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1998 USASBE Board of Directors and Officers	
1999 Coleman Foundation White Paper: <i>Unfinished Business (Entrepreneurship) of the 20th Century</i> Karl Vesper, University of Washington	

Competitive Papers

Listed in alphabetical order by last name of the first author.

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John Boyd, Baylor University,
Michelle Wircenski, University of North Texas
Nancy Upton, Baylor University

Toward a Strategic Model of the Franchise Form of Business Organization
James Bronson, University of North Dakota
James Faircloth, University of North Dakota
Jacob Chacko, University of North Dakota

Small Firm Use of Leverage: A Comparison of Men and Women Owned Firms
Susan Coleman, University of Hartford
Richard Cohn, University of Hartford

*Family Business and Relationship Marketing: The Impact of
Relationship Marketing on Second Generation Family Businesses*
Catherine Ashley-Coteleur, Frostburg State University
Sandra King, Frostburg State University

The Maldives: Islands Over Troubled Waters
Leo Paul Dana, Nanyang Business School
Teresa Dana, Nanyang Business School

Small Firms and the Internet: New Insights on Frequency and Type of Use
Thomas Dandridge, Grand Valley State University
Nancy Levenburg, Grand Valley State University

*Entrepreneurship Education for At-Risk Youth: A Successful Model for
University / Business Partnerships*
Curtis DeBerg, California State University, Chico

*When Father and Son Drop the Succession Baton: Toward a Theory of
Executive Succession*
Bruno Dyck, University of Manitoba,
Michael Mauws, University of Alberta,
Gary Mischke, University of Manitoba
Frederick Starke, University of Manitoba

*Relationship Building and Consulting: The Importance of the Number of Client
Contacts and Their Impact on the Perceived Value of the Counseling Received*
Lloyd Fernald, University of Central Florida
Sandra King, Frostburg State University
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Faculty Internships in Family Businesses
Greg Filbeck, University of Toledo
Debbe Skutch, University of Toledo
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A Comparison of Multiple Perspectives on Rapid Growth Firms
Eileen Fischer, York University
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*Female vs. Male Family Business Owners: Exploring the Differences through a
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Cathleen Folker University of Wisconsin - Whitewater

<i>Political Influence and Bureaucratic Discretion in Contracting with Minority-Owned Businesses</i>	
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Leonard Love, University of Texas at Arlington	
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Dorothy Moore, The Citadel,	
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<i>Strategic Planning in Small Business: Process and Content Realities</i>	
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Mary Spann, University of Alabama in Huntsville	
Mel Adams, University of Alabama in Huntsville	
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Workshops & Symposia

Listed in order of presentation.

Prior PhD Model Program Winners
University of Colorado, University of Georgia

*Best Practices Symposium II: What Works Particularly Well for Successful
Entrepreneurship Programs in Various Settings?*
Chair: Robert Brockhaus, Saint Louis University
William Gartner, University of Southern California
Jerry Gustafson, Beloit College
George Solomon, George Washington University

Entrepreneurship Education: Assessment & Impact, Today – Trends for Tomorrow
Chair: Donald Kuratko, Ball State University
S. Michael Camp, Kauffman Foundation, Center for Entrepreneurial Leadership
Rudolph Lamone, University of Maryland
Douglas Naffziger, Ball State University
Thomas O'Malia, University of Southern California

Setting Up an Institute for Entrepreneurial Studies
Chair: Marsha Smith, Middle Tennessee State University
R. Wilburn Clouse, Vanderbilt University
Larry Wacholtz, Belmont University

What Do Family Firms Want from a Family Business Center?
Chairs: Dave and Judy Harmon, California State University, Fullerton
Annika Seiler, University of Southern California
Jodi Waterhouse, University of San Diego

Meet Karl Vesper

1999 PhD Model Program Finalists
University of Maryland
University of Pittsburgh

*Best Practices Symposium I: What Works Particularly Well for Successful
Entrepreneurship Programs in Various Settings?*
Chair: Nancy Carter, University of St. Thomas
Gary Ernst, North Central College
Rudolph Lamone, University of Maryland
Timothy Stearns, California State University, Fresno

Cyberspace Entrepreneurship Program
Chair: R. Wilburn Clouse, Vanderbilt University
Terry Goodin, Dayspring Academy
Jeff Helbig, Sumner County Board of Education
Bob August, Lady of the Lake University

Evaluating the Performance of a Corporate Entrepreneurship Program
Chair: Newell Gough, Boise State University
Philip Olson, University of Idaho

