



CONFERENCE SCHEDULE
Updated 2/20/2000

PRE-CONFERENCE PROGRAM

Wednesday, February 16, 2000

| <u>Time</u> | | <u>Room</u> |
|--------------|--|-------------|
| 12:00n-4:00p | Pre-conference Registration | Terrace |
| 12:00n-1:00p | SBIDA Officers Meeting | Taos C |
| 1:00-5:00p | <p>Multi-media Case Workshop: Use video and computer technology to bring case studies into your classroom. Facilitators: Deborah Streeter, Bruce F. Failing, Sr. Professor of Personal Enterprise and Small Business Management, Cornell University; Peter Rainsford, J. Thomas Clark Professor of Entrepreneurship and Personal Enterprise at Cornell University, and Director of the School of Hotel, Restaurant and Tourism Management, University of Denver.</p> <p>Family Business Symposium: Rethinking the role of the Family Business Center in the University: The Holistic Model. Facilitators: Greg McCann, Director Family Enterprise Center, Stetson University; Michelle DeMoss, Family Enterprise Center, Stetson University; Nancy Upton, Ben Williams Professor of Entrepreneurship, Baylor University.</p> <p>SBI New Director Training and Certification: Marketing the SBI class, Writing a Quality Report, Technology and Finance Workshop. Facilitators: Lynn D. Hoffman, University of Northern Colorado; Kenneth Huggins, Metropolitan State College of Denver; Leo Simpson, Eastern Washington University; Harriet Stephenson, Seattle University; Charles Matthews, University of Cincinnati; Geralyn Franklin, University of Texas-Permian Basin; Don Bradley, University of Central Arkansas; Dale Dickson, Mesa State College.</p> | Santa Fe |
| | | Brazos B |
| | | Taos A |
| 3:30-5:00p | USASBE New Officers Orientation | Guadalupe |
| 5:00-10:00p | USASBE Board Meeting | Guadalupe |
| 5:00-10:00p | SBIDA Board Meeting | Taos C |

CONFERENCE PROGRAM

Thursday, February 17, 2000

| <u>Time</u> | | <u>Room</u> |
|-------------|--|-------------|
| 7:30-8:30a | All-Conference Networking Breakfast | Coronado |
| 8:15-8:45a | Coleman Orientation and Conference Welcome Lynn Neeley, President, USASBE Douglas Frazer, President, SBIDA Michael Hennessy, President, Coleman Foundation | Coronado |
| 8:45-9:45 | <p style="text-align: center;">Plenary Speaker: Coleman White Paper Address: <i>Entrepreneurship Has Won: Now what do we do?</i> Howard Stevenson, Sarofim-Rock Professor of Business Administration, Harvard Business School</p> | Coronado |
| 9:45-10:00 | Refreshment Break | |
| 10:00-11:15 | <p>1c. Trends and Issues in Entrepreneurship Education <i>Trends, perspectives, issues, and implementation: A discussion with experts in the field</i> Harold Welsh, DePaul University, Chair Howard Stevenson, Harvard Graduate School of Business Charles Matthews, University of Cincinnati Gerald Hills, University of Illinois at Chicago Michael Morris, Miami University</p> | Santa Fe |
| | <p>1e. New Programs in Entrepreneurship Education Dan Rosetti, Stetson University, Chair <i>New developments in the UW-Eau Claire Entrepreneur Program</i> Erwin H. Steiner, University of Wisconsin--Eau Claire James Pathos, University of Wisconsin--Eau Claire <i>Entrepreneurship centers: Interesting survey information</i> Edward M. Hufft, Jr., Metropolitan State College of Denver Kenneth Huggins, Metropolitan State College of Denver <i>Recruiting and developing a more diverse pool of entrepreneurial students: An assist in legitimizing the field of entrepreneurship</i> Andrew C. Corbett, University of Colorado at Boulder <i>Joint engineering and commerce business plan project evaluation</i> Josée Audet, Concordia University Joseph Pegna, Concordia University Richard Garon, Concordia University <i>Developing entrepreneurship: The role of industrial organization</i> Mary Allender, University of Portland</p> | Brazos B |

Thursday, February 17, 2000

10:00-11.15
(continued)

1s. Small Business Human Resources Policies and Training

Taos C

James N. Bradley, Central Washington University, Chair

An analysis of small business training and development in the United States by type of industry

Lloyd W. Fernald, Jr., University of Central Florida

George T. Solomon, The George Washington University

Competency expectations of and benefits offered to new hires--A survey of Central Pennsylvania small business

