

# USASBE/SBI 2006 Joint Conference

## Final Program

(as of January 6, 2006)

<b>Wednesday, January 11, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>4:00-5:00</b>	<b>USASBE/SBI 2006 Program Committee Meeting</b> <i>(by invitation only)</i>	<b>San Pedro 1</b>
<b>6:00-10:00</b>	<b>USASBE 2005-2006 Board Meeting</b> <i>Presiding: Dianne H.B. Welsh, USASBE President, The University of Tampa</i>	<b>San Ignacio</b>

<b>Thursday, January 12, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>7:30-10:00</b>	<b>Preconference and Conference Registration</b> <i>(preconference attendees only)</i>	<b>Tucson Registration Desk</b>
<b>8:00-12:00</b>	<b>Preconference #1: Writing and Teaching Entrepreneurship Cases</b> <i>(preregister for session as part of general conference registration)</i>  This case writing and teaching preconference is designed to illustrate how to write cases as well as how previously-developed cases, funded by The Coleman Foundation, may be taught successfully. The Coleman Foundation has funded the Minority and Women Entrepreneurship Division's Case Writing Incubator in order to increase the knowledge base of best practices in entrepreneurial development of women- and minority-owned business (WMOB). It is envisioned that previously-funded cases will eventually be published in reputable case research venues. This workshop will be conducted by Dr. David W. Rosenthal, Professor of Marketing at Miami University. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> .	<b>Arizona Salons 1&amp;2</b>
<b>8:30-5:00</b>	<b>Preconference #2: Invention 2 Venture</b> <i>(additional fee and requirements for registration; go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> and follow instructions under "Preconference #2")</i>  The Invention 2 Venture workshop offers program participants the benefits of an opportunity-focused, entrepreneurship-learning environment. The I2V model was developed with a commitment to sharing resources and information, pooling training experience, and promoting training opportunities to create an entrepreneurial environment conducive to commercialization. Successful implementation of the proposed I2V workshop model program will help in the education of the key players in the technology commercialization field. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> .	<b>San Xavier</b>
<b>9:00-12:00</b>	<b>Preconference #3: Use of Life Sciences Entrepreneurship Education to Build a Sustainable Competitive Advantage in an International Knowledge-Based Economy</b> <i>(preregister for session as part of general conference registration)</i>  The goals of this program are to present the principles and fundamentals of Life Sciences Entrepreneurship (LSE) and LSE education and opportunities afforded to educational institutions and professionals to include identification of those areas where the Life Sciences industry and Life Sciences opportunities differ from other entrepreneurial opportunities. Specifically, this involves: requirements and resources for innovation; intellectual property identification, management, and protection; regulatory oversight and compliance (including the time frames involved); the issues of management/founders and human capital; assessment of technologies for technical merit and market competitiveness; new venture formation and financing issues including requirements, sources, timing, and risk; the resources necessary to develop an educational infrastructure to support a program to teach LSE; and the critical necessity for and development of optimal skills and techniques for inter-disciplinary team building and team management. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> .	<b>Arizona Salons 3&amp;4</b>

<b>Thursday, January 12, 2006</b>		
<i><b>TIME</b></i>	<i><b>SESSION</b></i>	<i><b>ROOM</b></i>
<b>9:00-1:00</b>	<p><b>Preconference #4: Connecting Community Colleges with Four-Year Institutions</b> (<i>preregister for session as part of general conference registration</i>)</p> <p>The National Association for Community College Entrepreneurship (NACCE) preconference will serve to inform and educate the attendees on the successful practices, with respect to community college entrepreneurship education and linkages with four-year institutions of higher education. The emerging role which community colleges are serving in promulgating entrepreneurship education and student business incubation will be discussed. As community colleges continue to further develop entrepreneurship education initiatives in response to a growing demand from students, they will need to create partnership agreements with four-year institutions. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a>.</p>	<b>Arizona Salons 8&amp;9</b>
<b>10:00-2:00</b>	<p><b>SBI 2005-2006 Board Meeting</b></p> <p><i>Presiding:</i> Joseph R. Bell, SBI President, University of Arkansas at Little Rock</p>	<b>Arizona Salon 5</b>
<b>10:00-4:00</b>	<p><b>Golf Event</b> (go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> for complete information)</p> <p><i>Coordinator:</i> Stan Mandel, Wake Forest University</p>	
<b>11:30-8:00</b>	<b>Preconference and Conference Registration</b>	<b>Tucson Registration Desk</b>
<b>12:00-1:00</b>	<b>Lunch On Own</b>	
<b>12:00-5:00</b>	<p><b>Preconference #5: Teaching Entrepreneurship with Cases</b> (<i>additional fee and requirements for registration; go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a> and follow instructions under "Preconference #5"</i>)</p> <p>This case teaching preconference will cover topics including: design of entrepreneurship curriculum at the course and module level, timing and sequence of cases, preparing a case for teaching, managing classroom dynamics, managing questioning and transitions, exams, and grading. The session will feature the opportunity to discuss the preparation and actual teaching of one case in detail. It will be facilitated by Senior Lecturer Michael Roberts, Executive Director of the Rock Center for Entrepreneurship at Harvard Business School and also Executive Director of Case Development at HBS. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a></p>	<b>Arizona Salons 10&amp;11</b>
<b>1:00-5:00</b>	<p><b>Preconference #6: Starting and Maintaining a Small Business Consulting Program at Your College or University</b> (<i>preregister for session as part of general conference registration</i>)</p> <p>We all know the wonderful benefits that are provided by entrepreneurs and small businesses in the American economy. The challenge for entrepreneurship educators is to find an engaging way to help students learn the many lessons that are related to entrepreneurship, small business ownership, and self-employment. One of the pedagogies that has become increasingly recognized as an effective way for students to learn is field-based consulting programs such as those of the Small Business Institute®. Please join us to learn more about how to start a small business consulting program at your college or university. No prior experience is necessary. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a>.</p>	<b>Arizona Salons 1&amp;2</b>
<b>1:00-5:00</b>	<p><b>Preconference #7: Starting and Advising Entrepreneurial Student Organizations, Student-Centered Entrepreneurship Organizations, and Campus Student Activities</b> (<i>preregister for session as part of general conference registration</i>)</p> <p>Entrepreneurial-minded students are a key to energizing campus organizations and "making things happen". Learn what various student-centered organizations, projects, and awards can do to involve students on your campus -- with winning benefits to students, faculty, and staff. Hear of the hands-on lessons of entrepreneurship, business activity, and community involvement which can be replicated on your campus from CEO (Collegiate Entrepreneurs' Organization), DECA, GSEA (Global Student Entrepreneur Awards), and SIFE. For more information, go to <a href="http://www.usasbesbi2006.org/confinfo.htm">http://www.usasbesbi2006.org/confinfo.htm</a>.</p>	<b>Arizona Salons 3&amp;4</b>
<b>1:30-5:30</b>	<b>Exhibitor Set-Up</b>	<b>Arizona Foyer</b>

<b>Thursday, January 12, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>4:30-5:00</b>	<b>Welcome Committee and USASBE Board Meeting</b> <i>(by invitation only)</i>	<b>Arizona Salon 5</b>
<b>5:15-6:15</b>	<b>Coleman/USASBE New Member Orientation and Introduction to Welcome Committee</b>	<b>Tucson Ballroom</b>
<b>6:30-7:30</b>	<p><b>All Conference Opening Plenary Session</b></p> <p><i>Opening Remarks:</i> Geralyn McClure Franklin, 2006 General Program Chair, The University of Texas of the Permian Basin and Kirk C. Heriot, 2006 General Program Co-Chair, Mercer University</p> <p><i>Introduction of Speaker:</i> Ethné Swartz, Fairleigh Dickinson University</p> <p><i>Keynote Speaker:</i> <b>Blaine McCormick</b>, Associate Dean of Undergraduate Programs, Hankamer School of Business, Baylor University</p> <p style="text-align: center;"><i>Everybody Loves Ben: Why Benjamin Franklin Would Succeed in Business in 21<sup>st</sup> Century America</i></p>	<b>Tucson Ballroom</b>
<b>7:30-9:30</b>	<p><b>All Conference Opening Reception</b></p> <p>Sponsored by The Lawrence N. Field Center for Entrepreneurship at Baruch College and the Rohrer College of Business at Rowan University</p>	<b>Arizona Foyer and Ania Terrace</b>

<b>Friday January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>7:30-6:00</b>	<b>Conference Registration</b>	<b>Tucson Registration Desk</b>
<b>7:30-6:00</b>	<b>Conference Exhibits</b>	<b>Arizona Foyer</b>
<b>7:30-8:30</b>	<b>SBI Regional Meetings</b>	<b>Arizona Ballroom</b>
<b>7:30-8:30</b>	<b>All Conference Coleman Foundation Breakfast</b>	<b>Arizona Foyer</b>
<b>8:30-9:45</b>	<p><b>All Conference Coleman White Paper Plenary Session</b></p> <p><i>Opening Remarks:</i> Dianne H.B. Welsh, USASBE President, The University of Tampa and Joseph R. Bell, SBI President, University of Arkansas at Little Rock</p> <p><i>Introduction of Speaker:</i> Michael Hennessy, President and CEO, The Coleman Foundation</p> <p><i>Keynote Speaker:</i> <b>Jerome Katz</b>, Coleman Foundation Chair in Entrepreneurship, John Cook School of Business, Saint Louis University</p> <p style="text-align: center;"><i>. . . And Another Thing</i></p> <p><i>Conference Award Presentations:</i>  The Coleman Foundation Best Empirical Paper Award, Rebecca J. White, 2006 Competitive Papers Chair, Northern Kentucky University  The Coleman Foundation Best Practitioner Paper Award, Rebecca J. White, 2006 Competitive Papers Chair, Northern Kentucky University</p>	<b>Arizona Ballroom Salons 6-12</b>

	<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>	
<b>9:45-10:15</b>	<b>All Conference Break</b>	<b>Arizona Foyer</b>	
<b>10:15-11:30</b>	<p><b>USASBE Corporate Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Vaijayanti Pandit, Indian Merchants Chamber</p> <p><i>Problem Solving and the Entrepreneurial Theory of the Firm</i> Chihmao Hsieh, Washington University in St. Louis Jack A. Nickerson, Washington University in St. Louis Todd R. Zenger, Washington University in St. Louis</p> <p><i>The Birth of New Enterprises: Public or Private by Genetics or by Design?</i> Roxanne Zolin, Naval Postgraduate School Ira Lewis, Naval Postgraduate School</p>	<b>Arizona Salon 1</b>	
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurial Support Organizations and SBI Management and Marketing Joint Paper Session</b></p> <p><b>Facilitator:</b> Todd D. Mick, Missouri Western State University</p> <p><i>Fostering Entrepreneurship Through Incubators: Challenges in Management</i> Semra F. Ascigil, Middle East Technical University</p> <p><i>Models for University Technology Transfer: Resolving Conflicts Between Mission and Methods and the Dependency on Geographic Location</i> Anthony Warren, The Pennsylvania State University Ralph Hanke, Bowling Green State University Daniel Trotzer, The Pennsylvania State University</p> <p><i>Business Students' Perceptions of Employment in Small and Medium-Sized Enterprises Versus Multinational Corporations: Investigating the Moderating Effects of Academic Major, Gender, and Personality</i> Michael Harris, East Carolina University W. Lee Grubb, East Carolina University William I. MacKenzie, University of South Carolina</p>	<b>Arizona Salon 2</b>	
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship in the Arts Paper Session</b></p> <p><b>Facilitator:</b> Joseph Roberts, Columbia College</p> <p><i>Entrepreneurship and the Arts: Illusion or Reality?</i> K. Mark Weaver, Rowan University Susan Bowman, Rowan University</p> <p><i>Linking the University with the Community: An Experiential Learning Project to Promote Arts Entrepreneurship</i> Peter Hriso, East Tennessee State University W. Andrew Clark, East Tennessee State University Tara Maxwell, East Tennessee State University Cher Cornett, East Tennessee State University</p> <p><i>A Conceptual Research Domain of Entrepreneurship in the Arts</i> Robert Moussetis, North Central College Gary Ernst, North Central College</p>	<b>Arizona Salon 3</b>	

