



**Impact of ICT adoption on entrepreneurs'
business performance in Sri Lanka**

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The work described in this research was carried out by me under the supervision of Professor (Dr.) Kennedy D. Gunawardana and a report on this have not been submitted in whole or in part to any university or any other institution for another Degree/ Diploma.

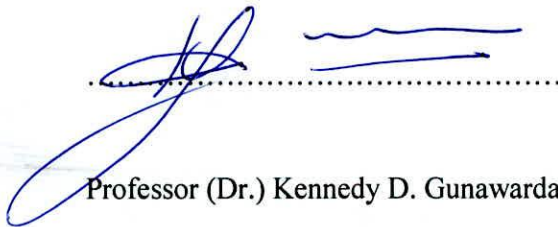


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I certify as the supervisor that the above statement made by the candidate is true and that this research is suitable for submission to the University for the purpose of evaluation.



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Abbreviations

SME: Small and Medium size Enterprise

ICT: Information and Communication Technology

IT: Information Technology

VE: Virtual Enterprise

AM: Agile Manufacturing

CSE: Colombo Stock Exchange

CBSL: Central Bank of Sri Lanka

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Finally, I am responsible for any error that remains in this essay.

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Abstract

Research attempted to synthesis the conceptual researches on entrepreneurship, entrepreneurial knowledge, innovation, and impact of Information and Communication Technology (ICT) adoption on entrepreneurs' performance development in previous studies. Author tries to identify existing ICT adoption level of entrepreneurs', impact of ICT usage on entrepreneurs' innovations and probable avenues to improve Small and Medium size Enterprises (SMEs) performance through promoting ICT aided innovations. Author has put attention on the barriers for introducing ICT to the entrepreneurs and impact of demographic/background characteristics of the entrepreneurs' on ICT adoption level. That will be useful to develop mechanism to improve ICT usage level among entrepreneurs.

Different ICT usage levels, intensity and relative performance variation have researched through secondary data with the intention of deriving supposition for the primary research, theoretical framework followed by a conceptual framework have created with the intention of deriving hypothesis to be used for the primary research. Dependent and independent variables were identified through conceptual framework; further variables

would operationalized to different indicators and measures for the measurement of concepts and causalities.

A primary research conducted with the expectation of localizing the theories and findings of different other researches and theorists.

Author identified hypothetical deductive methodology with quantitative approach. Representative sample was selected from target population though systematic random sampling technique. Coefficient and correlation statistical technique was utilized to derive simple and appropriate statistical results. Simple technique was exploited with the intention deriving clear conclusions.

Author contributed by suggesting ICT aided solutions for the burning economic issues in the SME sector through the research. Primarily author would try to excavate an ICT based solution for the issues pertaining with growth, profitability and long term sustainability of SME sector.

Findings are in line with the secondary research findings, a strong correlation indentified between ICT usage and innovation aided business performance among the selected entrepreneurs. Contrarily findings didn't elicit any significant relationship among demographic/background characteristics of entrepreneurs' and ICT adoption level.

Key words: Entrepreneur, Conceptual model, theoretical model, Small and Medium size Enterprises, Information & Communication Technology