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**GREETINGS FROM THE PRESIDENT**

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New USASBE Career Center Launched	6	Our 2010 Conference Committee, consisting of Bill Jackson, Mark Weaver, Rebecca White and Becky Gann, is putting together something very special for Nashville in January. The pillar sessions that highlight leading edge perspectives on the four core pillars of USASBE were a big hit in Anaheim, and a stellar line up of pillar speakers has been finalized. They've also received commitments from some outstanding keynoters both from the academic world and the practitioner world. The doctoral consortium continues to grow under the leadership of George Solomon and Dale Meyers. A unique feature this year is the launch of our Developmental Papers track, which will create a forum for really provocative and high impact ideas that are still in the development stages. More news about the 2010 Conference will be forthcoming.
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We also continue to develop our relationship with the Academy of Management. This past August we had an excellent joint USASBE-AOM session at the AOM meetings in Chicago. The session focused on best practices in entrepreneurship education, and featured Andrew Corbett, Kathy Eisenhardt, Minet Schindehutte, Brad Burke and Ron Mitchell. The AOM folks will reciprocate with a best practices in research session at the USASBE Conference in Nashville.

This Fall we will elect new officers, and the Elections Committee has done great work in putting together a highly qualified slate of candidates for leadership positions. We have also voted to allow international members to join USASBE. Their inability to do so is a vestige of the past, when some of the grants we obtained effectively placed limits on membership. We want to give full membership rights to international members, including allowing them to hold office and participate in our awards competitions. So the election ballot this Fall will ask you to approve this change.

These are amazing times for the discipline of entrepreneurship. Even in difficult economic times, we continue to see dramatic advances both in the impact and volume of our research and in the number of new entrepreneurship majors, minors, master's programs, cross-campus initiatives, outreach programs, and courses. At USASBE, we are proud to be a part of this ongoing revolution, and to serve those who are making it happen.

Mike

**USASBE 2010  
Nashville, Tennessee**



***Nashville Conference Update***

By William (Bill) T. Jackson

The planning continues for the Nashville conference (January 14-17). We are sure to have another outstanding meeting with informative and practical pre-conference workshops, nationally renowned speakers, and a diverse group of quality papers, cases and workshops. On top of the scheduled conference events, Nashville is sure to offer something for everyone. Below are a few of the excellent speakers included in this year's meeting:

**Susan Davis** is a thought leader in international development and civil society innovation. She is a founder and current President & CEO of BRAC USA, a newly created organization to support BRAC, a pioneering development organization from Bangladesh, introduce its innovative development approach to improving the health, wealth and well-being of the poorest women and their families in Africa and other countries in Asia.

Susan is a senior advisor to New York University's Reynolds Program for Social Entrepreneurship since its inception. Susan led Ashoka's Global Academy for Social Entrepreneurship and serves on its international board committee that selects Ashoka Fellows. She also oversaw Ashoka's expansion to the Middle East, North Africa and Central Asia and served as a Senior Advisor to the Director General of the International Labor Organization. She was the Executive Director of Women's Environment & Development Organization, a global women's advocacy organization that pioneered new mechanisms for the global women's movement to influence negotiations at global United Nations meetings from 1993-1998.



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## USASBE 2010 Conference Update...Continued

**Frederick M. Hess**, American Enterprise Institute's director of education policy studies, is an educator, political scientist, and author. At AEI, Mr. Hess studies a range of K-12 and higher education issues. He has authored influential books such as *Common Sense School Reform*, *Revolution at the Margins*, and *Spinning Wheels*. A former public high school social studies teacher, he has also taught education and policy at universities including Georgetown, Harvard, Rice, the University of Virginia, and the University of Pennsylvania. He is executive editor of *Education Next* and a faculty associate with Harvard's Program on Education Policy and Governance, and he serves on the board of directors for the National Association of Charter School Authorizers and on the review board for the Broad Prize in Urban Education.



**Clint Smith** is the co-founder of Emma, the Web-based email marketing and communications service ([www.myemma.com](http://www.myemma.com)). Launched in 2002, Emma powers the email newsletters and campaigns of more than 20,000 organizations around the world, providing small businesses, non-profits and agencies with simple yet sophisticated tools to create stylish email campaigns and surveys, send with confidence, and track the response in real time.



