

**A SURVEY ON EFFECTIVES OF SELECTED MANAGEMENT SKILLS ON  
PERFORMANCE OF SMALL-SCALE ENTERPRISES: CASE OF KAWANGWARE  
LOCATION**

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**ABSTRACT**

This study was about the effects of selected management skills on the performance of small scale enterprise in Kawangware location, Nairobi, Kenya. Despite the enormous contribution of small scale enterprises in Kenya and support by the government as well as Non- Governmental Organization, many small-scale enterprises are opening up on daily basis, but majority of them still show massive failures with only a few surviving. The study aimed at finding out whether this failure was likely attribute to lack of managerial skill determining and testing selected management skill that affect the performance of small scale enterprises and finding out whether the management applied these managerial skills in running their enterprises.

The research was descriptive in nature and engaged both the primary and secondary source of data. The primary sources involved used of written interviews and secondary sources included use of relevant literature reviews. The study target a population of 300 small scale enterprise owners from which a sample size of seventy one (71) small scale enterprises in Kawangware was selected and studied. The sampled was selected used of sample random sampling technique. The data in this research study was collected using questionnaires which was hand delivered and recollection after respondents were through with filling them.

The data collected was analyzed using special package for social sciences (SPSS) computer program where questionnaires were coded, cross-tabulation including percentages and subjected that established relationship of study variable concerned.

The output of this study filled the gap progressing while others were not by specifically pointing out with supportive evidence to lack of managerial skills as one the most important performance constraint faced by small scale enterprises.