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Individual Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Michael Meeks, San Francisco State University</p> <p><i>You Schmooze, You Lose? Extracting Value from Entrepreneurial Networks and Entrepreneurial Networking</i> Elissa B. Grossman, University of Southern California</p> <p><i>An Exploratory Look at the Role of Realistic Entrepreneurship Previews on Entrepreneurial Biases, Risk Perception and Opportunity Evaluation</i> Peter S. Sherman, University of Evansville Lester Digman, University of Nebraska – Lincoln Terry Sebor, University of Nebraska – Lincoln Jan Hansen, Benedictine College</p> <p><i>An Empirical Analysis of Assistance/Support Programs Based on Nascent Entrepreneurs' Contact with the Programs</i> Juita-Elena (Wie) Yusuf, University of Kentucky</p>	<b>Arizona Salon 4</b>
<b>10:15-11:30</b>	<p><b>USASBE International Entrepreneurship Empirical Studies Paper Session</b></p> <p><b>Facilitator:</b> William Minnis, Eastern Illinois University</p> <p><i>Entrepreneurial Intention among International Students: Testing a Model of Entrepreneurial Intention</i> Wei Li, University of Illinois at Urbana-Champaign</p> <p><i>Attitudes Towards Benefits Among SME Owners in Eastern Europe: A 30-Month Study in Belarus, Poland, &amp; Ukraine</i> Shawn M. Carraher, Cameron University Sarah C. Carraher, Consolidation Enterprises</p> <p><i>An Analysis of Factors Impacting Performance of Small Spanish Manufacturing Firms</i> Howard Van Auken, Iowa State University Antonia Madrid, University of Cartagena, Spain</p>	<b>Arizona Salon 5</b>
<b>10:15-11:30</b>	<p><b>USASBE Minority and Women Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Frances Amatucci, Robert Morris University</p> <p><i>Women-Owned Firms and Growth</i> Susan Coleman, University of Hartford</p> <p><i>Differences in Reported Firm Performance by Gender: Does Industry Matter?</i> Jane Swinney, Oklahoma State University Rodney Runyan, University of South Carolina</p> <p><i>Feminine Collaborative Networks with Stakeholders Influence on Entrepreneurial Growth in Small Businesses</i> Ritch L. Sorenson, Texas Tech University Keith H. Brigham, Texas Tech University Cathleen A. Folker, University of Wisconsin – Parkside</p>	<b>Tucson Salon A</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Small Business Paper Session Sponsored by McGraw-Hill/Irwin</b></p> <p><b>Facilitator:</b> Marko Grünhagen, Southern Illinois University, Edwardsville</p> <p><i>Aligning Entrepreneurial Strategy-Making with the External Task Environment: Do the Group Dynamics of New Venture Management Teams Matter?</i>  William J. Wales, Rensselaer Polytechnic Institute  Michael D. Ensley, Rensselaer Polytechnic Institute  Jon C. Carr, University of Southern Mississippi</p> <p><i>Entrepreneurial Orientation, Learning Orientation and Information Technology Competency – Relationship to SME Performance</i>  James Wolff, Wichita State University  Timothy Pett, Wichita State University</p> <p><i>Strategic Planning in Smaller Enterprises – Does It Really Make Sense?</i>  Sascha Kraus, University of Klagenfurt, Austria  György Málovics, University of Szeged, Hungary  Éva Málovics, University of Szeged, Hungary</p> <p><i>A Model for Firm Growth in the Entrepreneurial Context</i>  Marc Meyer, Northeastern University  John Friar, Northeastern University  Kimberly Eddleston, Northeastern University</p>	<b>Tucson Salon B</b>
<b>10:15-11:30</b>	<p><b>SBI Teaching Cases Session</b></p> <p><b>Facilitator:</b> Richard Donnelly, The George Washington University</p> <p><i>Bongo Bob</i>  Jeffrey R. Cornwall, Belmont University</p> <p><i>TAG</i>  Jeffrey R. Cornwall, Belmont University</p>	<b>Tucson Salon G</b>
<b>10:15-11:30</b>	<p><b>SBI Workshop Session &lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Stephanie Huneycutt Bardwell, Christopher Newport University</p> <p><i>The Most Significant Legal and Ethical Issues Facing Small Business and Entrepreneurs in 2006 &amp; Proposed Solutions</i>  Stephanie Huneycutt Bardwell, Christopher Newport University</p> <p>This workshop provides an intelligent, interactive review of the top legal and ethical issues facing small businesses and entrepreneurs in 2006. Emphasis is on how to recognize costly, dangerous, unethical, and illegal business practices. The session concludes with hands-on development of low cost/no cost solutions to correct these issues.</p>	<b>Tucson Salon H</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Experiential Learning Paper Session</b></p> <p><b>Facilitator:</b> Gordon E. Haym, Lyndon State College</p> <p><i>Using Film to Experientially Amplify Entrepreneurial Competencies</i> Minet Schindehutte, Syracuse University Susan Coombes, Syracuse University</p> <p><i>Growing an Undergraduate Entrepreneurship Internship Program: Some Lessons Learned</i> Robert J. Lahm, Jr., Middle Tennessee State University</p> <p><i>Do Entrepreneurially-Inclined Students Learn More from Simulations?</i> Eugene Fregetto, University of Illinois at Chicago</p> <p><i>Minding Our Business: A Model of Service-Learning in Entrepreneurship Education</i> Sigfredo A. Hernandez, Rider University Cynthia M. Newman, Rider University</p>	<b>Tucson Salons C&amp;D</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b></p> <p><b>Facilitator:</b> Lynn Jahn, The University of Iowa</p> <p><i>The Student Incubator Educational Program and Economic Development Vehicle</i> Lynn Jahn, The University of Iowa Michael Smith, The University of Iowa Brad Phillips, The University of Iowa</p> <p>Participants will receive an in-depth overview of a new student incubator program serving as a model for academic institutions interested in expanding experiential learning opportunities. Combining office space, equipment, and resources found in traditional incubators with intense one-on-one mentoring, business plan development, and support in an academic environment, the program is a natural extension of a cross-campus academic program offering certificates in entrepreneurship to all undergraduate students as well as specialized programs for graduate students.</p>	<b>Tucson Salons I&amp;J</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop</b></p> <p><b>Facilitator:</b> Gerry Scheffellaier, Middle Tennessee State University</p> <p><i>Entrepreneurship: Creating an Authentic Business Simulation</i> Gerry Scheffellaier, Middle Tennessee State University Janice Dee Cole, Middle Tennessee State University</p> <p>This workshop addresses a holistic business simulation produced as an instructional aid for business and entrepreneurial instructors which allows instructors to be more of a guide than a formal lecturer. The simulation provides Crisis, Emergencies, Problems, and Situations (CEPS) found in the course of a business day. Students select a business, develop the business infrastructure, and randomly select and solve CEPS. Direct assessment was completed using AACSB Standard 15 guidelines.</p>	<b>San Xavier</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE Competition Session: Outstanding Specialty Entrepreneurship Program</b></p> <p><b>Facilitator:</b> Robin Anderson, University of Portland</p> <p><i>South Side Entrepreneurial Connect Project</i> Michael Morris, Syracuse University</p> <p><i>Women's Entrepreneurial Leadership</i> Erik Winslow, Susan Duffy, and Kathy Korman Frey, The George Washington University</p>	<b>San Ignacio</b>
<b>10:15-11:30</b>	<p><b>NACCE Workshop Session</b></p> <p><b>Facilitator:</b> Jonathan Deutsch, Kingsborough Community College, City University of New York</p> <p><i>Creating a Virtual Economy for Entrepreneurship</i> Anthony Borgese, Kingsborough Community College, City University of New York Jonathan Deutsch, Kingsborough Community College, City University of New York Stuart Schulman, Kingsborough Community College, City University of New York</p> <p>Virtual Enterprise is a student-centered, technology-driven entrepreneurship simulation where interdisciplinary learning communities of students develop virtual products and services and trade them in a global network of over 5,000 firms in 40 countries, supported by a real world private-sector mentor firm. The effect of this innovative education practice is to immerse students in a realistic but safe entrepreneurial environment where decisions must be made, tasks completed, and commitments honored. The MarketMaker, a web-based financial center developed by the Institute for Virtual Enterprise (IVE), allows students to have a realistic pre-venture experience in a global virtual economy. Session attendees will see the financial technology first-hand.</p>	<b>San Pedro 1&amp;2</b>
<b>10:15-11:30</b>	<p><b>Coleman Workshop Session</b></p> <p><b>Facilitator:</b> Cindy Iannarelli, Bernelli University</p> <p><i>Developing Entrepreneurial Thinking</i> John Hughes, The Coleman/Hughes Foundation Cindy Iannarelli, Bernelli University R. Wilburn Clouse, Vanderbilt University Joseph Aniello, Francis Marion University</p> <p>This interactive session explores creativity, innovation, and entrepreneurial thought. The panel will provide an overview and discuss activities and models that stimulate entrepreneurial thinking including the use of a baseball analogy to examine lifelong entrepreneurial activities and goals; <i>Entrepreneurs in Action!</i> that teaches students to make the connection between education and daily life through entrepreneurial related cases; and The Bernelli Method which was first tested with children and uses a 5 + 5 + 5 model to encourage entrepreneurial thinking through implementing a series of 5 skills, stages, and steps.</p>	<b>San Luis 1&amp;2</b>

	<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>	
<b>11:45-1:30</b>	<p><b>All Conference Presidential Luncheon</b></p> <p><i>Opening Remarks:</i> Howard Van Auken, USASBE President-Elect, Iowa State University and Shawn M. Carraher, SBI President-Elect, Cameron University</p> <p><i>Introduction of Speaker:</i> Leslie A. Toombs, USASBE/SBI 2006 Proceedings Editor, The University of Texas of the Permian Basin</p> <p><i>Keynote Speaker:</i> <b>Jim Wimberly</b>, Executive Vice President of Aircraft Operations, Southwest Airlines and USASBE/SBI Corporate Entrepreneur of the Year for 2001</p> <p><b><i>Entrepreneurial Survivor—Secrets of Maintaining 31 Continuous Years of Profitability in the American Airline Industry</i></b></p> <p><i>Conference Award Presentations:</i>  USASBE Fellow Award, Frank Hoy, The University of Texas at El Paso  SBI Fellow Award, Matthew C. Sonfield, Hofstra University  SBA/Advocacy Best Student Paper Award, Mike Hull, United States Small Business Administration  Woman Entrepreneur of the Year Award, Ethné Swartz, Fairleigh Dickinson University</p>	<b>Arizona Ballroom Salons 6-12</b>	
<b>1:45-3:00</b>	<p><b>USASBE Family Business Paper Session</b></p> <p><b>Facilitator:</b> David Hayes, University of Notre Dame</p> <p><i>High-Performance Human Resource Practices in Australian Family Businesses: Preliminary Evidence from the Wine Industry</i>  Roland E. Kidwell, University of Wyoming  Alan J. Fish, Charles Sturt University</p> <p><i>Explaining Competitive Advantage in Family Firms: The Effectuation Paradox</i>  James C. Hayton, Bocconi University – IOSI</p> <p><i>How Did Households Owning Small Businesses Fare During the Largest Ever Peacetime Expansion in the U.S. Economy?</i>  George W. Haynes, Montana State University  Charles Ou, United States Small Business Administration, Office of Advocacy</p>	<b>Arizona Salon 1</b>	
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurial Support Organizations Special Workshop Session</b></p> <p><b>Facilitator:</b> Jan Twombly, The Rhythm of Business</p> <p><i>Roundtable Discussions on Key Issues for Leaders of Entrepreneurial Support Organizations</i>  Jan Twombly, The Rhythm of Business  Jeff Shuman, Bentley College</p> <p>This workshop offers entrepreneurship center directors, community based ESO leaders, Small Business Development Center consultants, and professors with an interest in growing an entrepreneurial culture in their community a chance to discuss current issues in service delivery to entrepreneurs. Most importantly, it also provides opportunities to engage with and learn from peers.</p>	<b>Arizona Salon 2</b>	

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>SBI Symposium Session</b></p> <p><b>Facilitator:</b> Robert J. Lahm, Jr., Middle Tennessee State University</p> <p><i>A New, Digitally Enabled, Small Business Frontier: Panel Discussion</i>            Robert J. Lahm, Jr., Middle Tennessee State University            Raj S. Selladurai, Indiana University Northwest</p> <p>A small business revolution is in the making. A convergence of technological innovations is setting the stage for a virtual and literal revolution. The Internet has flattened the playing field, enabling any small business to compete by creating an online “presence,” thereby reaching a world-wide audience. On the horizon is an era of mass customization and personalized service enabled by increasingly sophisticated database driven back-ends, voice recognition systems, virtual assistants, and other “human-like” intelligent systems that are under development.</p>	<b>Arizona Salon 3</b>
<b>1:45-3:00</b>	<p><b>USASBE Individual Entrepreneurship Workshop Session</b></p> <p><b>Facilitator:</b> Debbi Brock, Berea College</p> <p><i>Educators’ Forum on Social Entrepreneurship: Where Are We At? Models for Strengthening Communities through Social Capital</i>            Debbi Brock, Berea College            Minet Schindehutte, Syracuse University</p> <p>This workshop will share recent developments with faculty members who are interested in implementing social entrepreneurship as a course in the curriculum or launching a dedicated program. The presenters will discuss two social entrepreneurship programs, one seeking to help stabilize and diversify Appalachia’s economy through entrepreneurship, and the other working with previously disadvantaged entrepreneurs in South Africa. Three different models will be discussed to highlight activities of individuals, organizations, and foundations that share a common dream of sustainable development and positive contributions to their respective communities.</p>	<b>Arizona Salon 4</b>
<b>1:45-3:00</b>	<p><b>USASBE International Entrepreneurship Symposium Session</b></p> <p><b>Facilitator:</b> Harry Domicone, California Lutheran University</p> <p><i>The Changing Entrepreneurial Landscape in a Global Context: Improving Efficacy of Entrepreneurship Education through Better Understanding of Divergent Pedagogical Practices and Learning Styles of Students in Asia, Western Europe, and the United States</i>            Gerhard Apfelthaler, FH - Joanneum University of Applied Sciences, Austria            Harry A. Domicone, California Lutheran University            Roger L. Oldenkamp, University of Montana            Allison M. Headrick, The Institute for Strategic Forecasting            Lance Edwards, University of Montana</p> <p>The phenomenon of entrepreneurship education is primarily rooted in the academic and vocational environments within the United States, but interest in entrepreneurship training is growing in other countries and regions. These include the educational environments of Western Europe and Asia (particularly in China). Concerns have been raised that the educational approaches that are effective in the United States may not be easily generalized to other contexts. The session provides an overview of a multivariate study of multiple educational practices found in Western Europe, the United States, and certain Asian countries. The findings suggest the existence of identifiable similarities and differences and that these similarities and differences may be culturally rooted.</p>	<b>Arizona Salon 5</b>