**Dan Moore** is the President of the Southwestern Company in Nashville, Tennessee. He is a 1976 Honors Graduate from Harvard University and holds an Honors MBA from Vanderbilt University. As President of the Southwestern Co., he is responsible for product development, sales training, public relations, business statistics, forecasting and the development of new profit centers.



**Dr. Michael A. Hitt** is a Distinguished Professor of Management and holds the Joe B. Foster Chair in Business Leadership at Texas A&M University. He received his Ph.D. from the University of Colorado. He has over 260 publications including 26 co-authored or co-edited books. He has served as an editor of the *Academy of Management Journal* and is currently the founding co-editor of the *Strategic Entrepreneurship Journal*. He received the 1996 Award for Outstanding Academic Contributions to Competitiveness and the 1999 Award for Outstanding Intellectual Contributions to Competitiveness Research from the American Society for Competitiveness. A recent article noted that he was among the 10 most cited scholars in the Management field over a 25 year period. He is a Fellow in the Academy of Management and a Fellow in the Strategic Management Society, a 21<sup>st</sup> Century Research Fellow in the Global Consortium of Entrepreneurship Centers and received an honorary doctorate (Doctor Honoris Causa) from the Universidad Carlos III de Madrid. He is a former President of the Academy of Management and the current Past President of the Strategic Management Society. He received awards for the best article published in the *Academy of Management Executive* (1999), *Academy of Management Journal* (2000) and the *Journal of Management* (2006). In 2001, he received the Irwin Outstanding Educator Award and the Distinguished Service Award from the Academy of Management. In 2005, he was also named an Honorary Professor and Honorary Dean of Xi'an Jiaotong University, People's Republic of China. In 2006, he received the Falcone Distinguished Entrepreneurship Scholar Award from Syracuse University.



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## Special Interest Group News

### Small Business Special Interest Group

By Michael Harris, Chair and Marty Mattare, Vice Chair

As the result of our spirited meeting at the 2009 National Conference, the Small Business SIG identified some key initiatives to strive for in the coming years. First, Charlie Nagelschmidt of Champlain College has developed a LinkedIn group page for all Small Business SIG members. This tool can provide an important mechanism for sharing information and connecting with fellow USASBE colleagues. A special thanks to Charlie for his work in this arena. If you are interested in joining this group, please e-mail Charlie at [Nagelschmidt@champlain.edu](mailto:Nagelschmidt@champlain.edu), or better yet, just go into LinkedIn and search for our group. We have not had much activity yet but it's a great place to post a discussion question or a job opportunity.

Secondly, Marty Mattare (Frostburg State) and Whitney Peake (Murray State) have developed a proposal for a pre-conference workshop aimed at helping bridge the gap between research and practice in the small business field. One of their aims is to bring together researchers and practitioners to examine how best to work in a collaborative effort.

Thirdly, Blake Escudier, one of our USASBE members in Australia, is working on some interesting research opportunities for members of the Small Business SIG. While still in the developmental stage, Blake has some interesting ideas for new outlets to disseminate research findings. Please be on the lookout for future updates on this initiative.

Finally, as we move closer to the submission deadline for the 2010 conference, Marty and I would like to encourage submissions for the Small Business track. Marty will serve as the Track Chair this year, and she is excited about replicating our success from last year's conference. In 2009, the Small Business track received 43 total submissions, which doubled the submissions from the previous conference. We were very proud that a paper from the Small Business track by Noel Campbell, Kirk Heriot, and Andres Jauregui, entitled "The Economic Freedom Index as a Determinant of Firms Death: An Empirical Investigation," won the Best Empirical Paper Award sponsored by the *Journal of Small Business Management*. I'm sure Marty looks forward to many great paper submissions this year. In addition, we are constantly searching for reviewers, so please e-mail Marty ([mmattare@frostburg.edu](mailto:mmattare@frostburg.edu)) if you're willing to serve this year.

While these are just some of the initiatives on our agenda this year, numerous other members of the Small Business track are busy at work on various projects and ideas. Our SIG is currently comprised of 250 members, and we welcome others to join. Please visit our link on the USASBE website to learn more about our goals and objectives.

