



Impact of Entrepreneurial Orientation and Entrepreneurship Education on Entrepreneurial Intention and Internationalization of Engineer-Entrepreneur Start-ups

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ABSTRACT

Despite favourable impressions of entrepreneurial orientation and entrepreneurship education on entrepreneurship behaviour from past research, the influence of entrepreneurial orientation and entrepreneurship education on the achievement of entrepreneurial goals of engineers in Sri Lanka remains understudied and uncertain in many circumstances. This necessitates thoroughly examining the mechanisms by which entrepreneurial orientation and education influence entrepreneurial intention. Further, as per international entrepreneurship theory, entrepreneurial intent leads to internationalization when facilitated by conducive environment factors. The research aims to investigate the influence of entrepreneurial orientation and entrepreneurship education on entrepreneurial intention and the internationalization intent of engineer entrepreneurs in Sri Lanka. Three hypotheses related to the above links were tested using a validated questionnaire survey of 92 engineer-entrepreneurs. The results show a significant positive relationship between entrepreneurial orientation and entrepreneurship education on entrepreneurial intention and the internationalization intent of engineer entrepreneurs in Sri Lanka. Furthermore, the variable entrepreneurial intention explained the 40% variance of internationalization intention. This research gives valuable inputs and suggestions concerning entrepreneurship education and the promotion of entrepreneurship orientation of engineers in Sri Lanka for policy makers.

Keywords: *entrepreneurial orientation, entrepreneurship education, entrepreneurial intention, engineer-entrepreneurs*