	<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>	
<b>1:45-3:00</b>	<p><b>USASBE Minority and Women Entrepreneurship Symposium Session</b></p> <p><b>Facilitator:</b> Frances Amatucci, Robert Morris University</p> <p><i>Minority Entrepreneurship: Contemporary Challenges and Advances</i>            Frances Amatucci, Robert Morris University            Daryl Williams, Ewing Marion Kauffman Foundation            Robert Fairlie, University of California            Mary Gruensfelder-Cox, Microbusiness Advancement Center of Southern Arizona            Fred Orozco, Tucson Hispanic Chamber of Commerce</p> <p>According to the recent U.S. Census report, the numbers of minority- and women-owned businesses and sales receipts volumes have increased greater than the national average from 1997 to 2002. Minority entrepreneurship is viewed as a key national economic driver which will continue into the future. The purpose of this symposium is to bring together academics, public policy makes, practitioners, and other advocates of minority entrepreneurship to discuss the key advances and challenges encountered by minority groups seeking to realize the American dream through the entrepreneurial process.</p>	<b>Tucson Salon A</b>	
<b>1:45-3:00</b>	<p><b>USASBE/SBI Special Symposium Session</b></p> <p><b>Facilitator:</b> Brenda E. Joyner, Loyola University New Orleans</p> <p><i>Rebuilding the City of New Orleans: The Role of Small Business and Entrepreneurship</i>            Brenda E. Joyner, Loyola University New Orleans            Lina Alfieri Stern, Tulane University            Louis C. Mancuso, Xavier University</p> <p>In the aftermath of Hurricane Katrina, the success of the massive effort to rebuild the city of New Orleans will depend in large part on the health of the new and small businesses that will form the economic structure of the rebuilt city. A panel of representatives from the major universities in the city will discuss efforts that are currently under way to support those businesses in this time of crisis. Opportunities for groups and organizations from other parts of the country to participate in the rebuilding effort will be identified.</p>	<b>Tucson Salon B</b>	
<b>1:45-3:00</b>	<p><b>SBI Management and Marketing Paper Session</b></p> <p><b>Facilitator:</b> Damon A. Revelas, Newbury College</p> <p><i>Customer Relationship Management in the Small Business Service Sector: Developing a Process to Enhance the Customer Experience</i>            Peggy E. Chaudhry, Villanova University</p> <p><i>Examining Personal Contact Network Success of the Marketing Entrepreneur</i>            Dianne M. Martin, University of Portland</p> <p><i>Cameron University Leaders and Entrepreneurs (C.U.L.E.) Camp Makes Leadership and Entrepreneurship Education Cool</i>            Suzanne Clinton, Cameron University            Sylvia Burgess, Cameron University</p>	<b>Tucson Salon G</b>	

	<b>Friday, January 13, 2006</b>	
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>SBI Symposium Session &lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Susannah Howe, Smith College</p> <p><i>Encouraging Entrepreneurship at Primarily Undergraduate Institutions</i>            Susannah Howe, Smith College            John Farris, Grand Valley State University            Clifton Kussmaul, Muhlenberg College            Paul Lane, Grand Valley State University            Michael Lehman, Juniata College            Lauren Way, Hampshire College</p> <p>What could entrepreneurship education be at primarily undergraduate institutions (PUIs)? Seven colleges and universities that focus on undergraduate students are collaborating under an NCIIA grant to examine curricular models, resources, and staffing issues, focusing on functional, temporal, and developmental models. In this symposium, panelists and other attendees will share the work that has been done, identify additional common issues and concerns, strengthen the sense of community among PUIs, and initiate ideas and discussions for future collaborations.</p>	<b>Tucson Salon H</b>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Innovative Pedagogy Paper Session</b></p> <p><b>Facilitator:</b> Gerry Scheffelmaier, Middle Tennessee State University</p> <p><i>An Entrepreneurial Approach to Entrepreneurship Education: Active Teaching</i>            Gordon E. Haym, Lyndon State College</p> <p><i>Teaching Entrepreneurship, Innovation, and Creativity Using Student Self-Selected Change Management Projects</i>            James D. Bell, Texas State University – San Marcos</p> <p><i>Teaching Social Entrepreneurship Internationally: (An Initial Field Report)</i>            John O'del, Rhode Island College</p> <p><i>Understanding the Skills Needed for Careers in Private Equity Investing: Implications for Curriculum Development</i>            William Andrews, Stetson University</p>	<b>Tucson Salons C&amp;D</b>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Symposium Presentation</b></p> <p><b>Facilitator:</b> Shawn M. Carraher, Cameron University</p> <p><i>Dream Deans: What Deans Can Do (and Not Do) to Help Entrepreneurship Education and Research</i>            Shawn M. Carraher, Cameron University            Sylvia Burgess, Cameron University            K. Mark Weaver, Rowan University            Edward Schoen, Rowan University            McRae C. Banks, Worcester Polytechnic Institute            Dianne H.B. Welsh, The University of Tampa            Joseph E. McCann III, The University of Tampa</p> <p>The panel consists of the heads of three entrepreneurship programs and four AACSB-active deans who are known for their stellar support of entrepreneurship programs at their schools. The panelists will discuss ways that deans can support and hinder the development of entrepreneurship programs.</p>	<b>Tucson Salons I&amp;J</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b></p> <p><b>Facilitator:</b> Jayne H. Huston, Seton Hill University</p> <p><i>Entrepreneurial Skills Development: Connecting Higher Education and the Workplace</i>            Jayne H. Huston, Seton Hill University            Rebecca R. Campbell, Seton Hill University            Doina Vlad, Seton Hill University</p> <p>Colleges and universities play a significant role in preparing an “entrepreneurially-minded” 21st century workforce. This workshop will present a Small Business Internship Training Model that connects students in a liberal arts university and entrepreneurs. A teaching component based on the National Content Standards for Entrepreneurship Education helps to develop entrepreneurial skills in students through reflective activities, experiential learning, and the maximization of involvement by small business mentors and role models who embody these entrepreneurial characteristics.</p>	<b>San Xavier</b>
<b>1:45-3:00</b>	<p><b>USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE Competition Session: National Model M.B.A. Entrepreneurship Program</b></p> <p><b>Facilitator:</b> Sherry Hoskinson, University of Arizona</p> <p><i>Entrepreneurial Studies</i>            Clay Hammer and Ted Zoller, University of North Carolina at Chapel Hill</p>	<b>San Ignacio</b>
<b>1:45-3:00</b>	<p><b>NACCE Symposium Session</b></p> <p><b>Facilitator:</b> Carlene Cassidy, Anne Arrundel Community College</p> <p><i>Growing a Philanthropic Revenue Stream: Getting the Money you Need/CRD</i>            Carlene Cassidy, Anne Arundel Community College</p> <p>This session highlights the steps one community college took to successfully get “the million dollar donation” from a local entrepreneur. In addition, possible revenue streams to support your entrepreneurial endeavors will be identified.</p>	<b>San Pedro 1&amp;2</b>
<b>1:45-3:00</b>	<p><b>Coleman Symposium Session</b></p> <p><b>Facilitator:</b> John Hughes, The Coleman/Hughes Foundation</p> <p><i>Changing Traditions: New Approaches to Graduate Education</i>            Jeff Sandefer, The Acton MBA            Cindy Iannarelli, Bernelli University            John Hughes, The Coleman/Hughes Foundation</p> <p>Session presenters will focus on the need for different approaches to traditional programs and providing an opportunity for participants to share creative approaches. In addition, the presenters will describe the unique aspects of the Acton MBA and the Bernelli University program.</p>	<b>San Luis 1&amp;2</b>
<b>3:00-3:30</b>	<b>All Conference Break</b>	<b>Arizona Foyer</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Technology Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Kelvin Willoughby, The University of Minnesota</p> <p><i>Failure of High Technology Firms: A Study from Near-Death Experiences</i> Andres C. Salazar, University of New Mexico</p> <p><i>Online Piracy and the Emergence of New Business Models</i> David Y. Choi, Loyola Marymount University Arturo Perez, Growthink</p> <p><i>Upstairs, Downstairs: Capital-skill Accumulation and the Origins of Early Stage Growth</i> Miguel Angel Campo-Rembado, New York University Arun Sundararajan, New York University</p>	<b>Arizona Salon 1</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurial Support Organizations Workshop Session</b> <b>&lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Tom Bryant, Nicholls State University</p> <p><i>Entrepreneurship Programs: The Politics of Community Action</i> Frank Hoy, The University of Texas at El Paso Robin Renstra-Bryant, Rutherford Downtown Partnership Tom Bryant, Nicholls State University</p> <p>Ongoing action research has established a large base of case studies, with observations about what works – and troubling notes about failures. “What do we do first?” can now be answered more definitively. Presenters will summarize the interactions between community economic development/entrepreneurship activities and their political environments, focus on the street-level politics that shape multi-faceted grassroots programs, and link observations about entrepreneurship community action projects to longer term themes in the political economy literature.</p>	<b>Arizona Salon 2</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship in the Arts Workshops Session</b></p> <p><b>Facilitator:</b> J. Hanns Pichler, Vienna University of Economics</p> <p><i>The Role of Music in the Entrepreneurship Education Classroom (3:30-4:05)</i> Glenda Goodin, Middle Tennessee State University Terry Goodin, Western Kentucky University Jennifer Vannatta-Hall, University of Illinois</p> <p>This workshop will expose entrepreneurship educators to teaching methods that include a wide array of creativity inducers, including the use of music in the classroom. The activities stress the importance of creativity in university entrepreneurship courses. The teaching methods introduced will show how professors can encourage students to be more creative in their thinking, and thus more entrepreneurial, by including music-related creativity inducers in the curriculum. The result is a classroom that is welcoming and enjoyable, as well as informative.</p> <p><i>Self-Employment in the Arts Regional Conference (4:10-4:45)</i> Joseph Roberts, Columbia College Gary Ernst, North Central College</p> <p>Presenters will discuss the idea of the Self-Employment in the Arts Conference. This will include how it was started, what it has become, how successful it is, and the possibility of regional SEA conferences.</p>	<b>Arizona Salon 3</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Individual Entrepreneurship Symposium Session</b>  <b>&lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Rod Shrader, University of Illinois at Chicago</p> <p><i>Advances in Opportunity Recognition Research</i>  Rod Shrader, University of Illinois at Chicago  Gerald E. Hills, University of Illinois at Chicago  G. Thomas Lumpkin, University of Illinois at Chicago  Robert Schwartz, Eastern Washington University</p> <p>The objective of this symposium is to examine opportunity recognition (OpR) in a comprehensive fashion, building upon several diverse perspectives of the process. The topics that will be discussed include: (1) the history of OpR research and lessons learned from early studies as well as more recent studies; (2) the debate over whether or not an opportunity exists as an objective phenomenon apart from the entrepreneur; (3) the impact of industry differences on OpR; and (4) the importance of creativity to the OpR process. Activities include brief introductions of each topic by the panel, followed by discussion/debate among panel members and the audience.</p>	<b>Arizona Salon 4</b>
<b>3:30-4:45</b>	<p><b>USASBE International Entrepreneurship Symposium Session</b></p> <p><b>Facilitator:</b> Howard Van Auken, Iowa State University</p> <p><i>Integrating International Activities into Entrepreneurship Programs</i>  Howard Van Auken, Iowa State University  Shawn M. Carraher, Cameron University  Lui Hebron, Eastern Washington University  Chad Gasta, Iowa State University  Lee L'Hote, Iowa State University</p> <p>This panel will examine multiple perspectives on integrating entrepreneurship into an entrepreneurship program. A broad range of international activities will be covered, including institutional support (internal and external) and constraints, role of international activities in an entrepreneurship program, and examples of possible international activities. Teaching and research scholarship will be integrated throughout the presentation from the perspective of each panel presenter. Attendees will be encouraged to participate by sharing their experiences.</p>	<b>Arizona Salon 5</b>
<b>3:30-4:45</b>	<p><b>USASBE Minority and Women Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Jonathan Deutsch, Kingsborough Community College, City University of New York</p> <p><i>America's Largest Black-Owned Companies: A Thirty-Year Longitudinal Analysis</i>  Matthew C. Sonfield, Hofstra University</p> <p><i>A Decade of Growth and Continuing Disparity in Minority Business Ownership and Total Business Receipts, 1992-2002</i>  Thaddeus H. Spratlen, University of Washington</p> <p><i>Changing Landscapes in Native American Entrepreneurship</i>  Peter H. Hackbert, Sierra Nevada College</p>	<b>Tucson Salon A</b>

