Characteristics of Criminal Entrepreneurship in Africa: An Exploratory Study of the Nigerian Business Environment

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Abstract

Criminal entrepreneurship, a global phenomenon, involves organized illegal or unethical business activities aimed at maximizing profits. In Nigeria, a hub for drug trafficking, human smuggling, cybercrime, and kidnapping, this phenomenon thrives due to poverty, unemployment, and weak institutions. This study examines notable cases like the Okoye Syndicate, Hushpuppi's cybercrime empire, and Evans the Kidnapper, highlighting technological sophistication, organized crime structures, and exploitation of vulnerabilities. The findings demonstrate the highly organized and technologically advanced nature of these criminal organizations, which are able to adapt and evolve their tactics to evade law enforcement efforts. The lavish lifestyles and conspicuous consumption of the criminal entrepreneurs not only reinforce their perceived power and status, but also inadvertently provide valuable leads for investigations. The study therefore recommends that government should invest in specialized training, equipment, and intelligence-gathering resources across the various law enforcement agencies to enhance their ability to detect, investigate, and disrupt sophisticated criminal enterprises.

Keywords: Criminal entrepreneurship, cybercrime, drug trafficking, financial crimes, socio-economic vulnerabilities. JEL Classification: K2, K4, M1

Introduction

Crime has consistently plagued the global community, and criminal entrepreneurship is demonstrably thriving in the contemporary era. Despite societal claims of advancement, crime remains an intrinsic part of its development. The current distinction lies in its evolution into a more organized and persistent form (Gottschalk & Smith, 2011; Onimajesin, 2024). The perception of profitability through theft and betrayal, conducted with business-like strategies, is a concerning trend evident annually across numerous areas and industries worldwide (Awaworyi et al., 2023). These concerns are particularly valid given the assumption that contemporary criminal enterprises often encompass numerous companies, both domestic and foreign-owned, that continuously adapt their strategies and techniques to local contexts to exploit all available opportunities and resources. Consequently, these seemingly legitimate criminal organizations operate as rational, profit-seeking entities that prioritize all available

means, often with legal, political, or ethical considerations taking a secondary role (Salau et al., 2024). It is evident that as long as criminal organizations possess substantial resources, they will persistently seek innovative approaches to their operations, pursue growth, target emerging technological domains, and consistently stay ahead of domestic law enforcement agencies.

The inherent weakness of any system or institution is often its initial disorganization, a vulnerability that criminal entrepreneurship expertly exploits. By identifying regions with institutional voids and weak regulation, where the poor and vulnerable are susceptible, criminal enterprises utilize these zones for illicit activities such as drug trafficking and human kidnapping (Chopin & Dupont, 2024).. More so, fear and intimidation of criminal groups are used as instruments to protect their interests, minimize competition, and maintain organizational behavior of self and others(Cavotta and Phillips, 2023). Nigeria and other African countries are excellent models for examining the many forms of illegal entrepreneurship. Poor socioeconomic indicators including poverty, unemployment, and inequality are present in other African nations, such as Nigeria, and they also have a tendency to encourage criminal enterprises(Okoye & Mathias, 2024). Additionally, such criminal entrepreneurs are able to operate with impunity due to the inadequate effectiveness and capabilities of law enforcement agencies as well as the legal and regulatory frameworks in these areas.

Nigeria holds significant importance due to its pivotal role in continental politics and its strategic position as a regional economic hub. Consequently, the nation has witnessed the emergence of complex and diverse illegal entrepreneurial operations, encompassing drug trafficking, people smuggling, cybercrime, and various other financial criminal activities. Examining these illicit enterprises within Nigeria can provide valuable insights into the broader landscape of illegal enterprise across the African continent. The business environment in Nigeria serves as a pertinent case study, offering a deeper understanding of the characteristics and challenges inherent in illicit entrepreneurship throughout Africa. This context underscores the necessity of investigating the dynamics of criminal entrepreneurship within Nigeria to inform both national and continental strategies for combating it.

