

**THE IMPACT OF ENTREPRENEURIAL COMPETENCIES ON  
ORGANIZATIONAL PERFORMANCE**

**SPECIAL REFERENCE TO SMALL AND MEDIUM  
ENTERPRISES IN JAFFNA DISTRICT**

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## **Abstract**

The research attempts to study the impact of entrepreneurial competencies on organizational performance special reference to small and medium enterprises in Jaffna District. In the competitive world, every organization is trying to achieve its competitive advantage. Therefore organization should use its resources effectively in order to achieve its goals. One of the most import resources of every business is the human (entrepreneur). Any success of the organization will depend on how to tune the competencies of owner/entrepreneur in order to achieve the organization ambition. To understand the real scenario, this study has specially focused on small and medium entrepreneurs and undertaken mainly three competencies of achievement, planning, and power competencies. The finding of this study investigated, which competencies are really impact on organizational performance.

The descriptive research used with the respondents of 125 who are small and medium entrepreneurs in Jaffna District. The simple random sampling used to analyze the collection of data from the selected small and medium entrepreneurs. Data was collected through questionnaire and the analysis was conducted by SPSS with the measures at levels of univariate, bivariate and multivariate along with research hypothesis. The findings of the present study suggest that, the planning competencies and power competencies are having the positive relationship with organizational performance in small and medium enterprises in Jaffna district.

**Keywords:** entrepreneurial competencies, organizational performance

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