	<b>Friday, January 13, 2006</b>	
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Small Business Paper Session Sponsored by McGraw-Hill/Irwin</b></p> <p><b>Facilitator:</b> LoAnn Ayers, Washington State University Tri-Cities</p> <p><i>The Relationship Between Small Business Strategy and Performance: Is a Small Business Orientation More Important Than an Entrepreneurial Orientation?</i> Rodney C. Runyan, University of South Carolina Cornelia Droge, Michigan State University Jane Swinney, Oklahoma State University</p> <p><i>Adapting to a Rural Setting: Management Strategies Employed by Small Business Owners</i> Jeffrey F. Shields, University of Southern Maine</p> <p><i>The Impact of Organizational Vision, Creative Culture and Collaborative Relationships in High Growth Firms</i> Adam Marquardt, University of Oregon Charles H. Lundquist, University of Oregon</p>	<b>Tucson Salon B</b>
<b>3:30-4:45</b>	<p><b>SBI Management and Marketing Paper Session</b></p> <p><b>Facilitator:</b> George Puia, Saginaw Valley State University</p> <p><i>Stakeholder Theory and the Entrepreneurial Firm</i> Ronald K. Mitchell, Texas Tech University Boyd Cohen, University of Victoria</p> <p><i>The Development and Statistical Testing of a Nascent Organization Structure Sequence Model</i> Robert A. Fiore, Springfield College Robert N. Lussier, Springfield College</p> <p><i>Defeat Goliath Through Branding</i> Jason Lovelace, CareerBuilder.com Brian Biehl, CareerBuilder.com Michael Erwin, CareerBuilder.com</p>	<b>Tucson Salon G</b>
<b>3:30-4:45</b>	<p><b>SBI Workshop Session</b></p> <p><b>Facilitator:</b> Steven J. Maranville, University of Houston – Downtown</p> <p><i>The Changing Entrepreneurial Landscape: A Case Critique Colloquium</i> Steven J. Maranville, University of Houston – Downtown Frederick D. Greene, Manhattan College Thomas Liesz, University of Idaho Carolyn E. Predmore, Manhattan College Kirk C. Heriot, Mercer University Leslie A. Toombs, The University of Texas of the Permian Basin</p> <p>The case method has a visible presence in most, if not all, business schools. Many business professors find the case method to be an effective means for facilitating active learning. Moreover, accrediting bodies of business programs now recognize case research as a legitimate form of research. Therefore, business professors are bridging the divide between teaching and research through the case method. This workshop encourages this merger by introducing participants to the process of case research and writing. Two small-business teaching cases, one in an early stage of development and another in an advanced stage of development, will be critiqued in an open forum by a panel of experienced case researchers.</p>	<b>Tucson Salon H</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship Education Innovative Curriculum Paper Session</b></p> <p><b>Facilitator:</b> J. Patrick McLaughlin, Northwest Missouri State University</p> <p><i>Academic Benefits, Practical Issues: Assessment of an Integrated Entrepreneurship Program</i> R. Barth Strempek, Elon University</p> <p><i>Weaving Entrepreneurial Exercises into the Introductory Business Course to Reinforce Learning Outcomes</i> Michael D. Mattei, Bellarmine University Carolyn Hall, Bellarmine University</p> <p><i>Program and Student Performance Assessment in Team-Based Project Courses with Focus on Technical Entrepreneurship and Product Development</i> Lisa Getzler-Linn, Lehigh University John P. Ochs, Lehigh University Todd A. Watkins, Lehigh University</p>	<b>Tucson Salons C&amp;D</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship Education Symposium Session</b></p> <p><b>Facilitator:</b> Anthony Mendes, University of Illinois at Urbana-Champaign</p> <p><i>How Academics Really View Entrepreneurship and Entrepreneurial Behavior: A Study of 2,000 Faculty, 10,000 Graduate Students, and 100 Academic Administrators at The University of Illinois at Urbana Champaign</i> Anthony Mendes, University of Illinois at Urbana-Champaign Leigh Estabrook, University of Illinois at Urbana-Champaign Paul Magelli, University of Illinois at Urbana-Champaign Kathleen Conlin, University of Illinois at Urbana-Champaign</p> <p>This symposium session will highlight the primary findings and implications of four major research studies for other colleges and universities conducted by external consultants (with academic and entrepreneurial backgrounds) during the 2004-2005 academic year. The studies, which reflect the perspectives of a broad-cross section of university faculty, graduate students, administrators, and other stakeholders, were commissioned by the Academy for Entrepreneurial Leadership and funded by the Kauffman Foundation and other sources.</p>	<b>Tucson Salons I&amp;J</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b> <b>&lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Jeffrey Stamp, University of North Dakota</p> <p><i>Can Serendipity Be Scripted? Supporting Cognitive Methods to Increase Student Creative Output</i> Jeffrey Stamp, University of North Dakota</p> <p>Creativity lies at the heart of entrepreneurship. This workshop will explore creativity not as a random brainstorming activity, but from a more cognitive systematic perspective. Building on breakthrough work pioneered at the Eureka! Ranch by the author, we will examine the stimulus-response model of producing breakthrough ideas, visit variables that evaluate entrepreneurial concepts for consumer success, and examine a variety of experiential scripting approaches to making creativity happen in the classroom setting. This workshop is hands-on and participative where ideas will be created 'live' with attention to the concept of "measurable quality" of one's creative ideas.</p>	<b>San Xavier</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE Competition Session: Innovative Pedagogy for Entrepreneurship Education</b></p> <p><b>Facilitator:</b> Sherry Hoskinson, University of Arizona</p> <p><i>Technology Entrepreneurship</i> Michael W. Fountain and William G. Marshall, Jr., University of South Florida</p>	<b>San Ignacio</b>
<b>3:30-4:45</b>	<p><b>NACCE Workshop Session</b></p> <p><b>Facilitator:</b> Donna Duffey, Johnson County Community College</p> <p><i>Expanding Internal Linkages of Entrepreneurship Education at Your Institution</i> Donna Duffey, Johnson County Community College</p> <p>Johnson County Community College is fulfilling a new initiative to create program-specific entrepreneurship certificates by linking them to specific career programs. Nine new certificates have been approved by the Kansas Board of Regents. Other community colleges may find it very useful to replicate this approach.</p>	<b>San Pedro 1&amp;2</b>
<b>3:30-4:45</b>	<p><b>Coleman Workshop Session</b></p> <p><b>Facilitator:</b> Harold Welsch, DePaul University</p> <p><i>How To Create University-Based Angel Networks</i> Raman Chadha, DePaul University Tim Keane, Marquette University Theresa Sedlack, University of Notre Dame</p> <p>The purpose of this workshop is to leave the participants with a better understanding of how to build and cultivate angel networks, and how they can add value to a university's entrepreneurship program and/or center.</p>	<b>San Luis 1&amp;2</b>
<b>5:00-5:30</b>	<p><b>USASBE Division Update Meetings #1</b></p> <p>Corporate Entrepreneurship Entrepreneurial Support Organizations Entrepreneurship Education Entrepreneurship in the Arts Family Business Individual Entrepreneurship International Entrepreneurship Minority and Women Entrepreneurship Small Business Technology Entrepreneurship</p>	<b>Arizona 1 Arizona 2 Tucson C&amp;D Arizona 3 Arizona 4 Arizona 5 Tucson A Tucson B Tucson I&amp;J Tucson G</b>
<b>5:30-6:00</b>	<p><b>USASBE Division Update Meetings #2</b></p> <p>Corporate Entrepreneurship Entrepreneurial Support Organizations Entrepreneurship Education Entrepreneurship in the Arts Family Business Individual Entrepreneurship International Entrepreneurship Minority and Women Entrepreneurship Small Business Technology Entrepreneurship</p>	<b>Arizona 1 Arizona 2 Tucson C&amp;D Arizona 3 Arizona 4 Arizona 5 Tucson A Tucson B Tucson I&amp;J Tucson G</b>

<b>Friday, January 13, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>6:00-6:45</b>	<b>USASBE Past Presidents Meeting</b>	<b>Tucson H</b>
<b>6:30-10:30</b>	<b>Dinner On Own or Tucson Dine Around Option</b> Transportation Sponsored by the Karl Eller Center for the Study of the Private Market Economy, The University of Arizona	
<b>7:00-10:00</b>	<b>USASBE Fellows Dinner</b> ( <i>by invitation only</i> )	