M. Ruhul Amin, Bloomsburg University

Howard Kinslinger, Bloomsburg University

Management skills and training needs of entrepreneurs and small business managers

Eric J. Romero, New Mexico State University

Sam Gray, New Mexico State University

Beware small businesses: The teams are coming

David C. Adams, Manhattanville College

Joseph Galante, Millersville University

1f. Conflict in the Family Business

Pecos

Susan Schierstedt, University of Wisconsin-Oskosh, Chair

The influence of Confucian ideology on conflict in Chinese family

Jun Yan, Texas Tech University

Ritch L. Sorenson, Texas Tech University

Women's response to conflict: A conceptual look at gender differences in conflict management within family firms

Cathleen A. Folker, University of Nebraska

Should you hire your spouse in your small business?

Timi Catherline Gleason, HR Consultant

Nathan Oestreich, San Diego State University

Howard Toole, San Diego State University

1w. Training Practicing Business Owners

Taos B

Jamaluddin Husain, Purdue University Calumet

1r. Research Workshop: Honing Statistical Analysis Skills

Taos A

Understanding which statistical test to use: A decision tree

Robert N. Lussier, Springfield College

Joel Corman, Suffolk University (emeritus)

1i: International Franchising Panel:

**FRANCHISING AT THE START OF THE MILLENNIUM:
PERSPECTIVES FROM THREE CONTINENTS**

Moderator: Carolyn P. Gough, University of El Paso

Panelists:

Colin McCosker, University of Southern Queensland (Toowoomba, Queensland, Australia)

Lorelle Frazer, University of Queensland (Ipswich, Queensland, Australia)

John Stanworth, University of Westminster (London, England)

Guadalupe

11:30-1:30p

**All-Conference Edward Lowe Foundation Luncheon
Best Hat Awards**

Coronado

2c. Partners Across Curriculum

Santa Fe

Cross-curriculum Program Activities

Joseph Roberts, Columbia College, Chair
 Robert Carver, Southern Illinois University at Edwardsville
 David Pistrui, Alfred University
 Mark Cornett, Clarkson University
 Scott Shane, Massachusetts Institute of Technology

2m. Small Business Institutes and Student Teams

Brazos A

William C. Schulz III, Oglethorpe University, Chair

Promoting a new small business institute program: A case study

Kirk C. Heriot, North Georgia College & State University
 C. Michael Powell, North Georgia College & State University

*Enhancing SBI student consulting competencies: A decade long (AAR)**After Action Report*

Dennis J. Elbert, University of North Dakota
 Philip A. Harmeson, University of North Dakota
 James Faircloth III, University of North Dakota

*Industry/employer needs assessment by student consultant teams:**Civilized assessment using IS strategies*

Stephanie Dikovics Huneycutt, Christopher Newport University

Yet another benefit of small business institute: A hands-on experience in business ethics

Stephen W. Osborne, Indiana University of Pennsylvania

2e. New Pedagogies for Entrepreneurship Education

Brazos B

Deborah H. Francis, Auburn University Montgomery, Chair

Using small business case studies in the development of reflective practice

Robert E. Bernier, University of Nebraska at Omaha

Using the minicase as an educational tool

Michael S. Broida, Miami University

2s. Small Business Strategies and Strategic Alliances

Taos C

Stewart Thornhill, York University, Chair

Inter-firm alliances in the small business: The role of social networks

Anat Barnir, University of North Texas
 Ken A. Smith, Syracuse University

Strategies used by small business entrepreneurs

Robert N. Lussier, Springfield College
 Matthew C. Sonfield, Hofstra University
 Joel Corman, Suffolk University
 Mary McKinney, Duquesne University

Strategic alliances in new ventures: Does alliance structure follow theory?

Joette M. Wisnieski, Indiana University of Pennsylvania
 Michael J. Dowling, Universitataet Regensburg

Assessing the likelihood of business success with or without business plans

Edward D. Bewayo, Montclair State University

1:45-3:00p
(continued)

2f. Philanthropic Perspective of Well-Known Entrepreneurial Families in Texas Pecos
Moderators: Nancy Upton, Baylor University
Elisabeth J. Teal, Baylor University
Panelists: Sally Kleberg, King Ranch
Carmel Border, Tapestry Foundation
Michael de la Garza, Howard Butt Foundation

2w. Challenges in Minority Education Taos B
Preparing entrepreneurs for the 21st century: Opportunities and challenges facing historically black colleges and universities
Kenneth J. Lacho, University of New Orleans
Thaddeus McEwen, North Carolina A&T State University
Bob Askew, Norfolk State University
John Sibley Butler, University of Texas at Austin
Edward Irons, Clark Atlanta University
Mary White, Jackson State University

