood, some of which are dangerous and most times resulting in trans-border trade and migration (IOM Southern Africa Newsletter 2010). It should be noted that most people involved in trans-border trading activities need to keep body and soul together and as a result of this, the little money they are able to garner from friends and relatives is what they use as startup capital in trans-border trade. Through this means, a lot of cross border traders have been able to support their families. The articles of trade especially on the Nigeria-Benin republic border axis are diverse and it includes amongst others items such as; rice, fairly used clothes, fairly used tyres/motor parts, petroleum products, fairly used imported cars popularly referred to in local parlance as *TOKUNBO*, frozen chicken and turkey, tinned foods, and agricultural products (Titus et al. 2016; Faleye 2014; Ojo 2015; Yusuf 2014). Other articles of trade are small and light weapons (Seniora and Poitevin 2013; Aluko 2012; Addo 2006), spirits, beer, cigarettes, electronics, groundnut oil etc.

The Rational Choice Theory

The rudimentary doctrines of rational theory emerged from neo-classical economics, based on a variety of models according to Yusuf (2014) who assembled together what they described as a 'skeletal' model of rational choice theory. This theory is used for designing socio-economic and individual behavior based on an individual's actions. According to Zafirovski (2016:3), rational choice systematically and constantly maximizes satisfaction derived by consumers or gains by producers as a way of maximizing profit. Rational choice theory's main focus is based on actors. Actors in this regard are traders involved in trans-border trade acting purposively or as having intentionality. This implies that actors have goals or ends towards which their actions are targeted.

Actors have preferences based on values and utilities, that is, when people choose the option that gives them the most happiness. The major focus of this theory is that any action by an individual is an intentional behaviour which is beneficial for the actor in one way or the other and it was based on this premise that the rational choice theory was used to explain the activities of those involved in trans-border trading activities.

According to rational choice theorists, individual behaviour is a function of their wants, needs and goals targeted at some particular challenges that are premised on the information at the disposal of the individual which he/she acts on. The relationship between individual wants and the challenges they confront are purely technical. Since it is practically impossible to achieve all set goals and desires, therefore, there is need to make a choice between available alternatives and deduce a method on how to achieve such.

Rational individuals choose the alternatives that are likely to give them the greatest possible satisfaction and forego others (opportunity cost). Rational choice and action as exhibited by actors in this case (trans-border traders) in the economy is geared towards constant maximization of utility and optimization of profits. What differentiates rational choice theory from other forms of theory is that it denies the existence of any kind of action other than being purely rational and calculative because the action of the rational consumers is not based on impulse but on a deliberate choice when all factors are duly weighed. As a result, those engaged in trade across the border are fully aware of the implications of their involvement before delving into such business with its attendant risk and as such, their decisions are guided by their choice based on intentionality.

The argument for this study is based on the belief that economic activity of trans-border trade is embedded in rational choice theory as any individual before opting for trans-border trading would have weighed the merits and demerits of such decisions before drawing the conclusion to be involved in it. Based on the studies conducted by Faley (2014) and Habiba Ben Barka (2012), the findings revealed that start-up capital for trans-border trade requires little capital and as a result more women are involved in the trade than men as it was seen by the women as a means of easing economic repression and to ensure sur-

vival from the harsh economic climate. Actors based on rational choice theory are of the opinion that before individuals take action they calculate what the expected outcome is likely to be and choose the one which is best suited for them (Yusuf 2014). This theory is the dominant theoretical model in macroeconomics which assumes that individuals choose the best action according to stable preference functions and the constraints facing them. It should be noted that rationality cannot be directly tested scientifically but empirical tests can be carried out on some of the results obtained from the models that will be developed.

Rational individuals are believed to choose the best alternative that is likely to grant them their goals at a minimal cost. Conversely, it simply means that irrational choice and action is characterized with choosing and applying the most inefficient means of attaining maximum utility (for consumers) or profit (for producers) simply that which fails to maximize or attain it (Zafirovski 2016: 36). Rational choice theorists make use of two methods in decision-making: involvement decision and event decision. A situation where choices are made to be part of an act or behaviour and the ability to continue or withdraw from such behaviour after weighing the cost and benefit of such action is referred to as involvement decision. On the other side of the coin is event decision. Event decisions are those in which the strategies of carrying out an action are determined. If these strategies are difficult, such course of action or behavior will be jettisoned and vice versa.

