

**Impact of Social Competencies on Social Performance of Social Enterprises
(Special Reference to Northern Province in Sri Lanka)**

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Social enterprises are continuously searching for new ways to develop and achieve better social performance. Thus, consideration has been given to understand the social competencies which have a great significance on social performance. Numerous forerunners have shown success with the social performance of social enterprises. The present study focuses on identifying the level of social competencies and social performance of the social enterprises in Northern province while examining how social competencies affect the social performance of the social enterprises in Northern province. Further, the study expected to identify the most influencing social competencies on the social performance of the social enterprises in Northern province. The population of this study was all the social enterprises situated in Northern province. A stratified sampling method was used to select a sample of 100 social enterprises. Data were collected using a questionnaire. Both descriptive and inferential techniques were used to accomplish the objectives in which inferential, Pearson's correlation analysis and regression analysis were used to indicate relationship and impact between social competencies and social performance of the social enterprises. Results indicated that there is a positive relationship between social competencies and social performance. Also, the result of regression analysis stipulated that the ability to recognize social problem showed the highest positive relationship with social performance. According to the study results, some valuable suggestions and management implications were provided to the management for achieving better social performance by increasing the social competencies.

Keywords: Social enterprises, Social competencies, Social performance