2r. Tips on Getting Published Taos A
Robert N. Lussier, Springfield College
Joel Corman, Suffolk University (emeritus)

2n. Evaluating New Venture Opportunities Guadalupe
Mary Wilson Callahan, Advanced Technology Development Center, Chair
Identifying "prime" opportunities: A framework for evaluating venture opportunities
Sherrie E. Human, Xavier University
Thomas Clark, Xavier University
Bill Cunningham, Xavier University
Sandy Eustis, Center for Adaptive Management
Venture capitalists' tactics for managing high technology investment risk
Douglas D. Moesel, University of Missouri-Columbia
James O. Feit, Jonkoping International Business School.
Lowell W. Busenitz, University of Oklahoma
Public and commercial market penetration: Competitive barriers and demographic factors for small firms
Howard S. Rasheed, University of South Florida
The role of legitimization thresholds on market-entry decisions in an experimental game setting: When do potential entrepreneurs sit it out?
David E. Olson, California State University at Bakersfield
Darryl A. Seale, University of Nevada at Las Vegas
Accelerating new entrepreneurs: Incubator alternatives
Mary Wilson Callahan, Advanced Technology Development Center
Matt Bailey, Boston Consulting Group

3:00-3:15p

Refreshment Break

3:15-4:30p **3c. Entrepreneurship and the Arts** Santa Fe
Campus Programs for Self-Employed Artists and Musicians
Gary Ernst, North Central College, Chair
Larry Wacholtz, Belmont University
Michael Winchell, Illinois State University
Bonnie Gestwicki, Corning Community College
Clarke Greene, Columbia College

3m. K-12 Entrepreneurship Education Programs Brazos A
Youth Entrepreneurship Programs: Why universities want a piece of the pie
Victoria Van Asten, The Institute for Entrepreneurship, Chair
James W. Bronson, University of Wisconsin-Whitewater
David E. Mielke, Grand Valley State University
Sandra Shirk, Marquette University

3:15-4:30p
(continued)

3e. Entrepreneurship Education for Non-Traditional Students

Brazos B

Don Hoy, Benedictine College, Chair

The status of entrepreneurial and small business education in America

Thomas W. Falcone, Indiana University of Pennsylvania

Stephen W. Osborne, Indiana University of Pennsylvania

Increasing the focus on entrepreneurship: What worked and what didn't

Charles F. Falk, Northeastern Illinois University

Allen N. Shub, Northeastern Illinois University

Entrepreneurship education for the third millennium: Taking over the world with the "E" spirit