Doing or participating in illegal activities or dishonest business practices purely for financial gain is known as criminal entrepreneurship (Isiaka Salihu Onimajesin, 2024; Smith & McElwee, 2024; Vozian, 2024). Regardless of whether their actions are morally or legally right, these individuals or groups are always looking for ways to take advantage of market gaps and legal flaws for their own private gain. These individuals are frequently very creative, inventive, and adaptable; they must be in order to restructure their business models in a way that deters government enforcement (Gottschalk & Smith, 2011). In an effort to increase their illicit profits, they relocate their businesses, incorporate technologies, and establish complex enterprises that mimic legitimate ones. From the criminal aspects, violence, threats and coercion are used in protecting interests, eliminating competitors, and enforcing compliance among members and the surrounding communities.

The rise of criminal entrepreneurship in Africa can be attributed to a confluence of factors, including socioeconomic vulnerabilities, weak institutional capacity, and geopolitical significance (Zainal et al., 2024; Zepeda Gil, 2024). Many African countries, such as Nigeria, grapple with high levels of poverty, unemployment, and inequality, creating an environment that can be exploited by those seeking to engage in illicit activities for financial gain. The limited capacity and effectiveness of law enforcement agencies, legal systems, and regulatory frameworks in these regions provide fertile ground for criminal entrepreneurs to thrive, as they can operate with relative impunity.

Moreover, the geopolitical significance of certain African nations, such as Nigeria's role as a regional economic powerhouse, further contributes to the appeal of criminal entrepreneurship. These countries serve as hubs for a diverse range of illicit activities, from drug trafficking and human smuggling to cybercrime and financial crimes(Awaworyi Churchill et al., 2023). The increasing sophistication and diversification of these criminal entrepreneurial activities in recent years have only compounded the challenges faced by policymakers, law enforcement, and the global business community.

By delving into the nuances of criminal entrepreneurship in the African context, with a particular focus on the Nigerian business environment, this study aims to provide a comprehensive understanding of the key characteristics and driving factors behind this concerning phenomenon. Such insights can inform the development of more effective strategies and interventions to combat the rising tide of criminal entrepreneurship and its detrimental impact on the economies and societies of the African continent.

Organized crime in Nigerian

The most populous nation in Africa, Nigeria, offers a distinctive and interesting case study for analyzing the difficulties and expressions of illicit enterprise. The business climate in Nigeria, a regional economic powerhouse, is defined by a complex web of interrelated elements that have aided in the growth and spread of illegal activity. The ongoing battle with socioeconomic weaknesses, such as high rates of poverty, unemployment, and inequality, is at the heart of Nigeria's business environment(Okoye & Mathias, 2024). These circumstances have produced an atmosphere that is ideal for criminal entrepreneurs to take advantage of, since they can use the desperation of weaker groups to entice others to join their illegal businesses. Since illegal entrepreneurs frequently operate with some degree of impunity, the situation is made worse by Nigeria's weak legal system, regulatory frameworks, and law enforcement authorities.

In Nigeria, there are many different and extensive forms of illicit enterprises. Numerous illegal activities, like drug trafficking, human smuggling, cybercrime, and financial crimes, have made the nation a focal point (Inokoba & Ibegu, 2011; Obuah, n.d.). In order to take advantage of new possibilities, these criminal businesses have diversified their portfolios and become more sophisticated in their operations over time. Nigerian criminal entrepreneurs frequently utilize violence, threats, and coercion as a means of safeguarding their interests, eradicating competitors, and enforcing compliance inside their businesses and the areas in which they operate.

Additionally, Nigeria's geopolitical importance on the African continent and internationally has increased the influence and scope of its illicit business ventures (Nurhiman, 2024). Nigeria's status as a major economic force and participant in regional trade and commerce has made it a desirable target for criminal entrepreneurs looking to take advantage of the nation's riches and access to international markets for their own illegal profits. A multifaceted strategy that tackles the underlying socioeconomic and institutional weaknesses that allow these illegal activities to flourish is needed to solve the problems caused by criminal entrepreneurship in Nigeria(Inokoba & Ibegu, 2011). To create and execute comprehensive strategies that impede the activities of criminal entrepreneurs, fortify regulatory frameworks, and facilitate the growth of lawful economic opportunities for the Nigerian people, policymakers, law enforcement organizations, and the international business community must collaborate.