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>7:30-6:00</b>	<b>Conference Registration</b>	<b>Tucson Registration Desk</b>
<b>7:30-6:00</b>	<b>Conference Exhibits</b>	<b>Arizona Foyer</b>
<b>7:30-8:30</b>	<b>JSBM Board of Advisors and Associate Editors Meeting</b> ( <i>by invitation only</i> )	<b>San Ignacio</b>
<b>7:30- 8:30</b>	<b>SBI Fellows and Past Presidents Breakfast</b> ( <i>by invitation only</i> )	<b>Arizona Ballroom Salons 6-12</b>
<b>7:30-8:30</b>	<b>All Conference Breakfast</b>	<b>Arizona Foyer</b>
<b>8:30-9:45</b>	<p><b>All Conference Plenary Session</b></p> <p><i>Opening Remarks:</i> Thaddeus McEwen, USASBE/SBI 2006 Welcome Committee Chair, North Carolina A&amp;T State University</p> <p><i>Introduction of Speaker:</i> Jack D. Ladd, Texas Securities Board Chairman, The University of Texas of the Permian Basin</p> <p><i>Keynote Speaker:</i> <b>Denise Voigt Crawford</b>, Texas Securities Commissioner, Texas Securities Board</p> <p style="text-align: center;"><b><i>The Role of State Securities Regulators with Entrepreneurial Ventures</i></b></p> <p><i>Conference Award Presentations:</i>  <i>JSBM Editor's Choice Award</i>, Howard Van Auken, Iowa State University  <i>John Jack Award</i>, Peter Koveos, Syracuse University</p>	<b>Arizona Ballroom Salons 6-12</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Family Business Paper Session</b></p> <p><b>Facilitator:</b> David Hayes, University of Notre Dame</p> <p><i>Family and Cultural Forces Shaping Entrepreneurship and Private Enterprise Development in China</i> David Pistrui, Illinois Institute of Technology Wilfred Huang, Alfred University Harold P. Welsch, DePaul University Zhao Jing, China University of Geosciences</p> <p><i>Long Life in the Family Firm: An Exploratory Study of Business and Family Success</i> John James Cater, Louisiana State University</p> <p><i>The Relationship Between Boards and Planning in Family Businesses</i> Tim Blumentritt, Kennesaw State University</p> <p><i>The Impact of Managerial Role on Family Business Success: A Longitudinal Perspective</i> Linda S. Niehm, Iowa State University Nancy J. Miller, University of Nebraska – Lincoln</p>	<b>Arizona Salon 1</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurial Support Organizations Workshop</b></p> <p><b>Facilitator:</b> Norris Krueger, TEAMS/TechConnect/INRA</p> <p><i>‘Gazelle’ Social Ventures: Putting the Entrepreneur into Social Entrepreneurship</i> Norris Krueger, TEAMS/TechConnect/INRA G. Thomas Lumpkin, University of Illinois at Chicago Representative, Ashoka Johanna Mair, IESE Representative, Skoll Foundation Jeff Robinson, New York University Representative, Global Social Ventures</p> <p>This unique workshop will help USASBE/SBI members to identify and implement cutting-edge research opportunities in social entrepreneurship. We will use growth-oriented social ventures to illustrate the quantity – and quality – of opportunities to better understand the phenomena that comprise social entrepreneurship and to create a highly-publishable research agenda (whether one is seeking basic or applied research). The panelists comprise both some of the top researchers and the top support organizations in social entrepreneurship.</p>	<b>Arizona Salon 2</b>
<b>10:15-11:30</b>	<p><b>Kauffman Foundation Symposium Session</b></p> <p><b>Facilitator:</b> Robert Strom, Kauffman Foundation</p> <p><i>The Kauffman Dissertation Fellowship Program Research Projects</i> Mina Yoo, University of Washington Krishnamurthy Subramanian, Emory University</p> <p>The Kauffman Foundation, through the Kauffman Dissertation Fellowship Program, supports Ph.D. candidates who are writing dissertations on topics related to entrepreneurship. The 2006 cohort of Kauffman Dissertation Fellows will be announced during this year’s USASBE/SBI Joint Conference. This session will feature presentations of dissertation research from the 2004 and 2005 classes of Kauffman Dissertation Fellows who have either completed or will soon complete their dissertations. The session will provide an excellent opportunity to see the high quality research being done by outstanding Ph.D. candidates entering the field of entrepreneurship.</p>	<b>Arizona Salon 3</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE/SBI Special Workshop Session</b></p> <p><b>Facilitator:</b> Anne York, University of Nebraska at Omaha</p> <p><i>Establishing Baselines for Future Survey-based Research</i> Glenn Phelps, Gallup Organization Paul Reynolds, Florida International University Mark Grey, University of Northern Iowa</p> <p>This workshop compares and contrasts three important surveys currently being conducted to study entrepreneurial attitudes and business formation practices. Presenters will discuss their survey goals, instruments, samples, methods, data collection processes, and findings of three of the most recent surveys reported in the past year.</p>	<b>Arizona Salon 4</b>
<b>10:15-11:30</b>	<p><b>USASBE International Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Dianne H.B. Welsh, The University of Tampa</p> <p><i>Entrepreneurial Opportunities in West Africa</i> Don B. Bradley III, The University of Central Arkansas Tchiko Ngbichi, The University of Central Arkansas</p> <p><i>International Entrepreneurship: The Engine Propelling Kosovo</i> Damon A. Revelas, Newbury College Besim Agusaj, American College of Management and Technology, Croatia</p> <p><i>An Appetite for Detail</i> Örn D. Jónsson, University of Iceland</p> <p><i>A Discursive Assessment of the Impact of a US-Andean Free Trade Agreement on Small and Medium-Sized Enterprises in Colombia</i> Kirk C. Heriot, Mercer University Noel D. Campbell, North Georgia College &amp; State University</p>	<b>Arizona Salon 5</b>
<b>10:15-11:30</b>	<p><b>USASBE Minority and Women Entrepreneurship Special Case Writing Incubator Session</b></p> <p><b>Facilitator:</b> Ethné Swartz, Fairleigh Dickinson University</p> <p><i>Susan's Healthy Gourmet</i> Pradip Shukla, Chapman University</p> <p><i>The Hot Mommas™ Project</i> Kathy Korman Frey, The George Washington University</p> <p><i>Ariel Capital</i> Edward Irons, Clark Atlanta University</p> <p>The purpose of the Minority and Women Entrepreneurship Division Business Case Writing Incubator is to increase the knowledge base of best practices in entrepreneurial development of women- and minority-owned businesses (WMOB) through the development of case studies. The project is in its third year, and allows recipients of past Coleman Foundation/USASBE Case Writing grants an opportunity to present their written cases. This symposium is designed for all aspiring case writers and will be led by an expert in the area of case writing.</p>	<b>Tucson Salon A</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE/SBI Special Panel Session</b></p> <p><b>Facilitator:</b> Geralyn McClure Franklin, The University of Texas of the Permian Basin</p> <p><i>An Entrepreneurial Decision: When and Why Should You Consider Academic Administration?</i></p> <p>Danny R. Arnold, Frostburg State University  McRae C. Banks, Worcester Polytechnic Institute  Geralyn McClure Franklin, The University of Texas of the Permian Basin  Douglas T. Grider, University of Arkansas – Fort Smith</p> <p>This session features a group of experienced business administrators discussing when and why to consider moving from faculty to administration and why having an entrepreneurial orientation may or may not be helpful. The group includes current and former deans, associate/assistant deans, department chairs, center directors, etc.</p>	<b>Tucson Salon B</b>
<b>10:15-11:30</b>	<p><b>SBI Paper Session</b></p> <p><b>Facilitator:</b> Cuthbert L. Scott, Indiana University Northwest</p> <p><i>Small and Medium Enterprises in the Wireless Revolution: Directions and Areas for Future Research</i></p> <p>Katia Passerini, New Jersey Institute of Technology  Karen Patten, New Jersey Institute of Technology</p> <p><i>Expanding SME Access to Capital Through the Community Reinvestment Act (CRA)</i></p> <p>Kimbel Byrd, Rowan University  Linda W. Ross, Rowan University  Angela Mendicino, Commerce Bank of New Jersey</p> <p><i>Strategic Use of the Website for Small Business</i></p> <p>Raj Selladurai, Indiana University Northwest  Cuthbert L. Scott, Indiana University Northwest</p>	<b>Tucson Salon G</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>SBI Workshops Session</b></p> <p><b>Facilitator:</b> Ted Rosen, The George Washington University</p> <p><i>Creating a National Coalition for Rural Entrepreneurship: Vision and Process</i> (10:15-10:50) James J. Zuiches, Washington State University Mary Emery, Iowa State University James Goodwin, Utah State University</p> <p>With a goal of improving community economic development, over 142 organizations from 47 states have joined together to create a regional and national dialogue on policies and practices in support of rural entrepreneurship. This workshop outlines the rationale for the National Coalition for Rural Entrepreneurship and the role of USDA funding. Participants will experience the processes of Appreciative Inquiry/World Cafe used in listening sessions and discuss the next steps to create a national program. Participants and their organizations that provide education, training, outreach, and community capacity building are invited to become members of the National Coalition.</p> <p><i>Gateway to Entrepreneurial Tomorrows: A Model of Regional Cooperation to Foster and Promote Entrepreneurship</i> (10:55-11:30) Enrique Rob Lunski, Gateway to Entrepreneurial Tomorrows, Inc./Marist College</p> <p>Gateway to Entrepreneurial Tomorrows, Inc. (GET) is a free service to foster new entrepreneurship across the Mid-Hudson Valley region in New York State. GET targets its outreach primarily to underserved urban areas where it fills the gap in existing services by starting its work at the basic, early stages in the life cycle of any new business: the germination period where ideas are formed. The program is an active collaboration of two counties and its main urban areas and municipalities, various colleges and universities, economic development agencies, and regional financial institutions.</p>	<b>Tucson Salon H</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b> <i>&lt;Best Workshop Finalist&gt;</i></p> <p><b>Facilitator:</b> Minet Schindehutte, Syracuse University</p> <p><i>Best Practices for Using Film in the Entrepreneurship Classroom</i> Minet Schindehutte, Syracuse University Susan Coombes, Syracuse University</p> <p>This workshop is meant as an introduction to the effective use of film in entrepreneurship classrooms. To more comprehensively teach entrepreneurial competencies, we propose that inclusion of short video clips increases potential for students to understand entrepreneurial concepts. Specific instructional techniques will be enacted, allowing instructors to experientially visualize this supplemental pedagogy. Discussion of a centralized film clip depository, and its benefits, will be included. Additionally, this session will encourage participants, through a national competition resulting in the presentation of their concepts of film clip/lesson plans during the session—culminating in an award for the most innovative user of film.</p>	<b>Tucson Salons C&amp;D</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b></p> <p><b>Facilitator:</b> Gerald E. Hills, University of Illinois at Chicago</p> <p><i>Entrepreneurs' Organization/Club: A Panel Discussion of Extracurricular Best Practices</i>            Gerald E. Hills, University of Illinois at Chicago            Debbi Brock, Berea College            Judi Eyles, Iowa State University            Frank Hoy, The University of Texas at El Paso            Troy Bird, Bryant University</p> <p>This panel discussion will provide attendees with “best practices” for starting, growing, and sustaining a college student entrepreneurship club. When students take “ownership” of their club activities, this increases the learning and impact of the extracurricular experience. Several major issues will be discussed, including developing a club business plan, selling and marketing to recruit members, programming to best engage different market segments, and structuring the club to support a smooth and successful transition to the new academic year. Participation in annual national and/or regional conferences is a means to increase motivation and related learning.</p>	<b>Tucson Salons I&amp;J</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop Session</b>  <b>&lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Robert M. Peterson, University of Portland</p> <p><i>Sales: the Key to Entrepreneurial Success – Curriculum, Tools and Tales from the Crypt</i>            Robert M. Peterson, University of Portland            Waverly Deutsch, University of Chicago</p> <p>An old adage says nothing happens until something gets sold. While most entrepreneurship programs are excellent at teaching business plan writing, fund raising, recruiting, intellectual property, and launching a business on a shoestring budget, ultimately sales will determine success or failure. A survey of 10 top business schools finds that only one of them listed a class on entrepreneurial sales, and three offered no classes on sales at all. While learning how to deliver an effective elevator pitch is definitely selling, this is only the tip of the iceberg that our students should command. This workshop session will present valuable information that all entrepreneurship instructors should know—the Art of Entrepreneurial Sales.</p>	<b>San Xavier</b>
<b>10:15-11:30</b>	<p><b>NACCE Symposium Session</b></p> <p><b>Facilitator:</b> Tom Goodrow, Springfield Technical Community College</p> <p><i>Increasing Entrepreneurship Awareness and Education at Community Colleges #1</i>            Melody Kamerer, Butler County Community College            Lisa Derby Oden, Mount Wachusett Community College            Robert Snyder, Montgomery Community College            Alfred B. Konuwa, Butte Community College</p> <p>Each of the community colleges participating in this session received a grant from The Coleman Foundation between 2004 and 2005. This session will update attendees on what each community college was able to do with the funding in order to increase entrepreneurship awareness and education. In addition, this session will provide an opportunity for dialogue among the presenters and audience on issues related to implementation, administration, and community involvement.</p>	<b>San Pedro 1&amp;2</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>Coleman Symposium Session</b></p> <p><b>Facilitator:</b> Gary Ernst, North Central College</p> <p><i>Developing Entrepreneurship Programs at Small Schools</i>  Gary Ernst, North Central College  Joanne MacInnes, Finlandia University  Marc Compeau, Clarkson University  Jeff Cornwall, Belmont University  Jim Dupree, Grove City College  Paul Buller, Gonzaga University  Terry Truitt, Anderson University  Jeanne Bailey, College of St. Catherine  Jill Kickul, Simmons College  Robin Anderson, University of Portland  Michael Lehman, Juniata College  Brenda Wishart, Bay Path College  Keramat Poorsoltan, Frostburg State University</p> <p>Following a national request for proposals, The Coleman Foundation awarded 12 small colleges and universities (less than 4,000 full-time students) grants of up to \$150,000 over three years to develop entrepreneurship programs. Using the campus grants as a framework, Gary Ernst and a subset of the grant recipients will open discussions concerning the opportunities and challenges of developing and sustaining entrepreneurship programs at small schools. While all of the 12 award recipient schools will be asked to participate, this is an open session and not designed as a grant reporting session. The objective is to conduct a highly interactive roundtable by and for smaller schools to share both best practices and challenges including creating original programs, community impact, establishing and maintaining peer support, and cross campus collaborations.</p>	<b>San Luis 1&amp;2</b>
<b>11:45-1:30</b>	<p><b>All Conference Kauffman Foundation Luncheon</b></p> <p><i>Opening Remarks:</i> Anthony Mendes, University of Illinois at Urbana-Champaign</p> <p><i>Introduction of Speaker:</i> Robert Strom, Kauffman Foundation</p> <p><i>Keynote Speaker:</i> <b>Scott Stern</b>, Associate Professor of Management and Strategy, Kellogg School of Management, Northwestern University and Winner of the First Ewing Marion Kauffman Prize Medal for Distinguished Research in Entrepreneurship</p> <p style="text-align: center;"><b><i>Entrepreneurship and the American Economic Experiment</i></b></p> <p><i>Conference Award Presentations:</i>  Kauffman Dissertation Fellowship Program Awards, Robert Strom, Kauffman Foundation  JSBS Editor's Choice Awards, Fred Fry, Bradley University  SBI Case of the Year Awards Sponsored by SIFE, Bruce Nasby, SIFE and Leo Simpson, Western Kentucky University</p>	<b>Arizona Ballroom Salons 6-12</b>
<b>1:45-3:00</b>	<p><b>USASBE Corporate Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Jeff Hornsby, Ball State University</p> <p><i>Corporate Venture Capital and Innovation</i>  L. Gregory Henley, University of South Florida</p> <p><i>Corporate Control and New Corporate Venture Manager Power</i>  R. Greg Bell, The University of Texas at Arlington</p>	<b>Arizona Salon 1</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurial Support Organizations Workshop Session</b></p> <p><b>Facilitator:</b> James J. Zuiches, Washington State University</p> <p><i>National Coalition for Rural Entrepreneurship: Priorities, Partners and Policy</i>            James J. Zuiches, Washington State University            Stephan Goetz, Pennsylvania State University            Cornelia Butler Flora, Iowa State University            Alan Barefield, Mississippi State University            John Allen, Utah State University</p> <p>The 25 listening sessions held around the country by the Regional Rural Development Centers provide a solid basis of knowledge for regional- and state-specific priorities to strengthen rural entrepreneurship programs. This workshop will describe, from each of the four regions, and a tribal perspective, what works well, the innovations, partnerships, and best practices; what could be done better to create entrepreneurial-friendly communities; and what are the state, regional, and national actions needed to affect federal public policy.</p>	<b>Arizona Salon 2</b>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship in the Arts Special Workshops Session</b></p> <p><b>Facilitator:</b> Keramat Poorsoltan, Frostburg State University</p> <p><i>Compare &amp; Contrast Traditional Entrepreneurship &amp; Entrepreneurship in the Arts (1:45-2:20)</i>            Joseph Roberts, Columbia College            Mark Hoelscher, Illinois State University            J. Dennis Rich, Columbia College</p> <p>This session contrasts the teaching of traditional entrepreneurship with the teaching of arts entrepreneurship. The challenge and possible solutions are based on the authors' experiences of teaching entrepreneurship in the traditional context and in entrepreneurship in the arts as well as their experiences in the field. We hope to create meaningful dialogue among faculty who teach entrepreneurship in the traditional context and entrepreneurship in the arts.</p> <p><i>Transforming Regional Artisans into Creative Entrepreneurs (2:25-3:00)</i>            E. L. Kittredge, Montana State University – Great Falls            Marilyn Besich, Montana State University – Great Falls</p> <p>Transforming Regional Artisans into Creative Entrepreneurs or TRACE is a project designed to develop Montana's creative sector. This session will provide an overview of TRACE as well as a model for application in other areas. Discussion will focus on the success the TRACE program has experienced integrating art and entrepreneurship.</p>	<b>Arizona Salon 3</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>USASBE Individual Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Eugene Fregetto, University of Illinois at Chicago</p> <p><i>Views on Self-Employment Among Mid-Career Executives in the People's Republic of China</i>  Alex F. DeNoble, San Diego State University  Sanford B. Ehrlich, San Diego State University  Massoud Saghafi, San Diego State University  Gangaram Singh, San Diego State University</p> <p><i>Activist or Entrepreneur? An Identity-Based Model of Social Entrepreneurship</i>  Shalei V. K. Simms, Rutgers University  Jeffrey Robinson, New York University</p> <p><i>The Ethical Entrepreneur: Myth or Reality</i>  Justin Longenecker, Baylor University  Leslie Palich, Baylor University  Joseph McKinney, Baylor University  Bill Petty, Baylor University  Carlos Moore, Baylor University</p>	<b>Arizona Salon 4</b>
<b>1:45-3:00</b>	<p><b>USASBE International Entrepreneurship Symposium Session</b></p> <p><b>Facilitator:</b> Harold Harlow, The American University in Cairo</p> <p><i>International Entrepreneurship Technology and Innovation Management Programs: How the European Union Furthers Entrepreneurship in Egypt.</i>  Harold Harlow, The American University in Cairo  Syed Imam, The American University in Cairo  Louise Kelly, Alliant International University</p> <p>The government of Egypt and the European Union have developed a small and medium enterprise development program through the IMC (Industrial Mobilization Consortium) funded and managed by both to promote the development of the overall economy by targeting SME entrepreneurial businesses with development and assistance programs. The primary focus is to develop entrepreneurial capability that leads to exports. The training program described in this session is the innovation and technology management program for SMEs in the six areas where IMC operates.</p>	<b>Arizona Salon 5</b>
<b>1:45-3:00</b>	<p><b>USASBE Minority and Women Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Bessie House, Kent State University</p> <p><i>Women Entrepreneurs of Northeast Louisiana – Demographics, Challenges, and Learning Experiences</i>  Paul Dunn, The University of Louisiana at Monroe  Chyi-lyi (Kathleen) Liang, The University of Vermont</p> <p><i>For What, For Whom? Examining the Diverse Motives of Future Female and Male Entrepreneurs</i>  Fiona Wilson, Simmons College  Jill Kickul, Simmons College</p> <p><i>Attitudes Toward E-Commerce and Levels of Anxiety and Involvement: Gender Differences</i>  Raydel Tullous, The University of Texas at San Antonio  Kellye Jones, BDR Global</p>	<b>Tucson Salon A</b>

