

**“ENTREPRENEURIAL QUALITIES OF SMALL AND MEDIUM  
ENTERPRISE OWNERS; A COMPARATIVE ANALYSIS  
BETWEEN MANUFACTURING AND SERVICE SECTORS IN  
SABARAGAMUWA PROVINCE”**

**BY**

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## ABSTRACT

Small and medium sized enterprises are considered to be one of the principal function deriving forces in economic development. They stimulate private ownership and entrepreneurial skills, they are flexible and adopt quickly to changing markets demand and supply situation, they generate employment help diversify economic activity and make a significant contribution to exports and trade.

This research was carried out by the researcher to measure the level of entrepreneurial qualities of small and medium enterprise owners: A comparative analysis between manufacturing and service sector in Sabaragamuwa province. The level of Entrepreneurial Qualities of small and medium enterprise owners was clearly discussed. The summary of the research evidences regarding Entrepreneurial Qualities (Innovation, Self-confidence, commitment to work, Multi Skills, Strategic planning) on success of small and medium enterprise owners also was presented.

Researcher has randomly selected 100 of small and medium enterprise owners who are doing the business in Sabaragamuwa province. Data is mainly collected through the Questionnaires. The frequency distribution analysis was made for every variable in the research model and for the personal characteristics. And also this thesis consists of a comparative analysis between manufacturing and service sector in Sabaragamuwa province. Collected data are presented by using frequency table and bar chart.

The ultimate finding of this research is moderate level of Entrepreneurial Qualities of small and medium enterprise owners. Based on the findings valuable suggestions were provided for the SMEs owners to create high level of Entrepreneurial Qualities of small and medium enterprise owners. And also for the further researchers who are doing researches on this kind of study. Therefore, the results of this thesis have important practical uses and serve as a basis for analyzing the Entrepreneurial Qualities of small and medium enterprise owners as this type of reporting becomes more prevalent in the future.

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