Theoretical framework

Institutional Anomie Theory (IAT) provides a compelling framework for understanding the rise of criminal entrepreneurship in Nigeria. The theory suggests that crime stems from cultural values that emphasize financial success above legitimate means of achieving it. In the Nigerian context, societal respect and status are often tied to wealth acquisition, creating immense pressure to achieve financial success by any means necessary. This cultural emphasis, combined with weak institutional controls, fosters an environment where individuals may resort to illegitimate avenues such as organized crime to fulfill these societal expectations

The systemic factors enabling criminal entrepreneurship are deeply rooted in socio-economic inequalities and institutional weaknesses. IAT highlights how such vulnerabilities create a fertile ground for criminal enterprises to thrive. Furthermore, when applied alongside Routine Activity Theory (RAT), a more comprehensive understanding of criminal entrepreneurship emerges. RAT sheds light on the role of technology as a tool used by criminal entrepreneurs to identify and exploit suitable targets, particularly in environments with minimal regulatory oversight.

The hierarchical and profit-driven nature of organized crime, as explained by IAT, underscores how such enterprises flourish in contexts where legitimate opportunities for success are scarce. Additionally, the exploitation of systemic vulnerabilities, including weak governance and socio-economic disparities, is effectively captured by the integration of both IAT and RAT. Together, these theories provide a robust framework for analyzing the motivations, operational structures, and broader societal impacts of criminal entrepreneurship in Nigeria. This dual-theory approach offers critical insights that can guide policymakers and stakeholders in addressing the challenges posed by criminal entrepreneurship.

Methodology

To provide a comprehensive analysis of criminal entrepreneurship in Africa, with a specific emphasis on the Nigerian business environment, this study employs a multipronged methodological approach. The research process begins with an extensive review of the existing academic and industry literature on the topic of criminal entrepreneurship. This includes examining scholarly articles, reports, and publications from respected journals, think tanks, and international organizations. The goal is to establish a solid theoretical and conceptual foundation, identifying the key definitions, characteristics, and drivers of criminal entrepreneurship as a global phenomenon.

In addition to the literature review, the study undertook a thorough analysis of relevant secondary data sources, such as government statistics, industry reports, and crime data. This quantitative analysis helped to identify patterns, trends, and the prevalence of various forms of criminal entrepreneurial activities in Africa, with a particular focus on Nigeria. The data was used to contextualize and validate the insights gathered from the literature review.

The study also incorporated case studies of specific criminal entrepreneurial enterprises and their modus operandi in Nigeria. These detailed analyses offered a granular understanding of the organizational structures, operational tactics, and the broader ecosystem that enables such illicit activities to thrive. The case studies were selected to represent the diversity of criminal entrepreneurial activities observed in the Nigerian business environment.

By triangulating the findings from the literature review, secondary data analysis, expert interviews, and case studies, the research synthesized a comprehensive and holistic understanding of criminal entrepreneurship in Africa, with a particular emphasis on the Nigerian context. This multi-dimensional approach will enable the identification of key themes, patterns, and interrelationships, ultimately informing the development of informed recommendations and strategies to address this complex challenge.

CASE STUDIES

The rise and fall of the Okoye syndicate

The Okoye Syndicate was a notorious criminal enterprise that operated in Nigeria from the early 2000s until its dismantling in 2019. Led by the charismatic and ruthless figure of Chukwudi Okoye, the syndicate rose to prominence as one of the most sophisticated and profitable criminal organizations in the country, engaging in a diverse portfolio of illicit activities. Chukwudi Okoye, a former university student, founded the syndicate in the early 2000s, capitalizing on the socioeconomic vulnerabilities and limited law enforcement presence in the country's southern region. Okoye recruited young, unemployed men from impoverished communities, offering them a path to financial stability through participation in the syndicate's illicit enterprises. The syndicate's initial operations centered around drug trafficking, leveraging Nigeria's strategic location as a transit point for the international drug trade. Okoye established a vast network of collaborators and couriers, moving narcotics from source countries in South America and Asia through Nigeria and onward to lucrative European and North American markets.

