REFERENCES

- Anderson, J. N. (2006). Customer value propositions in business Markets. *Harvard Business Review*, 84(3), 90-9.
- Bambacas, Mary, P., & Margaret. (2008). Interpersonal communication skills that enhance organizational commitment. *Journal of Communication Management*, 12(1), 51-72.
- Bird, B. (1989). *Entrepreneurial Behavior*. (Scott, Ed.) Glenview, IL: Foresman and Company.
- Bremzen, V., Anya, & Welchman, J. (1990). *The Russian Cookbook*. New York: Workman Publishing Company, Inc.
- Companys, Y., & McMullen, J. (2007). Strategic entrepreneurs at work: the nature discovery, and exploitation of entrepreneurial opportunities. *Small Business Economics*, 28(4), 301-22.
- Crompton. (2020). Retrieved from Business Standard: https://www.business-standard.com/company/crompton-gr-con-65733/information/company-history
- Davis, J. (1993). *ASM Specialty Handbook: Aluminum and Aluminum Alloy*. Materials Park: ASM International.
- Department of Census and Statistics. (2015). Retrieved from http://www.statistics.gov.lk/
- Einhorn, F., & Marnewick, C. (2016). A practical model for the effective use of the business case in IT Projects. *Paper presented at the PMSA Conference 2016*, 9-11.
- Grace's Guid. (2007). Retrieved from https://www.gracesguide.co.uk/Bulpitt_and_Sons
- *Grand View Research*. (2019). Retrieved from https://www.grandviewresearch.com/industry-analysis/electric-kettles-market.
- Grzesik, K., & Guca, K. (2011). Screening Study of Life Cycle Assessment (LCA) of the Electric Kettle with SimaPro Software. *Geomatics and Environmental Engineering*, 5, 57-68.
- Handler, C., & dan Healy, M. (2009). *Hiring Manufacturing Staff in the 21st Century: A Fundamental Shift in Skills*. Pearson Education, Inc.
- Hayward, T. (2017). *The Modern Kitchen: history of the kettle*. Retrieved from Financial Times: https://www.ft.com/content/48fbc7ee-b845-11e7-9bfb-4a9c83ffa852
- Herman, B., & Siegelaub, J. (2009, October). Is this really worth the effort? The need for a business case'. *Paper presented at the PMI Global Congress*.
- Hollingsworth, E., & Hunsicker, H. (1987). *Corrosion of aluminum and aluminum alloys* (Vol. 13). Materials Park: ASM International.

- Holmes, G. (2020). *How Product are Made Forum*. Retrieved from http://www.madehow.com/Volume-7/Electric-Tea-Kettle.html.
- Huxley, G. (1956). *Talking of Tea: Here is the Whole Fascinating Story of Tea.* Ivyland: ohn Wagner & Sons, Inc.
- ICH. (2009). Retrieved from www.ichnet.org.
- Jeswani, H., Mendoza, F., Azapagic, A., & Schmid, G. (2018). Life cycle environmental evaluation of kettles. *Recommendations for the development of eco-design regulations in the European Union*, 625.
- Kakuzo, & Okakura. (1972). The Book of Tea. Rutland: Tuttle Company.
- Katz, R. (1974). Skills of an effective administrator. *Harvard Business Review*, 9(10), 90-102.
- Ko, S. (2004). Bisociation and opportunity. *Opportunity Identification and Entrepreneurial Behavior*, 100.
- Kotler, P., Wong, V., Saunders, J., & Armstrong, G. (2005). *Principles of Marketing* (Fourth European Edition ed.). London: FT Prentice Hall.
- Krueger, N. (2009). *Entrepreneurial intentions are dead: long live entrepreneurial intentions*. (A. a. in Carsrud, Ed.) New York: Springer.
- Lanning, M., & Michaels, E. (1988, July). A business is a value delivery system. *McKinsey Staff Paper*, 41.
- Larson, E., & Gray, C. (2014). *Project management: The managerial process* (6th edn ed.). (I. edition, Ed.) New York: McGraw-Hill Education.
- Liao, C., & Wei, R. (1999). Galvanic coupling of model alloys to aluminum a foundation for understanding. *Electrochimica*, *45*(6), 881-8.
- Marcinkowsk, A. (2017). Enviornmetal Performance of Kettle Production. *Management Systems in Production Engineering*, 25(4), 255-261.
- McConnell, C. (2004). Interpersonal skills. What they are, how to improve them, and how to apply them. *Health Care Management (Frederick)*, 23(2), 177-187.
- Medina, R. (2010). *Upgrading yourself—technical and nontechnical competencies*. IEEE Potentials.
- Meech, C. (1993). Materials in the design of kettles Science Progress. *Science Progress*, 88(4), 229-236.
- Murray, D., Liao, J., Stankovic, L., & Stankovic, V. (2016). Understanding usage patterns of electric kettle and energy saving potential. *Applied Energy*, 171, 231-242.
- *National Maglab*. (2014). Retrieved from https://nationalmaglab.org/education/magnet-academy/history-of-electricity-magnetism/museum/kettle

- OGC. (2009). *Managing successful projects with PRINCE2*. Norwich: TSO (The Stationery Office) on behalf of Office of Government Commerce.
- Osterwalder, A., & Pigneur, Y. (2010). *Business Model Generation*. Hoboken, NJ: Business Model Generation.
- Papashvily, Helen, & Papashvily, G. (1969). Russian Cooking. New York: Time-Life Books.
- Perriton, L. (2009). We don't want complaining women!' A critical analysis of the business case for diversity. *Management Communication Quarterly*, 23(2), 218-243.
- Pettigrew, & Jane. (1999). Tea & Infusions. Carlton Books Limited.
- Rao, A., & Monroe, K. (1989). The effect of price, brand name, and store name on buyers' perceptions of product quality: an integrated view. *Journal of Marketing Research*, 26(3), 351-357.
- Research Cosmo. (2019). Retrieved from https://www.researchcosmos.com/reports/electric-kettle-market/88978217.
- Russell Hobbs Herritage. (2020). Retrieved from https://www.russellhobbs.com/our-heritage.aspx
- Scottish Institute for Enterprise. (2011). Retrieved from www.sie.ac.uk/media/
- Schmid, G., Jeswani, H., & Mendoza, F. (2018). Life cycle environmental evaluation of kettles. *Recommendations for the development of eco-design regulations in the European Union*, 625.
- Shane, S. (2000). Prior knowledge and the discovery of entrepreneurial opportunities. *Organization Science*, 11(4), 448-69.
- Strategyzer. (2020). Retrieved from Strategyzer: https://www.strategyzer.com/canvas
- Sunindijo, R. (2015). Project manager skills for improving project performance. *International Journal of Business Performance Management*, 16(1), 67-83.
- Tang, J., & Khan, S. (2007). Dynamic interactions between alertness and systematic search: a yin and yang perspective on opportunity recognition and innovation. *International Journal of Entrepreneurship and Innovation*, 8(3), 175-87.
- Technivo Research . (2018). Retrieved from https://www.technavio.com/report/global-cookware-market-industry-analysis
- Transparency Market Research. (2019). Retrieved from https://www.transparencymarketresearch.com/electric-kettle-market.html
- UK Tea & Infusion Association. (2016). Retrieved from https://www.tea.co.uk/
- Venkataraman, S. (1997). The distinctive domain of entrepreneurship research: an editor's perspective. *Advances in Entrepreneurship, Emergence and Growth*, *3*, 119-38.

Vesper, K. (1990). New venture strategies. *University of Illinois at Urbana-Champaign's Academy for Entrepreneurial Leadership Historical Research Reference in Entrepreneurship*.