R. Wilburn Clouse, Vanderbilt University

Terry Goodin, Vanderbilt University

Joe Aniello, Vanderbilt University

Entrepreneurship education for non-business students

J. David Hunger, Iowa State University

James H. Davis, University of Notre Dame

J. Barry Gilmore, University of Memphis

R. Wilburn Clouse, Vanderbilt University

Entrepreneurship education: Impact on a graduate population

Patricia Fleming, University of Limerick

3s. USASBE Small Business Division Meeting

Taos C

Fred Fry, Bradley University, VP Small Business

3f. Teaching Family Business: Ethical Dilemmas

Pecos

Steven Hobbs, University of Alabama Law School, Chair

Gregg McCann, Stetson University

Michelle DeMoss, Stetson University

Elisabeth Teal, Baylor University

Nancy Upton, Baylor University

3w. Women & Minorities: Succeeding Against the Odds

Taos B

Frances Amatucci, Salem State College, Chair

Female minority entrepreneurs: Succeeding against the odds

Frances Amatucci, Salem State College

Bonita L. Betters-Reed, Simmons College

Deborah Cain Good, Seton Hill College

Robert D. Hisrich, Case Western Reserve University

Barbara Mistick, Seton Hill College

Learning from the past

Jane Plitt, University of Rochester

3d. SBI Director Certification Workshop

Taos A

Gary L. Aitchison, Iowa State University

3i. International Culture and Human Resources Management

Guadalupe

Jeff Shay, University of Montana, Chair

Understanding the nature of the work in the small company

Atilio Armando Penna, Atilio Penna & Associates

Development of the CEO skills in the small company

Atilio Armando Penna, Atilio Penna & Associates

Work and owner satisfaction: Implications for performance measurement

John Watson, University of Western Australia

Rick Newby, Edith Cowan University

David Woodliff, University of Western Australia

To train or not to train? - That is the question

Syeda-Masooda Mukhtar, Manchester Business School

| | | |
|------------|--|---|
| 4:45-6:00p | <p>4c. Entrepreneurship and the Law <i>Teaching and Practicing Entrepreneurship Law</i> Thomas Morsch, Northwestern University, Chair Patricia Lee, University of Chicago David Lukens, Columbia University Carrie Cavalier, Jenkens & Gilchrist, Dallas, Texas Lisa Vance, Jenkens & Gilchrist, Austin, Texas</p> <p>4m. Undergraduate Model Program Award Finalists Charles W. Hofer, University of Georgia, Chair Presentations: George Washington University University of Victoria</p> <p>4e. Entrepreneurship at the High School Level O. Victor Lenz, Jr., Lindbergh School District, Chair Joyce Brockhaus, Lindbergh School District Bess Wilfong, Lindbergh Academy Cheri Bruce, Lindbergh Academy</p> <p>4f. USASBE Family Business Division Meeting Sandra King, California State Polytechnic University, Pomona, VP Family Business</p> <p>4w. Minority Profiles and Issues Edward Rogoff, Baruch College, Chair</p> <p><i>The use of financial and human capital by Native American family owned businesses</i> George W. Haynes, Montana State University Nathaniel R. St. Pierre, Montana State University</p> <p><i>A profile of women microenterprise</i> Ruthie G. Reynolds, Tennessee State University</p> <p><i>Public entrepreneurship training: Beta test findings and suggestions for improvements</i> Ronald G. Cook, Rider University Paul Belliveau, Rider University Kristen L. VonSeggern, Rutgers University</p> <p>4t. USASBE Corporate Entrepreneurship Division Meeting J. Michael Alford, The Citadel, VP Corporate Entrepreneurship</p> <p>4i. Facilitating an International Agenda <i>Identifying funding sources for international research, teaching, and faculty development</i> Emeric Solymossy, Western Illinois University-Quad Cities Mark Weaver, University of Alabama Nancy Napier, Boise State University</p> <p>4b. SBIDA Regional Meetings Joel Corman, Suffolk University, President, Region I Edward Bewayo, Montclair State University, President, Region II Stephanie Huneycutt, Christopher Newport University, President, Region III Carlotta Roberts, Kennesaw State University, President, Region IV Michael Broida, Miami University, President, Region V Don Bradley III, University of Central Arkansas, President, Region VI Rodney Sherman, Central Missouri State University, President, Region VII Nancy Dodd, Montana State University, President, Region VIII Dewey Johnson, California State University - Fresno, President, Region IX</p> | <p>Santa Fe</p> <p>Brazos A</p> <p>Brazos B</p> <p>Pecos</p> <p>Taos B</p> <p>Taos A</p> <p>Guadalupe</p> <p>Rio Grande</p> |
|------------|--|---|

| | | |
|------------|---|----------|
| 6:30-8:30p | COLEMAN USASBE/SBIDA OPENING RECEPTION | Coronado |
|------------|---|----------|

| | | |
|-----------|---|------------|
| 10:00p ++ | <p>THE LAST SESSION Conversation and Collegiality on the Rapids Terrace</p> | Rapids Bar |
|-----------|---|------------|

Friday, February 18, 2000

| <u>Time</u> | | <u>Room</u> |
|-------------|---|-------------|
| 7:30-8:30a | All-Conference Networking Breakfast USASBE and SBIDA Past Presidents' Breakfast | Coronado |
| 8:45-9:45 | <p>Plenary Session: <i>CHALLENGES FOR ENTREPRENEURS IN THE NEW MILLENNIUM</i> <i>Vision of Women Entrepreneurs and Executives:</i> <i>A Hint for the New Millennium</i> Barbara Bird, American University <i>How Marriage and Family Life Affect the Business</i> Kathy J. Marshack, Licensed Psychologist and Family/Business Consultant <i>Transitions--Milestones on the Route to Success</i> Dorothy P. Moore, Distinguished Professor of Entrepreneurship, The Citadel</p> | Coronado |
| 9:45-10:00 | Refreshment Break | |
| 10:00-11:15 | <p>5c. Deans Panel: <i>Getting Your Dean to say "Yes" to Entrepreneurship Education</i> Gary A. Giamartino, Dean, School of Business Administration, University of Detroit Mercy, Chair Fred J. Evans, Dean, Sid Craig School of Business, California State University, Fresno Neil E. Seitz, Dean, School of Business and Administration, Saint Louis University Michael W. Hennessy, President, The Coleman Foundation, Inc.</p> | Santa Fe |
| | <p>5m. Entrepreneurship Education Pedagogy Award Finalists Charles W. Hofer, University of Georgia, Chair Presentations: Carol Reeves and Jon Johnson, University of Arkansas George T. Solomon, George Washington University Charles W. Hofer, University of Georgia</p> | Brazos A |
| | <p>5s. Small Business Staffing Issues <i>Labor shortages and their effects on small firms</i> William J. Dennis, Jr., NFIB Foundation</p> | Taos C |
| | <p>5f. Innovation and Creativity in Family Business Arlen Richard Lessin, International Institute for Entrepreneurial Development and Wilkes University Sandra King, California State Polytechnic University, Pomona</p> | Pecos |