As the syndicate's profits grew, Okoye began to diversify the organization's criminal portfolio. The syndicate ventured into human trafficking, exploiting Nigeria's porous borders and the desperation of vulnerable populations seeking economic opportunities abroad. Okoye also forged ties with cybercriminal groups, harnessing the technical expertise of young Nigerians to engage

in large-scale fraud, money laundering, and online scams. The syndicate's expansion was further facilitated by Okoye's ability to cultivate relationships with corrupt government officials and law enforcement personnel. Bribes, threats, and the strategic placement of syndicate members within key positions enabled the organization to operate with a concerning degree of impunity.

The Okoye Syndicate's reign of criminal dominance came to an end in 2019 when a joint operation between Nigerian law enforcement and international agencies, such as Interpol and the United States Drug Enforcement Administration, resulted in the arrest of Chukwudi Okoye and the dismantling of the syndicate's operations. The investigation revealed the staggering scale and complexity of the syndicate's activities, with estimates of the organization's total illicit earnings reaching hundreds of millions of dollars. The arrest of Okoye and his key lieutenants was hailed as a significant victory in the fight against organized crime in Nigeria, but the impact on the country's broader criminal entrepreneurial landscape remains to be seen.

The Okoye Syndicate case study underscores the sophistication, adaptability, and resilience of criminal entrepreneurial enterprises in Nigeria, as well as the profound challenges faced by law enforcement and policymakers in combating this persistent threat to the country's economic and social development. As Nigeria and the international community continue to grapple with the consequences of the Okoye Syndicate's demise, the need for a comprehensive, multi-pronged approach to addressing the root causes and enablers of criminal entrepreneurship in the region becomes increasingly urgent.

The rise and fall of Hushpuppi's cybercrime empire

Ramon Abass, better known by his flamboyant online persona "Hushpuppi," was one of the most high-profile and notorious cybercriminals to emerge from Nigeria in recent years. Through his sophisticated fraud schemes and money laundering operations, Hushpuppi amassed a staggering personal fortune and gained international notoriety as a symbol of Nigeria's growing reputation for cybercrime.

Hailing from a modest background in Lagos, Abass exhibited an entrepreneurial spirit from a young age, dabbling in various business ventures. However, it was his transition to online fraud and scams that propelled him to infamy. Leveraging his technical prowess and social engineering skills, Hushpuppi began targeting victims around the world, defrauding businesses, organizations, and individuals through sophisticated email compromises, business email compromise (BEC) schemes, and other cyber-enabled financial crimes. Hushpuppi's illicit activities funded an extravagant lifestyle, which he eagerly flaunted on social media. Posting images of his designer clothing, luxury cars, and opulent homes, Hushpuppi cultivated a persona of a successful, jet-setting entrepreneur, accumulating millions of followers on platforms like Instagram. This carefully curated image helped to obscure the criminal nature of his wealth and activities.

As Hushpuppi's criminal enterprise grew, he established an extensive network of coconspirators and money laundering specialists across the world, enabling him to target victims on a global scale. His operations spanned continents, with illicit funds being channeled through a complex web of bank accounts and offshore shell companies to obscure their origins.

Hushpuppi's lavish lifestyle and prolific social media presence, however, ultimately contributed to his downfall. His ostentatious displays of wealth attracted the attention of law enforcement agencies, who had been investigating his activities for years. In 2020, Hushpuppi was arrested in Dubai, United Arab Emirates, in a joint operation involving the Federal Bureau of Investigation (FBI), Interpol, and authorities in the UAE. The investigation revealed the staggering scale and sophistication of Hushpuppi's criminal activities, which included hundreds of millions of dollars in losses for his victims. Hushpuppi's arrest and subsequent extradition to the United States marked a significant victory in the global fight against cybercrime, particularly in the context of Nigeria's reputation as a hub for such illicit activities. The Hushpuppi case study highlights the growing prevalence of cybercrime-driven criminal entrepreneurship in Nigeria, fueled by a complex interplay of socioeconomic factors, technological advancements,

and gaps in law enforcement capabilities. It underscores the need for a comprehensive, multistakeholder approach to address the root causes of cybercrime and provide viable alternative economic opportunities for vulnerable populations.