## Membership Initiatives

### Creating Engagement in the Entrepreneurial Community

Sean Wise, an Assistant Professor and researcher in Entrepreneurship at Ryerson University, is seeking to improve the efficiency of venture capital investment through the founding of VenCorps ([www.VenCorps.com](http://www.VenCorps.com)). Wise describes VenCorps as "a global engaged entrepreneurial community that not only selects which opportunities get funded but then brings together thousands of passionate sets of hands, pairs of eyes and innovative minds to build those ventures funded: faster, stronger, smarter. By relying on the wisdom of the crowd and the production capabilities of community, VenCorps hopes to shift the ROI on funds invested from 2 out of 10 to 5 out of 10." In addition, Wise notes that "This system allows students (and others) to take on the role of investor and in fact to be the VC. Students rank and rate elevator pitches from around the world, as startups vie for our monthly prize of \$50,000. The winner is the company with the most support."

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## Book Releases

The following two books have just been released by Springer featuring various chapters authored by USASBE members:

- *Understanding the Entrepreneurial Mind: Opening the Black Box* co-edited by Alan L. Carsrud and Malin Brännback.
- *New Firm Creation in the United States: Initial Explorations with the PSED II Data Set* co-edited by Paul D. Reynolds and Richard T. Curtin.

## Caudill Assumes Inaugural Editorial Position

USASBE member Donald W. Caudill has recently been appointed as the inaugural Editor of the inaugural issue of the *Journal of Ethics & Entrepreneurship*, a new journal funded by the Godbold School of Business at Gardner-Webb University. JEE's focus will be to publish high-quality (empirical and conceptual) manuscripts that deal with the relationship between business ethics and entrepreneurship. Please contact Don immediately at [JEE@gardner-webb.edu](mailto:JEE@gardner-webb.edu) if you have an interest in serving as a member of the Editorial Review Board, or in the future if you wish to submit a manuscript.

Congratulations to all these members on their accomplishments!

## Members on the Move . . .

A primary goal of *LIAISON* is to foster increased connectivity among USASBE's members. Toward that end, we are introducing the "Members on the Move . . ." section. The focus of this section is simple – should you decide to take on a new challenge in your entrepreneurial journey, be sure to keep your USASBE colleagues informed.

Members on the move in this issue . . .

**Alan L. Carsrud** has taken a new role as the Loretta Rogers Chair of Entrepreneurship and Professor of Entrepreneurship & Strategy at the Ted Rogers School of Management, Ryerson University. Alan may be contacted via the following: 350 Victoria Street Toronto, Ontario M5B 2K3 (Canada); Phone (416) 979-5000, ext 6569; email [alan.carsrud@ryerson.ca](mailto:alan.carsrud@ryerson.ca).

**Giles T. Hertz** has accepted a full time faculty position in the Sykes College of Business at the University of Tampa where he will be teaching business law and entrepreneurship courses. His research will continue in the area of emerging enterprise law and other issues affecting small business and the new venture process. Professor Hertz may be contacted at The University of Tampa John H. Sykes College of Business – Box O 401 W. Kennedy Blvd. Tampa FL 33606 [ghertz@ut.edu](mailto:ghertz@ut.edu)

**Tony Mendes** has taken a new role as the Director of the Murphy Center for Entrepreneurship & Clinical Professor of Management at University of North Texas. He will continue to serve on the USASBE Board as Director-at-Large and looks forward to creating innovative programs at UNT. Tony may be contacted via the following: College of Business, 1155 Union Circle #311160, Denton, Texas 76203-5017; Phone (940) 565-8859; email [tony.mendes@unt.edu](mailto:tony.mendes@unt.edu).

**Rebecca White** has accepted the James W Walter Distinguished Chair of Entrepreneurship at the University of Tampa (UT) beginning fall 2009. Rebecca will also provide leadership to the Florida Entrepreneurship Center. Her focus will be on growing the emerging center and building the entrepreneurship curriculum at UT. Rebecca may be contacted at The University of Tampa John H. Sykes College of Business – Box O 401 W. Kennedy Blvd. Tampa FL 33606 [rwhite@ut.edu](mailto:rwhite@ut.edu). Office: 813-257-1760.

If you have recently, or should decide to take on a new challenge in the future, be sure to help us let your colleagues know by forwarding us your new contact information and a brief description of your new endeavor!

Best wishes to each these members in their new roles!

