

Entrepreneurial Skills of Vegetable Farmers on Farming Performances in Polgahawela Divisional Secretariat Division in Sri Lanka

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Agriculture is a dominant field in Sri Lanka as the vegetable cultivation is a major part of it. This study was conducted to find out the relationship between entrepreneurial skills and the farmers' performance which are measured by productivity and financial performance. This is a quantitative research and accordingly, deductive approach has been applied in the study. A survey method was employed. Researchers administered questionnaire was used in the data collection process from 7th September 2020 to 20th September 2020. Simple random sampling was used as the sampling technique. Polgahawela DS division in Kurunegala district is the study area of this research. Vegetable farmers in Polgahawela DS division were selected as the target population and five Grama Niladari divisions (GN) were selected randomly from the study area. Hundred farmers who cultivate vegetable were selected and it consists of twenty (20) vegetable farmers from each GN division. SPSS statistical software was used to analyze the data and Reliability Analysis, Multiple Linear Regression Models including Diagnostic Tests were used as analytical techniques. Reliability Analysis represents the internal consistency of the likert scale items and Cronbach's Alpha was applied. Multiple regression models were applied to test the effect of entrepreneurial skills of farmers on farming performances and to test their individual and joint effect. Several diagnostic tests were applied to test the validity of the regression results and they are Heteroscedasticity, Multicollinearity, Normality and independent of the residuals. According to the results opportunity seeking, risk taking and decision making are highly significant and they are influencing positively on farmers' performance. Decision making ability is the most influencing factor. Secondly opportunity seeking and thirdly risk taking skill effect on farmer-performance. Innovation was individually insignificant and it influenced jointly with other factors on farmers' performances. Higher entrepreneurial skills give higher performances. Researchers suggested that authorities of agriculture in Sri Lanka should take necessary initiatives to improve and develop farmers' entrepreneurial skills to enhance the farmer-performance in Sri Lanka.

Keywords: Agriculture; Entrepreneurial skills; Farmers; Performance; Sri Lanka