- Strategic Management for Family Business Programs: Inception – Conception – Delivery*
 Chair: Stan Mandell, Wake Forest University
 Michelle DeMoss, Stetson University
 Greg McCann, Stetson University
- Meet the International Small Business Management Instructors' Association*
1999 Entrepreneurship Educator of the Year
- Entrepreneurship & the Arts*
 Chair: Larry Wacholtz, Belmont University
 David Pistrui, Alfred University
 Gary Ernst, North Central University
 Robert Miller, Dominican University
 Wilburn Clouse, Vanderbilt University
- The Virtual University – How the Internet Will Redefine Your Business and How to Develop an Internet Course*
 Chair: Don Bradley, University of Central Arkansas
 John Bulloch, Canadian Federation of Independent Business
 James Rapino, Confederation College of Applied Arts & Technology
- The Changing of the Guard in Puerto Rico: Entrepreneurial Risks and Opportunities for Small Businesses after 100 Years of U.S. Intervention*
 Chair: Zulma Quiñones, University of Puerto Rico
 José Romaguera, University of Puerto Rico
- Been There, Done That: What Can Mature Family Business Programs Do to Keep Their Members Interested?*
 Chair: Ira Bryck, University of Massachusetts at Amhurst
 Richard Dino, University of Connecticut
- Meet the Luncheon Speaker*
 Leslie S. Shapiro, President, Padgett Business Services Foundation
 Roger Harris, President, Padgett Business Services
- 1999 Entrepreneurship Pedagogy Innovation of the Year Finalists:*
Using Theory Based Exercises to Teach Entrepreneurship
 James Fiet, University of the Pacific
Teaching Entrepreneurship Using MOOT CORP® Modules
 Gary Cadenhead, University of Texas at Austin
- New Partners: Who are the New Associates with whom Entrepreneurship Professors Should be Interacting?*
 Chair: Wilburn Clouse, Vanderbilt University
 Bruce Davis, Weber State University
 Robert Miller, Dominican University
 Warren Johnson, President, Intermodal Petroleum Systems
 Terry Goodin, Dayspring Academy
 Jeff Helbig, Sumner County Board of Education
 Bob August, Lady of the Lake University
- Using the Web as a Platform for a 'Virtual' Small Business Accelerator*
 Chair: Dennis Slevin, University of Pittsburgh
 Mary Wilson Callahan, Georgia Advanced Technology Development Center
 Mark Kazlauskas, Georgia Advanced Technology Development Center

- How to Gain Competitive Edges in Foreign Markets*
 Chair: Charles Toftoy, George Washington University
 Matthew Andersen, San Diego Export Assistance Center
 Kim Benson, Cange & Associates International, Inc.
 Bernard Weiss, Southwestern College SBDC and International Trade Center
- Impact of Family Business on the American Economy: Prevalence, Performance, and Contribution*
 Chair: Ramona Heck, Cornell University
 Alma Owen, Purdue University
 Kathryn Stafford, The Ohio State University
 Mary Winter, Iowa State University
 George Haynes, Montana State University
- Meet the Luncheon Speaker*
 Roger Harris, President, Padgett Business Services
 Robert Carton, University of Georgia
- Prior MBA Model Program Winners*
 University of Oregon
 Ball State University
- State of the Art of Entrepreneurship*
 Harold Welsch, DePaul University
 Karl Vesper, University of Washington
 G. Dale Meyer, University of Colorado
 William Gartner, University of Southern California
 Max Wortman, Iowa State University
 Gerald Hills, University of Illinois at Chicago
- Teaching Entrepreneurship to First Generation College Students: The Business Conference
 as Active Learning Classroom*
 Leo Archambault, Mount Ida College
 Ron Lettieri, Mount Ida College
- Internet Resources for Entrepreneurship*
 Chair: Michael Meeks, University of Georgia
 Jerome Katz, Saint Louis University
 Donald Bradley, University of Central Arkansas
- Strategic Competitiveness and Strategic Leadership in Family Firms*
 Chair: James Hunt, Babson College
 Lorraine Hendrickson, Eastern Michigan University
 Bonnie Brown, Transition Dynamics, Inc.
- Meet Hattie Bryant of Small Business 2000*
- 1999 MBA Model Program Finalists*
 San Diego State University
 University of Texas at Austin
- Financing Entrepreneurial Development*
 Chair: Joe Roberts, Coleman Foundation Capital Access Program
 Russell Roberts, Washington University in St. Louis
 Peter Goulet, University of Northern Iowa
 Mary Henry, Center for Entrepreneurship
 Steve Rogers, Northwestern University
 Ramona Heck, Cornell University