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## New USASBE Career Center Site Launched

By Mark T. Schenkel

By now virtually all of us have witnessed the increasingly intense focus Universities have placed on reviewing their budgets and tightening their respective “belts” as a result of the economic downturn. Upon further reflection, we are also likely to have either directly experienced or observed the similarly intense focus of a colleague seeking a new position as the conditions of the marketplace have changed over time. In short, employers and job seekers alike are seeking ways to effectively identify one another as they continue on their respective entrepreneurial journeys.



As a result of the forethought and collaborative efforts of Mike Morris and Rahul Sawhney, a Career Center area has been added to the USASBE website at the following URL: <http://usasbe.org/CareerCenter/Jobs/>. As Mike notes, the intent of this addition is simply “to provide a high quality but low cost alternative to the other online job sites such as the Academy of Management (AoM), and to better serve a field where there are new jobs being created all the time both in centers in an academic units.”

Be sure to take a moment to check out the new career center when you get a chance. Job listings are open to all visitors, and, for a limited time, job postings are also available at no charge!

## ICSB Global Connect



The United States Association for Small Business and Entrepreneurship (USASBE) is the largest independent, professional, academic organization in the world dedicated to advancing the discipline of entrepreneurship, yet it also retains its affiliation with the International Council for Small Business (ICSB) dating back to 1981 (<http://usasbe.org/about/History.asp>). *ICSB Global Connect* is a new *LIAISON* segment designed to keep USASBE members up to date with the latest information and news from this global partner.

**54th ICSB World Conference A Huge Success** The 2009 ICSB World Conference garnered a tremendous amount of support from our global community. With a strong presence of committed Wilford White Fellows' and international scholars from over 50 different countries, the 2009 World Conference provided an exciting venue to present new research and form discussions on entrepreneurship and small business development throughout the world. To read more visit <http://www.icsb.org/article.asp?messageID=183>

**55th Anniversary ICSB World Conference Returns to the U.S.A** The University of Cincinnati and the International Council for Small Business (ICSB) proudly present the 55th Anniversary ICSB World Conference in Cincinnati, Ohio USA, June 24 – 27, 2010. Educators, researchers, policy makers, practitioners, and professionals are invited to share in the exchange of ideas and experiences dealing with the development of small, entrepreneurial, and family business. We invite you to submit papers, case studies, and workshop and/or symposium proposals to join at least 300-500 other participants from over 70 countries. The theme for ICSB 2010 is Entrepreneurship: Bridging Global Boundaries. Visit <http://www.icsb2010.org/> to read more . . .



**DELL Small Business Excellence Award Finalists Announced** DELL and ICSB have announced the National Finalists in 13 participating countries for the 2009 DELL Global Small Business Excellence Award. This award honors small businesses around the world that apply technology in innovative ways to improve the customer experience and grow. The SMEs selected represent a variety of industries but, each has successfully utilized IT solutions to increase their profitability and improve the customer experience. National winners will compete for the Global Award, which includes an entrepreneur's summit hosted by DELL Chairman and CEO Michael Dell and \$50,000 USD in DELL products and services, plus more. More at <http://www.icsb.org/article.asp?messageID=193>.



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## Other News & Research Notices

Be sure to regularly visit [www.USASBE.org](http://www.USASBE.org) to stay up to date with the latest news and announcements, as well as upcoming events. The following listings have recently been posted:

### 2010 USASBE Entrepreneurship Education National Awards

Now accepting nominations. More at <http://usasbe.org/about/awards/eenawards/>



### Canadian Council on Small Business and Entrepreneurship

#### CCSBE/CCPME 2009

<http://www.rverson.ca/ccsbe/en/>

(Toronto, Ontario: October 16-18, 2009.)



**Babson Symposium for Entrepreneurship Educators (SEE)** (Babson College, Wellesley, MA: May 31- June 4, 2010. Learn more at

<http://www3.babson.edu/ESHIP/outreach-events/symposia/price-babson.cfm>



**Call for papers (7/6/2009) - - Special Issue on “Family Business” - - Journal of Family and Economic Issues.** See the information at <http://usasbe.org/about/newsdocs/JFEI%20Call-Special%20Issue%20on%20Family%20Business-FINAL.doc>



### NYTimes.com launched a new blog entitled **You’re the Boss**

at <http://www.nytimes.com/boss> on June 17, 2009 offering advice, support, and inspiration for small business owners, who employ about half of all private sector employees in the United States. You’re the Boss discusses small business issues such as health care costs, federal stimulus assistance, state and local regulations, and changes in the marketplace



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