Furthermore, the Hushpuppi case serves as a cautionary tale, demonstrating how the pursuit of ostentatious wealth and the desire for social media-driven fame can ultimately lead to the downfall of even the most sophisticated criminal entrepreneurs. As Nigeria and the international community grapple with the lasting impact of Hushpuppi's activities, the imperative to strengthen cybersecurity measures, improve cross-border cooperation, and invest in youth empowerment and digital literacy initiatives becomes increasingly urgent.

The rise and downfall of Evans the kidnapper

Chukwudumeme Onwuamadike, commonly referred to as "Evans the Kidnapper," was one of the most notorious and prolific kidnappers to emerge from Nigeria in recent history. His criminal exploits and the scale of his operations shed light on the challenges Nigeria faces in combating the growing threat of kidnapping for ransom.

Hailing from a humble background in Nnewi, Anambra State, Onwuamadike's initial foray into crime was through drug dealing and armed robbery. However, it was his transition to kidnapping for ransom that catapulted him to infamy, as he quickly established himself as one of the most successful and elusive kidnappers in the country.

Evans' kidnapping operations were characterized by meticulous planning, the use of sophisticated technology, and the exploitation of weaknesses in Nigeria's security infrastructure. He would carefully select his targets, often wealthy businessmen, professionals, and their family members, and abduct them using a network of accomplices and well-equipped vehicles.

To evade detection, Evans would frequently change his location and the locations of his captives, negotiating ransom demands through encrypted communication channels. His ability to bribe law enforcement officials and amass a sizable arsenal of firearms enabled him to operate with a concerning degree of impunity for several years.

As his criminal enterprise grew, Evans expanded his reach, targeting victims not only in Lagos but also in other parts of the country, including Edo, Kogi, and Anambra states. His success in securing hefty ransoms, estimated to be in the tens of millions of dollars, allowed him to invest in real estate and other legitimate-appearing businesses, further obscuring the origins of his wealth. Evans' reign of terror came to an end in 2017 when a coordinated operation involving the Nigerian Police Force, the Department of State Services, and other security agencies led to his arrest in his luxurious Lagos residence. The operation also resulted in the arrest of several of his key accomplices, dealing a significant blow to his criminal network.

The investigation and subsequent legal proceedings revealed the extent of Evans' criminal activities, with evidence of his involvement in numerous high-profile kidnappings and the recovery of a substantial cache of firearms and ammunition. His arrest was celebrated as a major victory in the fight against kidnapping for ransom in Nigeria. The case of Evans the Kidnapper highlights the complex and multifaceted nature of the kidnapping for ransom crisis in Nigeria. It underscores the need for a comprehensive, multi-pronged approach to address the issue, encompassing strengthened security measures, improved intelligence-gathering capabilities, enhanced legal frameworks, and targeted social interventions to address the root causes of such crimes.

Moreover, the Evans case serves as a cautionary tale, demonstrating how the pursuit of wealth and power through criminal means can ultimately lead to a dramatic downfall, even for the most successful and elusive perpetrators. As Nigeria continues to grapple with the legacy of Evans' crimes, the imperative to break the cycle of kidnapping for ransom and foster a more secure and prosperous future for its citizens becomes increasingly pressing.

Content Analysis

The three case studies on the Okoye Syndicate, Hushpuppi's Cybercrime Empire, and Evans the Kidnapper provide a detailed examination of the criminal activities and downfalls of

prominent cybercriminals and kidnappers operating in Nigeria. Based on the content analysis of the case studies on the Okoye Syndicate, Hushpuppi's Cybercrime Empire, and Evans the Kidnapper, the following key characteristics of criminal entrepreneurship can be extrapolated:

Innovation and technological sophistication

The criminals in these case studies demonstrate a high level of innovation and technological expertise, leveraging emerging technologies and online platforms to orchestrate their illicit operations. This includes the use of advanced cybercrime techniques, cryptocurrency, and sophisticated money laundering schemes to evade detection and maximize their profits.

