

ABSTRACT

The direct effect of entrepreneurial orientation on the growth of Small and Medium Enterprises (SMEs) run by entrepreneurs is well studied. However, the empirical findings significantly differ across different geographic communities. Thus, the purpose of this study is to examine the business growth of the SME Sector in the Northern Province of Sri Lanka in the post-civil war context, as SMEs promote resilience of communities to recover from adversities such as civil war. According to the model of ambidextrous management in entrepreneurial growth companies, entrepreneurship is process where the entrepreneurial orientation turns into implementation and thereby leads to the business growth. However, the effect of external factors such as infrastructure facilities and opportunities on this relationship is not examined. Thus, this study incorporates the moderating effect of entrepreneurial infrastructure and entrepreneurial opportunity to the existing model. It was evident from this study that, entrepreneurial orientation has a direct impact on the growth of the SMEs in the Northern Province of Sri Lanka. The results also reflect that the availability and adequacy of entrepreneurial infrastructure and the ability of the entrepreneur to seek opportunities and capitalise on them positively influence entrepreneurial orientation, resulting in business growth.

Keywords: Small and Medium size Enterprise (SME), Entrepreneurial Orientation, Entrepreneurial Opportunity, and Entrepreneurial Infrastructure.