Along the line, as border traders discover that the benefits accruing from trans-border trade far outweighs the cost; they develop coping strategies to minimize costs and difficulties that are connected with the trade, therefore, these traders according to Bonchuck (2012) buy their way out by offering bribes to government officials at border posts for easy passage of their wares or in the alternative circumvent the government agents at border posts by crossing their wares through abandoned roads or bush paths (Titus 2018; Ojo 2015; Afolayan 2010) with the assistance of border residents in order to deprive government of revenue. This goes a long way to explain why there has been a steady increase in women's involvement in cross border trade with about 70 percent in the SADC region while, in western

and central Africa regions accounted for 60 percent of women (Ojo 2015; Yusuf 2014) who are involved in trans-border trade in recent times bringing to fore the fact that an activity becomes attractive if its potential benefits outweigh the potential danger and cost connected with it. The key elements of rational choice paradigm are:

- ◆ Identifying, selecting and applying the best possible alternative;
- ◆ Process;
- ◆ Identifying the problem/ opportunity;
- ◆ Analysis of causes-what, why, where, how and who;
- ◆ Developing/identifying alternatives;
- ◆ Choosing the best alternative- risk propensity and risk-factor;
- ◆ Implementation-putting chosen alternative into action; and
- ◆ Evaluation/feedback (Zafirovski 2016:24).

Basic Assumptions of Rational Choice Theory

The rational choice theory (RCT) on which this paper is premised has the following underlying assumptions:

1. Trans-border traders act on the basis of information that they have about the conditions under which they are acting;
2. Individuals are seen as being motivated by the wants or goals that expresses their preferences; and
3. That it is impossible for individuals to achieve all of the things that they want.

This paper is hinged on the rational choice theory, which infers that, the action of the trans-border traders is primarily based on their desire as expressed in their choices.

Since it is not possible for an individual to achieve all of his/her set goals, it is inevitable that choices must be made after a careful decision from alternatives available, hence the issue of rational behavior becomes imperative. A rational human being (consumer) *ceteris paribus* will choose that goods or product with minimal cost that will give him maximum utility (benefits). According to Hukportie (2014), traders involved in trans-border trade are more comfortable with goods purchased or bought at the border because they are sold at cheaper rate due to border traders evasion of, and non-payment of customs duties and taxes on

these products, or as a result of under-invoicing of goods at border posts and sometimes non-declaration of actual merchandise which enables them to make maximum profit from selling these products. Maximization of utility refers to the market behaviour as exhibited by consumers and this is expressed through their choice. While profit maximization is assumed for producers, rational choice and action is defined in orthodox economics as choosing and applying the most efficient means of maximization of utility, including profit, as the assumed end or "revealed preference", simply that which maximizes or attains it (Zafirovski 2016). Once a choice is made, one product or activity or price would be forgone, hence the principle of opportunity cost. This principle of opportunity cost is applicable to the individual, businessmen and government alike. The reason is that human wants are insatiable and as a result one want will be satisfied at the expense of the other.

In the case of the cross-border trader, he/she will prefer the option that gives the highest profit yield with little investment than run at a loss. For those involved in trans-border trade, their action is based on the amount of information at their disposal in terms of the risks and benefits of getting involved in trans-border trade. Once they weigh the costs and benefits and discovers that the benefits of trans-border trade outweigh the cost, as rational human beings they get involved in the trade based on their belief and the intention of satisfying their desires which of course is to make profit. In essence, there is a link between the action and the beliefs of those involved in trans-border trade based on the information available to them at their fingertips. It is the desire and beliefs that inform the decision or action that will be taken by the actor, in this case the cross-border trader. The desire of the cross-border trader is a function of the information he/she has and this information shapes the beliefs that in turn determines the action that would be taken. It is based on the actions of the actors in trans-border trade that gave birth to the push-pull analysis model brought forward by the authors.

The Push-Pull Analysis Model of Trans-Border Trade

The push-pull theory of trans-border trade is borne out of the desire to examine what attracts

traders into the trade on one hand, and on the other hand what repels people from venturing into trans-border trade. The pull or push factor is anchored primarily on the cost-benefit analysis as the traders are more interested in what profit that accrues to them as against the losses, hence decisions are arrived at after a careful analysis.