<i>Economic Development through Community Service</i>	Anne McCarthy, Colorado State University Gerry Murak, Murak & Associates
<i>Mentoring Women & Minority Entrepreneurship</i>	Ram Kesavan, University of Detroit Mercy Gary Giamartino, University of Detroit Mercy
<i>Entrepreneurial Couples: Making It Work at Work and at Home</i>	Kathy Marshak, Licensed Psychologist
<i>Luncheon Speakers: Representatives of the Major Foundations Supporting Entrepreneurship</i>	Coleman Foundation Kauffman Foundation Lowe Foundation
<i>Prior Undergraduate Model Program Winners</i>	University of Nebraska Kennesaw State University
<i>Future of Entrepreneurship -- A Discussion with the Leaders of the Major Foundations Supporting Entrepreneurship</i>	Coleman Foundation Kauffman Foundation Lowe Foundation Representatives of other foundations as available
<i>A Survey of the Accounting Skills Needed by Successful Entrepreneurs vs. Those Provided by Current Accounting Curricula</i>	Chair: Stephen Wheeler, University of the Pacific James Fiet, University of the Pacific George Violette, University of Southern Maine
<i>Moving Entrepreneurs With Disabilities Into the Economic Mainstream</i>	Chair: Kenneth Lacho, University of New Orleans William Galle, Jr., University of New Orleans Nancy Arnold, University of Montana Suzanne Mitchell, Blind Services, LA Rehabilitation Services
<i>Sustainable Development & Family Businesses</i>	Chair: Richard Narva, Genus Resources John Bullard, University of Massachusetts
<i>1999 Undergraduate Model Program Finalists</i>	University of Southern California University of St. Thomas
<i>Family Business: Utilizing the Case Method Approach in Family Business Forums</i>	Chair Joyce Brockhaus, The Brockhaus Group Robert Brockhaus, Saint Louis University Nancy Upton, Baylor University Susan Hanlon, University of Akron Carmen Bianca, Carmal & Associates

<i>Entrepreneurial Research Trends: Impact on Education in the New Millenium</i>	
Chair: Donald Kuratko, Ball State University	
R. Duane Ireland, Baylor University	
Deborah Brazeal, California Polytechnic University	
Gerald Hills, University of Illinois at Chicago	
Shankar Zahra, Georgia State University	
S. Michael Camp, Kauffman Foundation, Center for Entrepreneurial Leadership	
<i>Research Using IPOs</i>	
Chair: Michael Meeks, University of Georgia	
Charles Hofer, University of Georgia	
Robert Carton, University of Georgia	
Scott Kunkel, University of San Diego	
Kenneth Robinson, Kennesaw State University	
<i>Global Entropy, the Natural Laws of Commercial Predation and the Observable Antidotes Thereto, or the Case for Family Business Corporate</i>	
Chair: Richard Dino, University of Connecticut	
Richard Narva, Genus Resources	
Dirk Dreux, State Street Bank, Greenwich, CT	
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<i>Community-Based Entrepreneurship Programs</i>	
Chair: Mary Henry, Center for Entrepreneurship	
Jamal Husain, Purdue University -- Calumet	
Joe Roberts, Coleman Foundation Capital Access Program	
John Wynne, Canisius College	
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Robin Anderson, University of Nebraska-Lincoln	
Peter Hackbert, California State University, Monterey	
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Kathy Allen, University of Southern California	
<i>Human Resource Issues in Family Businesses</i>	
Chair: Sandra King, Frostburg State University	
Jerome Katz, University of Saint Louis	
Gerry Murak, Murak & Associates, LLC	
<i>National & International MBA Business Plan Competitions</i>	
<i>Entrepreneurship Education</i>	
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Victoria Van Asten, Wisconsin Institute for Entrepreneurship	
Catherine Ashmore, Entrepreneurship Education Enterprise	
Curtis DeBerg, California State University, Chico	
George Solomon, George Washington University	
Hazel King, Illinois Institute for Entrepreneurship Education	

Model Programs for Entrepreneurship Curricula at the Undergraduate, Masters, and Doctoral Levels

William Norton, Indiana University Southeast
Thomas Kaplan, Farleigh Dickinson University
Charles Hofer, University of Georgia

Women Entrepreneurs: Fulfilling the Dream

Kenneth Lacho, University of New Orleans
Dorothy Moore, The Citadel
Rebecca Smith, President, A. D. Morgan
Ruth Ann Menutis, President, The Grove
Carolyn Smith Konow, President, Framan & Smith Communications
Don Bradley, University of Central Arkansas

*Commercial Development Programs: Faculty, University and Business Community Cooperation –
The Way of the Future?*

Chair: Dennis Slevin, University of Pittsburgh
Terry Blum, Georgia Institute of Technology
Mary Wilson Callahan, Advanced Technology Development Center, State of Georgia

Philanthropy & Family Foundations

Chair: Nancy Upton, Baylor University
Elizabeth Teal, Baylor University

List of Poster Sessions