

**THE IMPACT OF EMOTIONAL INTELLIGENCE ON
ENTREPRENEURSHIP TENDENCY**



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ABSTRACT

The aim of the present research study is to investigate the Impact of Emotional Intelligence on Entrepreneurship Tendency. More precisely, the study focused on evaluating the effect of selected dimensions of emotional intelligence, based on Goleman's model, as predictors of Entrepreneurship Tendency namely; Self-Awareness, Self-Regulations, Self-Motivation, Empathy and Social Skills among the final year students of Eastern University, Sri Lanka. It also examined the degree of final year students' emotionally intelligent and entrepreneurship tendency. Two hundred final year students from each faculties of Eastern University, Sri Lanka are participated in the study. The participants were given a pre-structured questionnaire of two parts including; Entrepreneurship Tendency and Emotional Intelligence. Three measuring tools were used to analyze data including; descriptive statistics; mean and standard deviation, Correlation and Multiple Linier Regressions. The finding showed a high level of Emotional Intelligence and Entrepreneurship Tendency among the final year students of Eastern University, Sri Lanka. Emotional Intelligence and all its dimensions showed statistically significant correlation with Entrepreneurship Tendency. Concerning the impact of emotional intelligence, out of five dimension three were found to have a significant impact on final year student's Entrepreneurship Tendency namely; Self-Regulation, Self-Motivation and Social-Skills. However, dimensions of emotional intelligence, collectively explained a significant variance in Entrepreneurship Tendency which means that final year students' Entrepreneurship Tendency is significantly affected by their level of Emotional Intelligence.

Keywords: *Emotional Intelligence, Self-Awareness, Self-Regulations, Self-Motivation, Empathy, Social Skills, Entrepreneurship, Entrepreneurship Tendency*

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