# THE INTENTION TO ADOPT ECOPRENEURSHIP AMONG ENTREPRENEURS IN BATTICALOA AREA



#### By:

### SANTHALINGAM SAPESSINI

REG.NO: EU/IS/2016/MS/021

**INDEX NO: MS 1871** 

A project report submitted to the Faculty of Commerce and Management, Eastern University, Sri Lanka, as a partial fulfillment of the requirement for the Degree of Bachelor of Business Administration (BBA) Specialization.



DEPARTMENT OF MANAGEMENT
FACULTY OF COMMERCE AND MANAGEMENT
EASTERN UNIVERSITY, SRI LANKA

#### ABSTRACT

This study investigates the relationship between attitude towards ecopreneurship, subjective norms, self-efficacy, innovative cognitive style and ecopreneurship intention. This study was implemented with four independent variables of attitude towards ecopreneurship, subjective norms, self-efficacy and innovative cognitive style and ecopreneurship intention, which is identified as, dependent variable. This study fulfills the empirical knowledge gap certain extent in Batticaloa Area regarding this topic.

Using a structured questionnaire, the data were collected from 252 entrepreneurs in Batticaloa Area. And the collected data were analyzed by using descriptive statistics, correlation, and regression analysis.

The findings reveal that the attitude towards ecopreneurship, subjective norms, self-efficacy, innovative cognitive style and ecopreneurship intention are in very high level among the respondents. The analyses stated the positive relationship between the attitude towards ecopreneurship, subjective norms, self-efficacy, innovative cognitive style and ecopreneurship intention. Further regression analysis has concluded that attitude towards ecopreneurship, subjective norms and innovative cognitive style have significant impact on ecopreneurship intention among entrepreneurs in Batticaloa Area and self-efficacy did not have significant impact on ecopreneurship intention in Batticaloa Area.

**Keywords**: Attitude towards Ecopreneurship, Subjective Norms, Self-Efficacy, Innovative Cognitive Style, Ecopreneurship Intention

## TABLE OF CONTENTS

AcknowledgementI
AbstractII
Table of ContentsIII
List of TablesVIII
List of FiguresXI
List of EquationsXII
List of AbbreviationXIII
Chapter-1: INTRODUCTION1
1.1 Background of the Study1
1.2 Problem Statement
1.3 Research Questions
1.4 Research Objectives
1.5 Significance of the Study5
1.6 Scope of the Study5
1.7 Organization of Chapters6
1.8 Chapter Summary6
Chapter-2: LITERATURE REVIEW7
2.1 Introduction
2.2 Entrepreneurship
2.3 Entrepreneur8
2.4 Ecopreneurship9
2.5 Entrepreneurship vs Econreneurship 10

2.6 Advantage of ecopreneurship
2.7 Barriers of ecopreneurship
2.8 Self-efficacy12
2.9 Subjective norms
2.10 Attitude towards ecopreneurship
2.11 Innovative cognitive style
2.12 Entrepreneurship intention
2.13 Entrepreneurship intention & theory of planned behavior
2.14 Attitude toward ecopreneurship & ecopreneurship intention
2.15 Subjective norms & ecopreneurship intention
2.16 Self-efficacy & ecopreneurship intention
2.17 Innovative cognitive style & ecopreneurship intention
2.18 Chapter Summary21
Chapter-3: CONCEPTUALIZATION AND OPERATIONALIZATION22
3.1 Introduction
3.2 Conceptualization
3.3 Conceptual framework
3.4 Theory of planned behavior
3.5 Definition of key concept & variables
3.6 Operationalization of variables
3.7 Chapter Summary

Chapter-4: RESEARCH METHODOLOGY29	
4.1 Introduction	
4.2 Research Philosophy	
4.3 Research Approach	
4.4 Research Strategy30	
4.5 Time Horizon	
4.6 Study Setting31	
4.7 Research Design31	
4.8 Sampling Design & Population	
4.9 Method of Data Collection	
4.10 Sources of Measurement	
4.11 Pilot Study	
4.12 Data Analysis and Evaluation	
4.13 Formulation of Hypothesis	
4.14 Chapter Summary41	
Chapter-5: DATA PRESENTATION AND ANALYSIS42	
5.1 Introduction	
5.2 Analysis of Reliability	
5.3 Data presentation and analysis of respondent profile	
5.3.1 Gender	,
5.3.2 Age	
5.3.3 Type of Business	)
5.3.4 Income	
5.3.5 Education level	

5.3.6 Marital status47	7
5.3.7 Experience	3
5.4 Data presentation for research information	3
5.4.1 Univariate analysis49	)
5.4.2 Bivariate analysis54	+
5.4.3 Stepwise regression analysis	}
5.4.4 Multiple regression analysis63	3
5.4.5 Hypothesis testing66	)
5.5 Chapter Summary68	
Chapter-6: DISCUSSION OF FINDINGS69	)
6.1 Introduction69	
6.2 Respondents Profile69	)
6.2.1 Level of the entrepreneur's respondents69	)
6.2.2 Gender of the respondents69	)
6.2.3 Age of the respondents69	)
6.2.4 Type of business	)
6.2.4 Income of the respondents	)
6.2.5 Education level of the respondents	)
6.2.6 Marital status of the respondents	)
6.2.7 Experience of the respondents	
6.3 Discussion of Research Information	1
6.3.1 Discussion -Objective One and Two	2
6.4.2 Discussion -Objective Three	6
6.5 Chapter Summary	3

Chapter-7: CONCLUSIONS AND RECOMMENDATION	79
7.1 Introduction	79
7.2 Conclusions of the Research Objectives	79
7.3 Contribution of the Study	81
7.4 Recommendation of the Study	82
7.5 Limitations of the Study	83
7.6 Directions for Future Research	83
List of References.	85
Appendix	96
Questionnaire – English	96
Ouestionnaire – Tamil	99