

**IMPACT OF ENTREPRENEURIAL COMPETENCIES
ON FINANCIAL PERFORMANCE OF FURNITURE
MANUFACTURES IN KURUNEGALA DISTRICT**

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Abstract

This study is aimed at investigating the impact of the entrepreneurial competencies on the financial performance of Small and Medium-sized Enterprises (SMEs) under the context of furniture manufacturing industry in Kurunegala district. Based on literature review, a theoretical model relating entrepreneurial characteristics from a competency approach to the performance of SMEs has been developed. The empirical research involved quantitative stages. Data were collected from 100 owners of SMEs in the field of furniture manufacturing industry in Kurunegala district. The ten groups of competencies including opportunity, organizing, analytical, innovative, relationship, strategic, commitment, operational, personal strength and human competencies were identified. Chapter five focused on presentation of data which collect for the study by using of questionnaires, and analysis of the data. The data analysis includes the analysis of reliability of the instruments used to collect data and the univariate, and bivariate analyses. Under the bivariate analysis, simple regression analysis was made to find out impact of independent variables (entrepreneurial competencies) on Dependent variable (financial performance). The findings of the study show that all the competencies are required by entrepreneurs of furniture manufacturing industry to enhance the performance of their firms. Above all competencies have significant impact on the financial performance of the furniture manufacturing companies in Kurunegala district. Therefore in the long run also, entrepreneurs should focus on all the competencies for better future performance.

Keyword: SME, Entrepreneurship, Competencies, Firms-Performance

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