

Abstract

A multi-sector coverage of small-scale enterprises was explored to address these objectives: (1) extent to which managerial skills were possessed; (2) extent to which small-scale entrepreneurs (SSEs) were successful; (3) relationship between managerial skills and success. Employed as strategies to elicit data were descriptive correlation and ex-post facto designs; administration of validated and tested for reliability researcher devised questionnaires; frequencies, means, Pearson's Correlation Coefficient and regression analysis. The findings showed moderate extent of managerial skills (conceptual, human and technical); Kampala SSEs were less successful internally and more successful externally; managerial skills possessed positively and significantly correlated with internal and external success; conceptual and technical skills significantly predicted small-scale entrepreneurs' success. Technical and conceptual skills need to be more promoted through entrepreneurial and business skills in universities; education of among SSEs on formation of joint ventures and ongoing training programs for skills development.