



**A Study on Determinants of Commercialization Intention of the Inventors:  
Study of Sri Lankan Invention Award Winners.**

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## ABSTRACT

Commercialization of Inventions Significantly contributing to the growth and development of economy. Statistics of Sri Lanka Inventors Commission revealed that 96 invention award winners have been identified in Sri Lanka During the period of 1994-1999. But only 16 of them were able to commercialize their inventions and which depicts that there is a possible gap between the number of viable inventions and the number of inventions introduced to the market. Moreover, there are many determining factors influencing the commercialization intention of the inventors and absence of these factors can be the reason for many un-commercialized inventions. Thus, this study attempted to identify the determinants and its impact on the commercialization intention of inventors. Self-administered questionnaire was adopted to collect primary data from 50 award winning inventors in Sri Lanka from a population of 293 invention award winners 1994-2012; sample was derived by using simple random sampling method. Descriptive, Pearson correlation and multiple regression analysis were used to analyze the data. Accordingly, this study has identified three broad determinants of commercialization intention of inventors, namely environmental factors, personal factors and technological factors respectively. Besides, the investigation revealed that there is positive relationship between each determinant and commercialization intention of inventors. The study concluded that personal and environmental factors have significant impact on commercialization intention while, the impact of technological factors is not significant, as most of the frequent inventions are at higher technological level and are technologically advanced. The findings of this study suggested, Provision of Personal support, Motivation of inventors toward commercialization, increase of infrastructure, favorable financial and governmental policies will stimulate the inventors to commercialize their inventions.

Key words – Commercialization intention of inventors, Environmental factors, Personal factors, Technological factors