

Hindrances to Economic Success among Small Medium and Micro Entrepreneurs Involved in Informal Cross-border Trade (ICBT) Between Malawi and South Africa

Maxwell Agabu Phiri

*University of KwaZulu-Natal, School of Management, Pietermaritzburg, Private Bag X01,
Scottsville 3209, South Africa
Telephone: +27 33-2605843 E-mail: phirim@ukzn.ac.za,*

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ABSTRACT This paper critically looks at Informal Cross-border Trade (ICBT)¹ conducted by small, medium and micro entrepreneurs between Malawi and South Africa. The study's population, consisting of cross-border traders and customs officials, comprised of thirty respondents. To achieve the study's objective the researcher used structured questionnaires, informal open-ended discussions and observations of activities at the border post. It has been shown in this paper that poverty, which is so prevalent in Malawi and in some parts of South Africa, forces people to go into business so that they can find means to improve and sustain their lives. The earnings made from the small-scale businesses are used by households to buy basic essential commodities and if any extra money is available, to buy some luxury goods for their homes.