

## Internal Generation of Revenues in Higher Education: Comparative Case Study of Polytechnic Institutions in Nigeria

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**Abstract :** This article explores internal generation of revenues in higher education institutions. The research focuses on how polytechnic institutions in Nigeria generate other sources of revenues to augment government subventions and tuition fees. The study provides a qualitative case study and triangulation data on three polytechnics representing tertiary institution structure of federal, state and private ownership in Nigeria. The article argues that dependence on government subventions by the public polytechnics and tuition fees by private polytechnic would not provide funding adequacy for the activities of the institutions under study. Findings revealed that there are basically seven themes; guest houses; poly consult; part-time courses; tuition fees; capitation fees; ownership contribution; and printing and business centre by which the polytechnics generate additional sources of revenues in the management of the institutions. The research concludes that for the polytechnics to gain financial adequacy, entrepreneurial activities must be embarked upon vigorously by stakeholders of the polytechnics as this is the only way by which financial self-reliance can be achieved.

**Keywords :** entrepreneurial, government subventions, internal generation, polytechnics, revenues

**Conference Title :** ICHE 2017 : International Conference on Higher Education

**Conference Location :** London, United Kingdom

**Conference Dates :** May 25-26, 2017