The push concept of trans-border trade are those factors that discourage traders from getting involved in trans-border trade. The rational choice theory implies that actors are responsible for their choice or actions after carefully weighing the pros and cons of any business venture. For a rational trader, factors such as seizure of goods by customs officials; armed robbery attack on the highways during the cause of travelling to their destinations with their wares; loss of goods to border crossers; health risks and road accidents which sometimes leads to loss of life and of cause loss of hard earned money invested in business are enough reasons to discourage such a trader from involving in trans-border trade. Further, border crossers employed to move their merchandise from one end of the border to another sometimes disappear into thin air with their wares, apart from this, delays may occur on the roads in case of a breakdown of vehicles conveying there goods to the market which make them to suffer untold hardship on the way and also face different types of health hazards. Furthermore, trans-border traders suffer insults and embarrassment in the hands of government agencies at border posts which is a common occurrence at the Seme border posts between Nigeria and republic of Benin. All these factors summed together discourage the traders from getting involved in trans-border trade.

The pull concept of trans-border trade simply implies the factors that attract traders into the trade across a border and this fit conveniently into the rational choice theory used as the underpinning frame work for the study. Since the rational choice theory is concerned about rational actors that are backed up with intentionality (Yusuf 2014), this goes further to show that everyone involved in trans-border trading activity are attracted (pulled) into the business based on the information at their disposal about the profitability of engaging in such business ventures. In essence, the pulling factors are those factors

which attract people into the cross-border trade having being fully aware of the pros and cons of such decisions. Factors identified as attraction (pull) into trans-border trade includes: the urge to break away from poverty; creation of employment opportunities, sustenance of family, to generate income for the family and contribute to the GDP of the nation. In the light of this, the researchers conceptualized a diagram referred to as "the push-pull theory model of trans-border trade which is encapsulated in the diagram in Figure 1.

Figure 1 represents the author's conception of the pull-push model of trans-border trade. Factors that attract people into the act of trans-border trade are herein referred to as pull factors, while the factors that discourage or repel traders from trans-border trade are known as push factors. Reviewed literatures revealed the strength and weaknesses of these factors.

The push factor includes seizure of goods by custom officials and other government agencies operating at border posts. Items confiscated at the border posts are contraband goods such as frozen foods; rice, tinned and canned foods and drinks, tomatoes, fairly used clothes, fairly used tyres and fairly used cars (Titus et al. 2016; Fal-eye 2014; Ojo 2015; Yusuf 2014) been imported into the country by cross border traders at the Seme-Idi-Roko border axis that lies between Nigeria and the republic of Benin. Apart from the items mentioned others include: narcotics, small arms and light weapons (Aluko 2012; Opanike and Aduloju 2015; Addo 2006). The customs and other regulatory agencies at the border post seize these products because these practice negatively impact (Udoh 2015; Hoffman and Paul 2015; Titus 2018) the Nigerian economy and also endangers the security of lives and properties of the citizenry. When these goods are seized from the traders they run into huge financial loss and because of this some of the traders opted out (Hoffman and Paul 2015; Ojo 2015) of the trade because in most cases the loss they suffer far outweighs all the gains they have amassed over a long period of time. Despite the seizures and losses, the cross border traders suffer in the hands of government agencies at border posts, some of them still persists in trans-border trade as revealed in studies conducted by (Ojo 2015; Yusuf 2014; Aluko 2012; Afrika and Ajumbo 2012)

