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**A study on the Impact of Entrepreneurial Culture  
On Small and Medium Enterprises  
With special reference to Badulla District**

**This Dissertation submitted in partial fulfillment of the requirements for the Degree  
of Master of Commerce at University of Kelaniya.**

**By**

**Selvarethnam Jeyapalan**

**M.Com/2003/22**

**Supervisor**

**Prof. W.P.Gamini de Alwis**

**Department of Management and Organization Studies**

**Faculty of Management and Finance,**

**University of Colombo,**

**Sri Lanka**

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### **Abstract**

This study examines the Impact of Entrepreneurial Culture on Small and Medium Enterprises with special reference to Badulla District. Problem of this study are to what extent do the different cultural and personal factors of entrepreneur has influenced the entrepreneurial success, has the religiosity and ethnic factor play an important role to determine the success differences. A random sample of 200 entrepreneurs were selected from the directory of Chamber of commerce and registered business, divisional secretariat and Piradesiya Saba. The sample will consisted of 150 male entrepreneurs and 50 Female entrepreneurs. The study involved a comparative measurement of levels of small and medium entrepreneurs who were under this research studies. A comprehensive analysis was carried out to identify the impact of influencing personal and cultural related factors of entrepreneurs and their SMEs success in Badulla district.

This analysis reveals that some personal factors like multi language skills, educational levels; cultural related factors like family background, risk tolerance, innovativeness influence and positively impact on SMEs success. There is no distinct relationship between religiosity and success level of the respondents. Initially stratified sample taken from different communities and data were analyzed with literature the results of this analysis reveals that the ethnic factors are inseparable from other factors.

The findings suggest that the important to change entrepreneurial mind set and attitude from traditional view to innovative thinking. The entrepreneur promoter organization such as chamber of commerce, universities and higher national institutions, business consultant firms and training institutes should provide the relevant educational programmes to fulfill the gaps of competencies in multi languages, enhancing the educational levels through non formal training, workshop and exposure visits. Another recommendation that can be made in this context is that the curriculum of schools at the primary and junior levels should be altered to incorporate theoretical content and exercises that would inculcate risk taking ability, innovativeness and achievement orientation among the masses from the very childhood and to develop a positive attitude towards entrepreneurship as a profession.