<b>Saturday, January 14, 2006</b>		
<b>TIME</b>	<b>SESSION</b>	<b>ROOM</b>
<b>1:45-3:00</b>	<p><b>USASBE Small Business Workshops Session Sponsored by McGraw-Hill/Irwin</b></p> <p><b>Facilitator:</b> Yasser A. Hegazy, King Abdulaziz University</p> <p><i>A Blueprint for Building Business Networks: Strategy for Small Businesses in Small Communities (1:45-2:20)</i> Nancy J. Miller, University of Nebraska – Lincoln Terry L. Besser, Iowa State University</p> <p>This workshop addresses challenges and opportunities the small business owner may face particularly when located in rural or small community markets. Membership in a business network is suggested as one competitive strategy for overcoming isolated locations or economies of scale. Workshop participants will obtain an understanding of network membership advantages, and how new network organizations can be initiated and sustained from the real-world perspective of the small business owner. A blueprint, organized as six modules, may be used when working with small businesses considering development of a network, with community development agencies, or as a foundation for further research.</p> <p><i>New Venture Risk Matrix: A Risk Assessment Tool for New Small Business Startup Ventures (2:25-3:00)</i> Derek A. Miles, University of the Incarnate Word</p> <p>The focus of this workshop will be to discuss and illustrate the “New Venture Risk Assessment Matrix”. This matrix was developed to assist new entrepreneurs in evaluating startup ventures. The matrix is a quantitative/analytical tool. The matrix uses a numerical rating system that measures categories such as capital intensiveness, opportunities, labor intensiveness, operating cost issues, and other factors. Because of the significant risk in starting a new business, the matrix provides a holistic perspective in evaluating market factors, industry barriers, and other factors in pursuing that particular market sector.</p>	<b>Tucson Salon B</b>
<b>1:45-3:00</b>	<p><b>SBI Consulting Paper Session</b></p> <p><b>Facilitator:</b> Sherrie Taylor, Texas Woman’s University</p> <p><i>AACSB International’s Advocacy of Experiential Learning and Assurance of Learning – Boom or Bust for SBI Student Consulting?</i> Michael D. Ames, California State University, Fullerton</p> <p><i>The Identification of Strategic Management Counseling Competencies Essential for Small Business Counselors: An Exploratory Study</i> Michael Seibert, North Carolina State University Michael Harris, East Carolina University</p> <p><i>Integrative Active Learning and Cases in Undergraduate Entrepreneurship Classes Across the Curriculum</i> Peter H. Hackbert, Sierra Nevada College</p>	<b>Tucson Salon G</b>
<b>1:45-3:00</b>	<p><b>SBI Symposium Session &lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Joseph R. Bell, University of Arkansas at Little Rock</p> <p><i>How to Approach an Angel Investor in Today’s Changed Investor Climate</i> Joseph R. Bell, University of Arkansas at Little Rock</p> <p>The world of angel investing has changed. Angels may still exist in abundance, but their investment activity and criteria have dramatically changed since the Internet bust. This session will track some of those changes and illustrate what tactics might be employed to “nudge the door open”.</p>	<b>Tucson Salon H</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Workshop</b> &lt;<i>Best Workshop Finalist</i>&gt;</p> <p><b>Facilitator:</b> Robert S. D’Intino, Rowan University</p> <p><i>How to Present a Project-based Learning Workshop for College Faculty</i>            Robert S. D’Intino, Rowan University            K. Mark Weaver, Rowan University            Edward J. Schoen, Rowan University</p> <p>Project-based learning is becoming an important outcome for universities and colleges. Courses designed to move students into the larger world of business and other organizations provide many benefits for students, faculty, their colleges, and their communities. This workshop presents a “turn-key” approach to help faculty better manage student projects within existing courses. Topics for discussion include theories and best practices of consulting and managing projects and presentation and discussion of text, media, and web faculty resources. Our take-away goal is for workshop participants to have a project idea by the conclusion of the workshop.</p>	<b>Tucson Salons C&amp;D</b>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Workshop</b></p> <p><b>Facilitator:</b> Robin Anderson, University of Portland</p> <p><i>Entrepreneur Scholars: A Leading Edge Experiential, Interdisciplinary Program that Develops Entrepreneurial Mindsets and Skills in High Potential Students from Diverse Academic Disciplines</i>            Robin Anderson, University of Portland            Brooke Envick, St. Mary’s University            Paul Marsnik, College of Saint Benedict/Saint John’s University</p> <p>The E-Scholars Program, developed originally at the University of Portland, is becoming a premier program through the efforts of a six-university consortium which was formed with the help of a \$100,000 grant from USASBE and the Coleman Foundation. The consortium will accept three new member universities annually with the mutual goal of creating the finest entrepreneurship education model. This workshop will examine how the E-Scholars model works to: build interdisciplinary faculty teams on a campus; adapt the E-Scholars model to fit a university; design appropriate curriculum; raise funds; find and utilize mentors for students and faculty; acquire administrative support for the model; and assess educational outcomes.</p>	<b>Tucson Salons I&amp;J</b>
<b>1:45-3:00</b>	<p><b>USASBE Entrepreneurship Education Symposium</b></p> <p><b>Facilitator:</b> Frank Hoy, The University of Texas at El Paso</p> <p><i>Interest of and Opportunities for USASBE Members in Franchise Education</i>            John Reynolds, International Franchise Association Educational Foundation            Frank Hoy, The University of Texas at El Paso            Dianne H.B. Welsh, The University of Tampa            Udo Schlenrich, University of New Hampshire</p> <p>In 2005, the International Franchise Association Educational Foundation collaborated with the United States Association for Small Business and Entrepreneurship in surveying USASBE members. The purpose of the survey was to identify the number and variety of franchise education courses and programs conducted by USASBE members and to ascertain the level of interest in franchise education by those not yet operating programs. This symposium will report the results of the survey, provide examples of existing programs, and introduce attendees to franchise education needs and opportunities.</p>	<b>San Xavier</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>1:45-3:00</b>	<p><b>USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE Competition Session: Innovative Entrepreneurship Education Course</b></p> <p><b>Facilitator:</b> Minet Schindehutte, Syracuse University</p> <p><i>Foundation Management Experience</i> Heidi Neck and Donna Stoddard, Babson College</p> <p><i>Global Entrepreneurship in Technology Consulting Practicum</i> Rajan Chandran, Temple University</p>	<b>San Ignacio</b>
<b>1:45-3:00</b>	<p><b>NACCE Symposium Session</b></p> <p><b>Facilitator:</b> Carl Hemmeler, Columbus State Community College</p> <p><i>Entrepreneurship Across the Middle School Curriculum</i> Carl Hemmeler, Columbus State Community College</p> <p>Challenged by state mandates for classroom performance, Ohio began proficiency testing. At the same time, we attempted to provide an entrepreneurial program for some of the inner city schools close to the Columbus State Community College campus. This symposium session will provide details on this program. Needless to say, the program has been well received and all of our students have improved in their reading and math skills.</p>	<b>San Pedro 1&amp;2</b>
<b>1:45-3:00</b>	<p><b>Coleman Workshop Session</b></p> <p><b>Facilitator:</b> Timothy Stearns, California State University, Fresno</p> <p><i>Urban Entrepreneurship</i> Timothy Stearns, California State University, Fresno Craig Scharton, California State University, Fresno</p> <p>Downtowns, whether alive or dormant, provide opportunities for entrepreneurs in creating retail, office, and service companies. This presentation focuses on an innovative California State University, Fresno course where students attend class in the “urban classroom”, how to evaluate opportunities and identify the types of businesses that would work best in different physical locations. This workshop will provide participants with an overview of the material and how they can introduce the course to their own university or add an urban component to an existing entrepreneurship class.</p>	<b>San Luis 1&amp;2</b>
<b>3:00-3:30</b>	<b>All Conference Break</b>	<b>Arizona Foyer</b>
<b>3:30-4:45</b>	<p><b>USASBE Family Business Workshop Session</b></p> <p><b>Facilitator:</b> Greg McCann, Stetson University</p> <p><i>Family Business Program’s Survival Guide: Money, Students, and Politics</i> Greg McCann, Stetson University Jill Shipley, Asset Management Advisors</p> <p>Family Business Program leaders face numerous challenges. These challenges generally center on money, students, and politics. Money challenges are reflected in trying to gain financial support through boards, sponsors, and outreach efforts. The student struggle involves recruiting, marketing, and gaining support and assistance from faculty. Finally, the political challenge involves difficulty innovating in a bureaucracy, acquiring university administration and faculty’s support, and receiving adequate resources to be successful. This session will develop a list of “best practices” by sharing experiences of what has worked and what has not worked to overcome these challenges.</p>	<b>Arizona Salon 1</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurial Support Organizations Workshop Session</b>  <b>&lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Jeffrey Horvath, FastTrac® and the Ewing Marion Kauffman Foundation</p> <p><i>Listening to Your Business™</i>  Jeffrey Horvath, FastTrac® and the Ewing Marion Kauffman Foundation</p> <p>Listening To Your Business™ will take participants through a four-step evaluation and action process designed to enhance your organization's performance by setting a three-year vision.</p>	<b>Arizona Salon 2</b>
<b>3:30-4:45</b>	<p><b>USASBE Technology Entrepreneurship Division Workshop</b></p> <p><b>Facilitator:</b> Anne York, University of Nebraska at Omaha</p> <p><i>Involving Business Students in the University Technology Transfer and Commercialization Process</i>  Anne York, University of Nebraska at Omaha  Gary Cadenhead, The University of Texas at Austin  Neil Iscoe, The University of Texas at Austin  Leonard Agneta, The University of Nebraska at Omaha  Art Boni, Carnegie Mellon University  Bob Wooldridge, Carnegie Mellon University</p> <p>This workshop examines different and successful models of business student involvement in the University technology transfer and commercialization process. Representatives from both sides of the process at three leading research universities (UT-Austin, UN-Omaha, and Carnegie Mellon University) will discuss the characteristics of each university's organization structure, process, and resources that shaped the development of their respective models.</p>	<b>Arizona Salon 3</b>
<b>3:30-4:45</b>	<p><b>USASBE/SBI Special Symposium Session</b></p> <p><b>Facilitator:</b> JoAnn Carland, Western Carolina University</p> <p><i>Designing a Master of Entrepreneurship Curriculum</i>  JoAnn Carland, Western Carolina University  James Carland, Western Carolina University</p> <p>The details of the design and establishment of the first fully accredited Master of Entrepreneurship degree program in the nation will be presented. The program was recognized by USASBE in 2005 with an Excellence in Entrepreneurship Education Award as the best example of a master's level program in entrepreneurship in the United States.</p>	<b>Arizona Salon 4</b>
<b>3:30-4:45</b>	<p><b>USASBE International Entrepreneurship Workshop Session</b></p> <p><b>Facilitator:</b> Dewey E. Johnson, California State University, Fresno</p> <p><i>China – The World's Leading Economic Power in 2010?</i>  Dewey E. Johnson, California State University, Fresno</p> <p>This workshop will provide an analysis of China's growing economic power and its ramifications for entrepreneurship and management education. It is based on the presenter's more than 30 visits to the People's Republic of China and his intensive study of its economy. The workshop will suggest that China will be the world's leading economic power in 2010 based on diverse sources including the CIA.</p>	<b>Arizona Salon 5</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>USASBE Minority and Women Entrepreneurship Symposium Session</b></p> <p><b>Facilitator:</b> Sammie L. Robinson, Illinois Wesleyan University</p> <p><i>Best Practices in Entrepreneurship Research: Contributions from the Experience of Women of Color Business Owners (WOCBO)</i>  Sammie L. Robinson, Illinois Wesleyan University  Lynda L. Moore, Simmons College  Bonita L. Betters-Reed, Simmons College  Jeffrey Robinson, New York University</p> <p>This symposium focuses on the experiences of women of color business owners (WOCBO), whose enterprises are making significant contributions to both their community and to the global economy. Two presentations are proposed in response to the limited research that specifically addresses issues faced by women entrepreneurs of color. Both presentations highlight the usefulness of a naturalistic approach to the investigation of similarities and differences among women entrepreneurs.</p>	<b>Tucson Salon A</b>
<b>3:30-4:45</b>	<p><b>USASBE/SBI Special Symposium Session</b></p> <p><b>Facilitator:</b> Robert S. D’Intino, Rowan University</p> <p><i>Remembering Professors Max S. Wortman and Justin G. Longenecker and Their Contributions to Entrepreneurship Scholarship, Teaching, Organizations, and Careers</i>  Robert S. D’Intino, Rowan University  Brian McKenzie, California State University, East Bay  Charles H. Matthews, University of Cincinnati</p> <p>It is important for our members to remember our organizational past and our entrepreneurial founders. Professors Max S. Wortman and Justin G. Longenecker made countless contributions to the field of entrepreneurship scholarship and education. This presentation will include a multi-media presentation including text about their lives and work, selections of Max and Justin’s own recorded words, and visual presentations of photographs and slides. Our focus will be on their scholarship, teaching, and mentoring contributions, their efforts building new entrepreneurship organizations and journals, and their active encouragement of individual entrepreneurship careers.</p>	<b>Tucson Salon B</b>
<b>3:30-4:45</b>	<p><b>SBI Entrepreneurship Across the Curriculum Paper Session</b></p> <p><b>Facilitator:</b> Bruce Kemelgor, University of Louisville</p> <p><i>Use of an Entrepreneur's Boot Camp as a Student Outreach Mechanism</i>  Arvid C. Johnson, Dominican University</p> <p><i>Towards the Development of a General Model for Enabling Entrepreneurship Across the Curriculum: Where Do You Fit?</i>  Paul Lane, Grand Valley State University  Clifton Kussmaul, Muhlenberg College  John Farris, Grand Valley State University</p> <p><i>Space Coast Innovation and Technology Commercialization Outreach</i>  Carmo D’Cruz, Florida Institute of Technology  Ken Ports, QTS Inc.</p>	<b>Tucson Salon G</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>3:30-4:45</b>	<p><b>SBI Workshop Session &lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Jonathan Hibbard, Boston University</p> <p><i>Entrepreneurial Ventures as the Cross-Functional Integration Mechanism in a Core Curriculum: Lessons, Best Practices and Evidence of Team-Learning</i> Frédéric Brunel, Boston University Jonathan Hibbard, Boston University Nitin R. Joglekar, Boston University</p> <p>This workshop will focus on sharing the lessons and best practices from the Boston University School of Management curriculum's extensive use of entrepreneurial ventures to integrate its undergraduate core. Required core courses consist of traditional marketing, operations, information systems, and finance courses integrated into a unique sequence. The principal mechanism of integration is a team-based entrepreneurial venture, where students develop a comprehensive business plan for a new product idea.</p>	<b>Tucson Salon H</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship Education Entrepreneurship Across Campus Paper Session</b></p> <p><b>Facilitator:</b> Giles T. Hertz, Northern Kentucky University</p> <p><i>Predicting the Entrepreneurial Intentions of Non-Business Majors: A Preliminary Investigation</i> Barbara J. Frazier, Western Michigan University Linda S. Niehm, Iowa State University</p> <p><i>Educating for the Third Mission: Lessons from the Science Entrepreneurship Program at Case Western Reserve University</i> David Deeds, The University of Texas at Dallas William Schulze, University of Utah Cyrus Taylor, Case Western Reserve University</p> <p><i>Technology Entrepreneurship Education: The University of South Florida Philosophy, Pedagogy, and Curriculum</i> William G. Marshall, Jr., University of South Florida Stephen R. Budd, University of South Florida Paul E. Givens, University of South Florida Michael W. Fountain, University of South Florida</p>	<b>Tucson Salons C&amp;D</b>
<b>3:30-4:45</b>	<p><b>USASBE Entrepreneurship Education Workshop Session &lt;Best Workshop Finalist&gt;</b></p> <p><b>Facilitator:</b> Debbi Brock, Berea College</p> <p><i>Sharing the Teaching Wealth: A Clearinghouse for Best Teaching Practices</i> Debbi D. Brock, Berea College Waverly Deutsch, University of Chicago Jill Kickul, Simmons College Steven Herrnsstadt, Iowa State University Michael D. Meeks, San Francisco State University Catherine Pratt, Pacific Lutheran University Maureen Vasquez, Simmons College</p> <p>This session will showcase state-of-the-art teaching exercises, lessons, innovations, and strategies in today's entrepreneurship courses by utilizing a competitive presentation format. The ultimate goal is to have entrepreneurial scholars walk away with multiple ideas they can use in the classroom.</p>	<b>Tucson Salons I&amp;J</b>