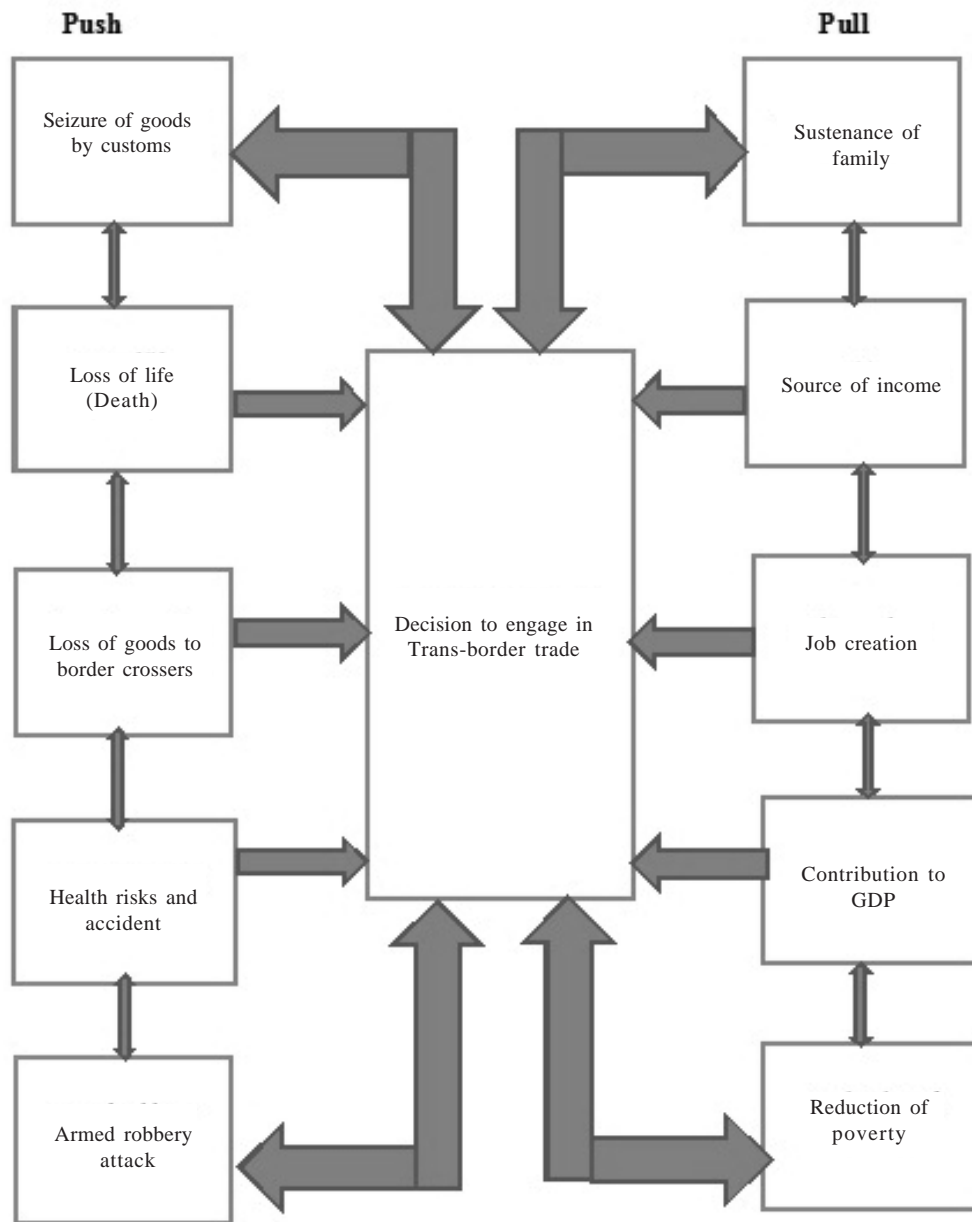


Fig. 1. Push-Pull analysis model of trans-border trade
 Source: Authors' conception

Apart from the seizure of goods at the border entry point, these traders sometimes lose their lives (death), due to gun battle exchange at bor-

der post and its environs (Ojo 2015; Prag 2010) between the traders and customs officials and other regulatory agencies assigned to man the

borders who try to prevent contraband goods from entering the Nigerian market, and which in most cases is not palatable to the traders who are ready to resist and reject such moves by all means. Trans-border traders circumvent every effort of government regulatory agencies to prevent the entry of contraband into the economy.

One major constraint equally faced by the traders is loss of goods to border crossers. Traders make use of border crossers known in local parlance as '*Kelebe*' to move their goods across the border stealthily by avoiding the prying eyes of the customs (Tyson 2015; Yusuf 2014) because they know the terrain well enough to avoid been apprehended by government agencies (Afolayan 2010) and sometimes the border crossers disappear with the goods into the thin air. Other push factors is the attendant health risks and accidents the traders suffer in the course of doing business. Sometimes the vehicles develop fault on the way and this may take several days before repairs is carried out on the vehicle. The number of days spent on the road exposes the trader to different health hazards such as malaria, hypertension and other forms of ailments. As a corollary to the earlier mentioned point, the traders are faced with armed robbery attacks due to the number of days spent on the highways to fix their vehicle when there is a breakdown. Studies conducted by Titus (2018), corroborated the earlier findings of Ojo (2015), that armed robbers lay ambush for these traders in the bushes along the highways because the robbers are aware that trans-border traders prefer to move their goods using abandoned roads rather than major roads to avert arrest from police officers on the highways or customs officers pursuing them from the border where they escaped with the goods without proper clearance and payment of government rates and duties expected of them. In the process, trader's loss a lot of money and goods to armed robbers and in addition may suffer bodily injuries.