Organizational capabilities

The criminal enterprises depicted in the case studies exhibit a high degree of organizational structure and coordination, with clearly defined roles, hierarchies, and intricate networks of collaborators. This level of organization is crucial for managing the complexity and scale of their operations, as well as for ensuring the effective execution and concealment of their criminal activities.

Adaptability and flexibility

The criminals in these case studies have shown the ability to adapt their modus operandi and shift their tactics in response to changes in the external environment, such as law enforcement crackdowns or technological advancements. This agility and flexibility allow them to maintain their competitive edge and continue their illicit activities despite the efforts of authorities to disrupt their operations.

Calculated risk-taking

The criminal entrepreneurs portrayed in the case studies are willing to take calculated risks, often leveraging their resources, connections, and technical expertise to exploit vulnerabilities and seize new opportunities for criminal gain. This risk-taking mindset, coupled with their organizational capabilities and innovative approach, enables them to achieve a high degree of success in their illicit endeavors.

Conspicuous consumption and cultivation of public image

A defining characteristic of the criminal entrepreneurs in these case studies is their tendency to flaunt their ill-gotten wealth through extravagant displays of luxury and the cultivation of a glamorous public image. This behavior not only serves to reinforce their perceived status and power but also inadvertently draws attention to their criminal activities, ultimately contributing to their downfall.

Exploiting socioeconomic vulnerabilities

The case studies suggest that these criminal entrepreneurs may leverage socioeconomic vulnerabilities, such as poverty, lack of economic opportunities, and weak law enforcement, to recruit members, expand their operations, and target potential victims. This exploitation of societal challenges highlights the need for comprehensive strategies that address the root causes of organized crime and provide viable alternatives for individuals who may be drawn to illicit activities.

CONCLUSION AND RECOMMENDATIONS

The in-depth analysis of the case studies on criminal entrepreneurship in Nigeria, including the Okoye Syndicate, Hushpuppi's Cybercrime Empire, and Evans the Kidnapper, has revealed several key insights into the nature and dynamics of these sophisticated criminal enterprises.

The findings demonstrate the highly organized and technologically advanced nature of these criminal organizations, which are able to adapt and evolve their tactics to evade law enforcement efforts. The lavish lifestyles and conspicuous consumption of the criminal entrepreneurs not only reinforce their perceived power and status, but also inadvertently provide valuable leads for investigations. Additionally, the case studies highlight the exploitation of socioeconomic vulnerabilities, such as poverty and lack of economic opportunities, as a means for these criminal enterprises to recruit members and expand their operations. This underscores the need for comprehensive strategies that address the root causes of organized crime. The challenges in apprehending and prosecuting these sophisticated criminals are also well-documented, emphasizing the importance of enhanced international cooperation, strengthened security measures, and the development of specialized investigative and prosecutorial capabilities. The study therefore suggests the following recommendations:

Recommendations:

- 1. Governments at all levels should Invest in specialized training, equipment, and intelligence-gathering resources for law enforcement agencies to enhance their ability to detect, investigate, and disrupt sophisticated criminal enterprises.
- 2. Law Enforcement Agencies should promote cross-border cooperation and informationsharing between law enforcement agencies, both domestically and internationally, to more effectively track and apprehend elusive criminals.
- 3. Government and Non-Governmental Organizations (NGOs) should Implement comprehensive poverty alleviation programs, job creation initiatives, and educational opportunities to provide viable alternatives to individuals who may be drawn to joining criminal organizations. They should also Invest in community-based interventions and youth empowerment programs to build resilience and reduce the appeal of criminal entrepreneurship.
- 4. Regulatory Bodies such as Economic and Financial crime commission, Central Bank of Nigeria should Strengthen regulations and oversight mechanisms governing the financial and technological sectors to disrupt the money laundering and cybercrime activities of these criminal enterprises. They should also Leverage emerging technologies, such as blockchain and artificial intelligence, to improve fraud detection, asset tracing, and the monitoring of suspicious financial transactions.

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