<b>Saturday, January 14, 2006</b>		
<b>TIME</b>	<b>SESSION</b>	<b>ROOM</b>
<b>3:30-4:45</b>	<p><b>USASBE/SBI Special Workshop Session</b></p> <p><b>Facilitator:</b> George S. Vozikis, University of Tulsa</p> <p><i>Learner-Centered Experience Based Models Focusing on Entrepreneurship</i>            Timothy S. Mescon, Kennesaw State University            George S. Vozikis, University of Tulsa</p> <p>Entrepreneurship, innovation, creativity, and interdisciplinary learning are key terms finding their way into the business school curriculum and into the AACSB International assessment practices as an assurance of learning (AoL) goal attainment. Business schools can be innovative and creative and meet AoL goals. Entrepreneurship in the core business curriculum is a catalyst in incorporating active learning techniques and AoL. This session will examine various learner-centered experienced based models focusing on entrepreneurship; explore the role of curriculum experimentation as it relates to active learning; and link AoL goals with cross discipline learning and examine how these learning objectives are executed.</p>	<b>San Xavier</b>
<b>3:30-4:45</b>	<p><b>USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE Competition Session: National Model Undergraduate Entrepreneurship Program</b></p> <p><b>Facilitator:</b> Rebecca J. White, Northern Kentucky University</p> <p><i>Hinman CEOs Program</i>            Karen Thornton, University of Maryland, College Park</p>	<b>San Ignacio</b>
<b>3:30-4:45</b>	<p><b>NACCE Symposium Session</b></p> <p><b>Facilitator:</b> Tom Goodrow, Springfield Technical Community College</p> <p><i>Increasing Entrepreneurship Awareness and Education at Community Colleges #2</i>            Sharon Schmickley, Howard Community College            Diane Sabato, Springfield Technical Community College            Stuart Schulman, Kingsborough Community College, City University of New York            Jonathan Deutsch, Kingsborough Community College, City University of New York            Tim Putnam, North Iowa Area Community College</p> <p>Each of the community colleges participating in this session received a grant from The Coleman Foundation between 2004 and 2005. This session will update attendees on what each community college was able to do with the funding in order to increase entrepreneurship awareness and education. In addition, this session will provide an opportunity for dialogue among the presenters and audience on issues related to implementation, administration, and community involvement.</p>	<b>San Pedro 1&amp;2</b>
<b>3:30-4:45</b>	<p><b>Coleman Symposium Session</b></p> <p><b>Facilitator:</b> Cathy Ashmore, The Consortium for Entrepreneurship Education</p> <p><i>The "E" Connection to Secondary Schools</i>            Christine Poorman, The National Foundation for Teaching Entrepreneurship            Gregg Christensen, Nebraska Department of Education            Ida Manning, Illinois Institute for Entrepreneurship Education</p> <p>There is an increasingly strong interest in entrepreneurship education at the secondary level at a time when business education is under increasing pressure. Panel members will discuss issues at the secondary level including standards and program quality. How do we better identify and support emerging entrepreneurs at the secondary level? Discussion will also focus on ways to encourage secondary and community college students to further their entrepreneurship education by forming stronger working relationships between secondary programs, collegiate programs, and communities.</p>	<b>San Luis 1&amp;2</b>