On the other side of the spectrum are pull factors which includes: sustenance of family, job creation, source of income, ability to reduce poverty, and contribution to GDP. People get attracted to trans-border trade as a result of their ability to sustain their family through the profit they make from the business. According to Yusuf (2014) and Saana (2015) in separate studies conducted,

their findings shows that about 80 percent of women in both Benin Republic and Nigeria, and 70 percent from Sierra Leone are involved in trans-border trade and as such they have become bread winners in their families from the earnings (profits) realized through their involvement in trans-border trade hence, breaking the back-bone of poverty.

Furthermore, the level of unemployment has been reduced drastically (World Bank 2015; Tyson 2015; UNECA 2010) especially for those living close to the border towns as most jobless people found succor as a result of their involvement in trans-border trade to earn a living and sustain their families. Besides that, those who have really profited from the trade create further employment by employing more hands to assist them in the business as the scope of the business is enlarged. For instance in the border lands of Uganda, Democratic republic of Congo and Burundi, poverty level was reduced to 23 percent according to World Bank report of 2015. This is made possible according to the study report because of the income earning opportunities offered by cross-border trade in agricultural produce.

Those involved in trans-border trade based on border specifications, regional and local circumstances contribute to the gross domestic product (GDP) and accelerates the economic development of their countries. According to Hukportie (2014), in a study conducted in Ghana, he averred that government revenue is boosted from tickets issued to those who cross the borders to trade on a daily basis. Also, the implementation of common external tariffs (CET) and the establishment of free trade zones (FTZ's) partly in some countries such as Nigeria and republic of Benin has led to an increase in the volume of trade in crop production (322%), egg production (266%), meat and chicken production (215%) (UNCTAD 2010). But, at the Nigeria's end of the border, the customs officers and immigration officials are the ones making money at the expense of the Nigerian government as a result of bribes they collect from cross-border traders and under-invoicing of goods that comes in through the Seme border into Nigeria (Ike 2013; Hoffman and Paul 2015; Raballand and Mjekiqi 2010) thereby reducing the amount of revenue that could have been generated by the government through trans-border trade.

In addition, trans-border trade serves as a source of income (Tyson 2015) to those involved in it and their dependents and in turn creates employment opportunities thereby reducing the poverty level especially for people residing in border areas. According to statistics informal cross-border trade has been a major source of income for people residing in border towns. In the light of this, the gross domestic product (GDP) of the nation is increased as more people are involved in income generating activities. Saana (2015) reports that there is a tremendous increase in the size of the regional market in West Africa. It has grown from 78 million in 1960 to 265 million by 2005 and it is estimated to hit an all-time high figure of 485 million by 2030. This upward shift in the population will have a remarkable impact on the development of trans-border trade because of the prospective market for food supplies and distribution during periods of economic recession.

CONCLUSION

From the preceding discussions, one can clearly decipher that trans-border trading activities though seen as an illegal trade that serves as a drain pipe to the economy of a nation such as Nigeria, but for other nations whose borders are properly managed by government officials assigned to manage their borders they generate huge amount of revenue into the coffers of their various countries. Also, due to high taxes and duties required from the traders at border posts, traders seek for alternative routes for their merchandise to reach the end-user in order to escape the payments of taxes and duties as required by law. Collection of bribes by customs officials from the traders in order to subvert the laws also serve as an impetus for trans-border traders who see trans-border trade as an avenue for creating employment and wealth generation. It should, however, be noted that, the factors identified as push and pull factors of trans-border trade in this paper are not in any way exhaustive as further research may reveal other factors not identified in this study.

RECOMMENDATIONS

The authors recommend that government agencies at border posts be thoroughly moni-

tored to reduce corruption and harmonization of taxes and duties charged on imported goods at point of entry to avert multiple tax regime.

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