

A study on entrepreneurial competencies of small entrepreneurs in Manmunai South Eruvil Pattu



Eastern University, Sri Lanka
Faculty of Com. & Mgt.

22 SEP 2006

Department of Commerce

Arasarethinam pranavakanth



FCM802



Project Report
Library - EUSL

Department of commerce
Faculty of commerce and management
Eastern university Sri Lanka

2006.

Abstract

The title of the research is "A study on entrepreneurial competencies of small entrepreneurs in Manmunai South Eruvil Pattu". In which the problem was no sufficient knowledge and mental attitude about entrepreneurs' development and competencies. Same way there is no experience currying profit it's not used for capital creation rather than consumption. To identify the competencies of small entrepreneurs, to measure the strength and weakness of small entrepreneurs and to recommend small entrepreneurs to make good decisions. These objectives are formulated in the study such as and ten variable were developed to achieve these objectives, those are Motivation for starting a business, Risk taking ability, Perseverance and ability to deal with crisis, Family support, Initiative, Ability to reconcile family, culture and business, Decision making abilities, Ability to adapt to business needs, Commitment to business activities and Negotiation skills.

The adequate and relative data has been collected to the purpose of study the research theses, data collection is to be categorized in to two type primary and secondary data. The primary data collected through questionnaires, discussion and the secondary data was collected samoorthy office document and divisional secretary document. The sample size of 100 includes small entrepreneurs of eight entrepreneurship of six G.S. Divisions. According to developed questionnaires structured data were presented as personal information and research information and those data analyzed basically univariate analysis. The population was analyzed by the central thermo analysis of mean value, Standard deviation and percentage value at the same time data were presented by pie chart and tables.

The small entrepreneurs have talent of entrepreneurship to same extent there are no full skilled entrepreneurs among them. Therefore, they have to be changed in to fulfilled skilled entrepreneurs by the government. Particularly when the mental attitude of the entrepreneurs is charged favorable to entrepreneurship of the moderate level entrepreneurs can be taken to the highest level. Seminars and counseling should be conducted though trade union, agriculture departments and NGOs to motivate this entrepreneurs to that competencies.

CONTENTS

	Page
Title page	
Acknowledgement	I
Abstract	II
Contents	III
List of tables	VIII
List of figures	IX
CHAPTER ONE: INTRODUCTION	1-3
1.1 Introduction	01
1.2 Problem statement	02
1.3 Significance of the Research	02
1.4 Research objective	02
1.5 Assumption of the Research	02
1.6 Data evaluation	03
CHAPTER TWO: LITERATURE REVIEW	4-17
2.1 Introduction	04
2.2 Entrepreneur	04
2.3 Entrepreneurship	07
2.4 Small business	08
2.5 The place of small business history	08
2.6. Entrepreneurial opportunities	09
2.7 The rewards and drawback of entrepreneurship	09
2.7.1. Drawback of entrepreneurship	09
2.8. Characteristic of entrepreneurship	10

2.8.1. Needs for achievement	10
2.8.2. Willingness to take risk	10
2.8.3. Self confidence	10
2.8.4 Passion for the business	11
2.9. Artisan entrepreneur	11
2.10 Four routes of entrepreneurship	11
2.11. Motivation for starting a business	12
2.12. Risk taking ability	12
2.13. Perseverance and ability to deal with crisis	13
2.14. Family support	14
2.15. Initiative	14
2.16. Ability to reconcile family, culture and business	15
2.17. Decision making ability	15
2.18. Ability to adapt to business needs	16
2.19. Commitment to business activities	16
2.20. Negotiation skills	16
2.21. Summary	17
CHAPTER THREE: CONCEPTUALIZATION AND METHODOLOGY	18-26
3.0 Introduction	18
3.1. Conceptualization model	18
3.1.1 Motivation for starting a business	19
3.1.2 Risk taking ability	19
3.1.3 Perseverance and ability to deal with crisis	19

3.1.4 Family support	20
3.1.5 Initiative	20
3.1.6 Ability to reconcile family, culture and business	20
3.1.7 Decision making ability	20
3.1.8 Ability to adapt to business needs	21
3.1.9 Commitment to business activities	21
3.1.10 Negotiation skills	21
3.2 Method of survey and survey instruments	22
3.3. Sampling procedure	22
3.4. Population definition	22
3.5. Sampling method selection	22
3.6. Sampling size	23
3.7. Data collection	23
3.7.1. Primary data	23
3.7.1.1. Questionnaire	24
3.7.2. Secondary data	24
3.8. Data analysis	25
3.9. Data evaluation	25
3.10.11 Summary	26
CHAPTER FOUR: DATA PRESENTATION AND ANALYSIS	27-44
4.0. Introduction	27
4.1 Personal information	28
4.1.1 Type of entrepreneurship	28
4.1.2 Area	29

4.1.3	Sex	30
4.1.4	Age	30
4.1.5.	Entrepreneurs income	31
4.2	Research information	32
4.2.1	Motivation for starting a business	32
4.2.2	Risk taking ability	33
4.2.3	Perseverance and ability to deal with crisis	34
4.2.4	Family support	36
4.2.5	Initiative	37
4.2.6	Ability to reconcile family, culture and business	38
4.2.7	Decision making abilities	40
4.2.8	Ability to adapt to business needs	41
4.2.9	Commitment to business activities	42
4.2.10	Negotiation skills	43
4.2.11	overall variable	44
CHAPTER FIVE: DISCUSSION		45-51
5.0	Introduction	45
5.1	Discussion on personal information	45
5.1.1	Type of entrepreneurship	45
5.1.2.	Area distribution	45
5.1.3	Sex	46
5.1.4	Age	46
5.1.5	Entrepreneurs income	46
5.2.	Discussion on research information	47
5.2.1	Motivation for starting a business	47

5.2.2 Risk taking ability	47
5.2.3 Perseverance and ability to deal with crisis	48
5.2.4. Family support	48
5.2.5. Initiative	49
5.2.6. Ability to reconcile family, culture and business	49
5.2.7 Decision making abilities	49
5.2.8 Ability to adapt to business needs	50
5.2.9 Commitment to business activities	50
5.2.10 Negotiation skills	51
5.3 Summary	51
CHAPTER-6 CONCLUSION AND RECOMMENDATION	51-56
6.0. Introduction	52
6.1. Conclusion	52
6.2 Motivation for starting a business	53
6.3 Risk taking ability	53
6.4 Perseverance and ability to deal with crisis	53
6.5 Family support	54
6.6 Initiative	54
6.7 Ability to reconcile family, culture and business	55
6.8 Decision making ability	55
6.9 Ability to adapt ton business needs	55
6.10 Commitment to business activities	56
6.11 Negotiation skills	56
References	57
Appendix	58