<b>Saturday, January 14, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>5:00-6:00</b>	<b>USASBE Officers and Board Training Session</b>	<b>Arizona Salon 1</b>
<b>5:00-6:00</b>	<b>SBI Annual Business Meeting</b> <i>Presiding: Joseph R. Bell, SBI President, University of Arkansas at Little Rock</i>	<b>Tucson Salon G</b>
<b>6:00-6:30</b>	<b>SBI 2006-2007 Board Meeting</b> <i>Presiding: Shawn M. Carraher, SBI Incoming President, Cameron University</i>	<b>Tucson Salon G</b>
<b>6:30-11:00</b>	<b>All Conference Thomson South-Western Gala and Social Event</b>  <i>Opening Remarks: George T. Solomon, USASBE and SBI Fellow, The George Washington University</i>  <i>Introduction of Speaker: Paul R. Portney, Dean, Eller College of Management, The University of Arizona</i>  <i>Keynote Speaker: Don Budinger, Founder, Rodel, Inc. and Chairman and Founding Director, The Rodel Foundations</i>  <i>Social Responsibility and Entrepreneurship: Building a Culture to Last Beyond the Founders</i>  <i>Conference Award Presentations:</i> Max S. Wortman, Jr./USASBE Award for Lifetime Achievement in Entrepreneurship, Charles H. Matthews, USASBE Past President, University of Cincinnati John E. Hughes/USASBE Award for Entrepreneurial Advocacy, Charles H. Matthews, USASBE Past President, University of Cincinnati 2006 USASBE Excellence in Entrepreneurship Education Awards Sponsored by SIFE, Sherry Hoskinson, The University of Arizona	<b>Arizona Ballroom Salons 6-12</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>7:30-1:30</b>	<b>Conference Registration</b>	<b>Tucson Registration Desk</b>
<b>7:30-1:30</b>	<b>Conference Exhibits</b>	<b>Arizona Foyer</b>
<b>7:30-8:30</b>	<b>JSBS Reviewers Meeting</b> <i>(by invitation only)</i>	<b>San Ignacio</b>
<b>7:30-8:30</b>	<b>All Conference Breakfast</b>	<b>Arizona Foyer</b>
<b>8:00-8:30</b>	<b>USASBE Annual Business Meeting</b> <i>Presiding: Dianne H.B. Welsh, USASBE President, The University of Tampa</i>	<b>Arizona Ballroom Salons 6-12</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>8:45-9:45</b>	<p><b>All Conference Plenary Session</b></p> <p><i>Opening Remarks:</i> K. Mark Weaver, USASBE and SBI Fellow, Rowan University</p> <p><i>Introduction of Speaker:</i> Patricia Greene, Babson College</p> <p><i>Keynote Speaker:</i> <b>John J. Fernandes</b>, President &amp; CEO, AACSB International—The Association to Advance Collegiate Schools of Business</p> <p style="text-align: center;"><b><i>Management and Entrepreneurship Education: Looking Over the Horizon</i></b></p> <p><i>Conference Award Presentations:</i>  Corporate Entrepreneur of the Year Award, Jeffrey S. Hornsby, Ball State University  USASBE/SBI Best Workshop Awards, Ron Cook, 2006 Competitive Workshops Chair, Rider University  Best Teaching Practices Awards, Debbi D. Brock, Berea College</p>	<b>Arizona Ballroom Salons 6-12</b>
<b>9:45-10:15</b>	<b>All Conference Break</b>	<b>Arizona Foyer</b>
<b>10:15-11:30</b>	<p><b>USASBE Technology Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> John Rollins, The George Washington University</p> <p><i>Weathering the Storm: Preparing New Ventures for an Adverse Event</i>  Donna Marie De Carolis, Drexel University  Yi Yang, Drexel University  David L. Deeds, The University of Texas at Dallas  Edward Nelling, Drexel University</p> <p><i>The Impact of Life Cycle Stage on Locational Dynamics in the Life Sciences Industry</i>  L. Gregory Henley, University of South Florida  Melissa Tihor, University of South Florida  Michael W. Fountain, University of South Florida</p> <p><i>How Do Entrepreneurial Technology Firms Really Get Financed, and What Difference Does it Make?</i>  Kelvin Willoughby, The University of Minnesota</p>	<b>Arizona Salon 1</b>
<b>10:15-11:30</b>	<p><b>USASBE/SBI Special Symposium Session</b></p> <p><b>Facilitator:</b> Rhonda Abrams, The Planning Shop</p> <p><i>Business for Non-Business Majors</i>  Rhonda Abrams, The Planning Shop</p> <p>As entrepreneurship education grows in popularity throughout the country, the theory and practice of starting and running a business now are being taught to many non-traditional, non-business students. These students come to class as designers, chefs, health care workers, musicians, etc., but they all have one thing in common: they are non-business majors in need of an education in business, especially entrepreneurship. This symposium addresses the challenge to entrepreneurship faculty in finding the right balance of what these students require as a theoretical framework and foundation of their business education and the nuts-and-bolts practical applications they need.</p>	<b>Arizona Salon 2</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Minority and Women Entrepreneurship Special Case Writing Incubator Session</b></p> <p><b>Facilitator:</b> Ethné Swartz, Fairleigh Dickinson University</p> <p><i>Temple: Inside the American Dream: Moving from Doer to Manager: How Do Entrepreneurs Let Go?</i> Jonathan Deutsch, Kingsborough Community College, City University of New York Yolanda Sealey-Ruiz, Kingsborough Community College, City University of New York Anthony Borgese, Kingsborough Community College, City University of New York</p> <p><i>Psomunix LLC : The Conception and Creation of a Biopharmaceutical Company</i> Ethné Swartz, Fairleigh Dickinson University</p> <p>The purpose of the Minority and Women Entrepreneurship Division Business Case Writing Incubator is to increase the knowledge base of best practices in entrepreneurial development of women- and minority-owned businesses (WMOB) through the development of case studies. The project is in its third year, and allows recipients of past Coleman Foundation/USASBE Case Writing grants an opportunity to present their written cases. This symposium is designed for all aspiring case writers and will be led by an expert in the area of case writing.</p>	<b>Arizona Salon 3</b>
<b>10:15-11:30</b>	<p><b>USASBE Individual Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Brian McKenzie, California State University, East Bay</p> <p><i>So You Thought the Intentions Model Was Simple? Navigating the Complexities and Interactions of Cognitive Style, Culture, Gender, Social Norms, and Intensity on the Pathway to Entrepreneurship</i> Norris Krueger, TEAMS/TechConnect/INRA Jill Kickul, Simmons College</p> <p><i>The Entrepreneurial Journey Begins: The Role of Cognitive Styles Among Nascent Entrepreneurs</i> Mark T. Schenkel, Belmont University Charles H. Matthews, University of Cincinnati Mathew W. Ford, Northern Kentucky University</p> <p><i>Influence of Work and Family Conflict on Job Satisfaction of Small Business Executives</i> Leon Schjoedt, Illinois State University Michelle L. Schmitt, Illinois State University John A. Lust, Illinois State University</p>	<b>Arizona Salon 4</b>
<b>10:15-11:30</b>	<p><b>USASBE International Entrepreneurship Paper Session</b></p> <p><b>Facilitator:</b> Jon Richards, Southwestern Oregon Community College</p> <p><i>The Importance of Foreign Direct Investment (FDI) in the Polish Economy</i> Lucyna Kornecki, Embry Riddle Aeronautical University</p> <p><i>Legal Infrastructure and Entrepreneurship: An International Comparison</i> Aron S. Spencer, New Jersey Institute of Technology Bruce A. Kirchoff, New Jersey Institute of Technology</p> <p><i>Market Risk, Attractiveness and International Franchising</i> Ernesto C. Gamboa, The University of Texas at El Paso</p>	<b>Arizona Salon 5</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Minority and Women Entrepreneurship Special Workshop Session</b></p> <p><b>Facilitator:</b> Patricia Greene, Babson College</p> <p><i>Beyond the Numbers: Theories of Women's Entrepreneurship</i> Jill Kickul, Simmons College Mary Godwyn, Babson College Jeffrey Sohl, University of New Hampshire</p> <p>Good theories allow management researchers to make predications and enable us to better understand the present and appropriate actions to take. This panel discussion will focus on qualitative research and theoretical frameworks specifically addressing the field of women/minority entrepreneurs. In recent years, the field of women's entrepreneurship has benefited from a number of initiatives that have collected empirical data on women's business ownership. However, it has been noted that there is a need for conceptual research in the field.</p>	<b>Tucson Salon A</b>
<b>10:15-11:30</b>	<p><b>SBI Workshop Session</b></p> <p><b>Facilitator:</b> Robert N. Lussier, Springfield College</p> <p><i>Publish Don't Perish Workshop: 50 Tips That Improve Your Ability to Get Published</i> Robert N. Lussier, Springfield College</p> <p>Today, publish or perish is hitting the teaching colleges. As much as we love to teach, without publishing we may not get tenure and promotions. Lack of publishing also may affect our salaries. Thus, anyone who is interested is getting ideas that will help to get published and those who would like to help others should attend this workshop.</p>	<b>Tucson Salon B</b>
<b>10:15-11:30</b>	<p><b>SBI Accounting and Finance Paper Session</b></p> <p><b>Facilitator:</b> Jeffrey F. Shields, University of Southern Maine</p> <p><i>The Term Sheet: Are Angel Investors Beginning to Look Like Venture Capitalist?</i> Joseph R. Bell, University of Arkansas at Little Rock</p> <p><i>The Anatomy of an Individual Public Offering for Small and Entrepreneurial Business Entities</i> Jack D. Ladd, The University of Texas of the Permian Basin</p> <p><i>Institutional Venture Capital Fund Characteristics: Designing an Ideal Venture Capital Fund</i> Dileep Rao, The University of Minnesota and InterFinance Corp.</p>	<b>Tucson Salon G</b>
<b>10:15-11:30</b>	<p><b>SBI Teaching Cases Session</b></p> <p><b>Facilitator:</b> Todd D. Mick, Missouri Western State University</p> <p><i>Lori Powell and Imáge Body &amp; Beauty Institute</i> Todd D. Mick, Missouri Western State University</p> <p><i>Helen Nevell Studios: Improving Operations in a Small Business</i> Nancy M. Levenburg, Grand Valley State University</p> <p><i>Red Oak Software, 1999</i> Donna Marie De Carolis, Drexel University Mel Baiada, Base Camp Ventures</p>	<b>Tucson Salon H</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Community Engagement Paper Session</b></p> <p><b>Facilitator:</b> Lisa Getzler-Linn, Lehigh University</p> <p><i>Entrepreneurship Education at 1890 Land Grant Institutions: A Profile of Programs and Consideration of Opportunities</i> Caroline E.W. Glackin, Delaware State University</p> <p><i>A ‘Hands On’ Trilogy – Our University, Local Businesses, and SBDC: A Partnership That Can Help Fill the Gap Between Theory and Practice</i> James D. Bell, Texas State University – San Marcos Judy Dietert, Texas State University – San Marcos Larry Herring, Texas State University – San Marcos Bob Hill, Texas State University – San Marcos</p> <p><i>A Service Learning Approach to Inner City Economic Development: The Case of the Upper Albany Micro Business Incubator</i> David Desplaces, University of Hartford Susan Coleman, University of Hartford Margery Steinberg, University of Hartford</p>	<b>Tucson Salons C&amp;D</b>
<b>10:15-11:30</b>	<p><b>USASBE Entrepreneurship Education Workshop</b></p> <p><b>Facilitator:</b> R. Wilburn Clouse, Vanderbilt University</p> <p><i>Entrepreneurs in Action! A College Wide Cross-Disciplinary Problem-Based Learning Environment for Entrepreneurship</i> R. Wilburn Clouse, Vanderbilt University Joseph Aniello, Francis Marion University William Laing, Anderson College Wilma King, Western Kentucky University Terry Goodin, Dayspring Academy Deane Peterson, Vanderbilt University Roberta Miller, Resources, Inc. Don Miller, Heritage Foundation Jeff Helbig, Vanderbilt University Jerry Carr, Phoenix University Mark Davey, Hudson Falls Central Schools Jeffrey W. Burgoyne, New Orleans Public Schools</p> <p>The purpose of this workshop is to report on the effectiveness of the Entrepreneurs in Action (EIA) research project developed and implemented in seven different colleges and universities involving 10 different faculty members and more than 176 students in cross disciplinary learn environments. This session will report on the development and testing of 10 EIA cases that use the holistic problem based learning approach. Students learn to see new opportunities out of current “live” situations and are given the chance to see new business opportunities and to carry them to fruition.</p>	<b>Tucson Salons I&amp;J</b>

<b>Sunday, January 15, 2006</b>		
<i>TIME</i>	<i>SESSION</i>	<i>ROOM</i>
<b>10:15-11:30</b>	<p><b>USASBE/SBI Special Symposium Session</b></p> <p><b>Facilitator:</b> Douglas Viehland, The Association of Collegiate Business Schools and Programs</p> <p><i>Implementing Entrepreneurship within the Accreditation Process</i> Douglas Viehland, The Association of Collegiate Business Schools and Programs Scott A. Quatro, Grand Canyon University</p> <p>The Association of Collegiate Business Schools and Programs (ACBSP) is an accrediting body for business schools that have their focus primarily on teaching. This session will focus on: how entrepreneurship education components can be used to meet ACBSP accreditation standards and criteria; how ACBSP is serving the unique needs of faculty members teaching entrepreneurship; how one school specifically addresses entrepreneurial education as part of its program requirements; how the school's programs as a whole emphasize the development of skills associated with entrepreneurial management; and this school's entrepreneurial approach to the self-study process.</p>	<b>San Xavier</b>
<b>10:15-11:30</b>	<p><b>NACCE Symposium Session</b></p> <p><b>Facilitator:</b> Heather Van Sickle, National Association for Community College Entrepreneurship</p> <p><i>NACCE—An Entrepreneurial Movement for Community Colleges</i> Heather Van Sickle, National Association for Community College Entrepreneurship</p> <p>The National Association for Community College Entrepreneurship was founded in 2002 to accelerate entrepreneurship at America's community and technical colleges. Our objective is to expand and enhance the role of community colleges in entrepreneurship education and student business incubation. This symposium session will acquaint attendees with NACCE and its goals and programs.</p>	<b>San Pedro 1&amp;2</b>
<b>10:15-11:30</b>	<p><b>Coleman Symposium Session</b></p> <p><b>Facilitator:</b> Joseph Roberts, Columbia College</p> <p><i>Cross-Campus Entrepreneurship Programs in the Arts</i> Jerry Gustafson, Beloit College Sharon Alpi, Millikin University Gary Ernst, North Central College Amy Rogers, North Central College Joseph Roberts, Columbia College</p> <p>The Coleman Foundation professors from a number of institutions will describe interdisciplinary art entrepreneurship endeavors on their campuses. They will also provide suggestions for breaking down the traditional educational boundaries in creating cross-campus entrepreneurship programs, especially in the arts.</p>	<b>San Luis 1&amp;2</b>
<b>11:45-1:00</b>	<p><b>All Conference Closing Luncheon</b></p> <p><i>Opening Remarks:</i> Jeffrey Alves, 2007 USASBE Program Chair, Wilkes University and Bruce Kemelgor, 2007 SBI Program Chair, University of Louisville</p>	<b>Arizona Ballroom Salons 6-12</b>
<b>1:30-5:00</b>	<p><b>USASBE 2006-2007 Board Meeting</b></p> <p><i>Presiding:</i> Howard Van Auken, USASBE Incoming President, Iowa State University</p>	<b>San Ignacio</b>