10:00-11:15
(continued)

5w. Challenges and Trends for Women Entrepreneurs

Taos A

Denise-Margaret Thompson, Norfolk State University, Chair

Challenges and opportunities for entrepreneurship educators: Are we missing the point in accounting and marketing with female entrepreneurs?

Chandra A. Schorg, Texas Woman's University

Sherrill R. Taylor, Texas Woman's University

Unemployed to entrepreneur: More data, more insights

Stephen W. Osborne, Indiana University of Pennsylvania

Thomas Falcone, Indiana University of Pennsylvania

Prashanth B. Nagendra, Indiana University of Pennsylvania

Nun entrepreneurs: Paradigms, paradoxes, and passion

Dorothy E. Brawley, Kennesaw State University

Carlotta D. Roberts, Kennesaw State University

Jane Enniss, Kennesaw State University

Who wants to be an entrepreneur?

Deborah H. Francis, Auburn University at Montgomery

Kevin Banning, Auburn University at Montgomery

5r. Future Directions in Entrepreneurship Research

Taos B

Future research directions in entrepreneurship research: Where do we go from here?

J. David Hunger, Iowa State University, Chair

Harold Welsch, DePaul University

Patricia G. Greene, University of Missouri-Kansas City

Max Wortman, Iowa State University

5i. International Internships

Guadalupe

An innovative approach to internships: Enhancing the global competitiveness of Idaho's small business

Nancy Napier, Boise State University, Chair

Bob Shepard, Boise State University

Stephanie Hunt, Boise State University

Frederic Anderson, Boise State University

Tony Mendes, Kauffman Center for Entrepreneurial Leadership

11:30-1:30p

All-Conference Luncheon

Coronado

Lawrence N. Field Center Feature:

The Experiences and Lessons of a 20th Century Entrepreneur: How Relevant in the Next Millennium?

**Marjorie Alfus, President,
Alfus Family Limited Partnerships**

1:45-3:00p

6c. Academic Community Outreach Programs

Santa Fe

Collegiate & K-12 Program Outreach

Victoria Van Asten, The Institute for Entrepreneurship, Chair

Timothy Stearns, California State University at Fresno

Mary Henry, The Center for Entrepreneurship

Hazel King, Illinois Institute for Entrepreneurship Education

6m. Faculty Development

Brazos A

Mentoring Entrepreneurs as Faculty Members

Clint B. Tankersley, Syracuse University

1:45-3:00p
(continued) **6e. Distance Learning** Taos A
Teaching a 21st century distance learning course
 Dewey E. Johnson, California State University at Fresno
 Nancy Levenburg, Grand Valley State University

6s. USASBE Individual Entrepreneurship Division Meeting Taos C
 J. David Hunger, Iowa State University, VP-elect Individual Entrepreneurship

6r. Theory Development in Entrepreneurship Research Taos B
Theory development in entrepreneurship: Trends for the new millennium
 Donald F. Kuratko, Ball State University, Chair
 R. Duane Ireland, Baylor University
 Michael H. Morris, Miami University
 Minet Schindehutte, Miami University

6i. USASBE International Division Meeting Guadalupe
 Jon Richards, Southwest Oregon Community College, VP International Entrepreneurship

6h: Chamber of Commerce Panel: Rio Grande
FROM THE GROUND UP: HOW TO TAKE A START-UP AND GROW IT SUCCESSFULLY
 Moderator: Charles N. Toftoy, Director, Center for the Advancement of Small Business, The George Washington University
 Panelists:
 David Spencer, President and Founder, On Board Software, Inc.
 Jackie Fellers, President, Fellers Specialty Advertising, Inc.
 Lee Sutterfield, President, Secure Logix

6f: Cashed-Out Presidents Panel: Pecos
NEW NATIONAL ASSOCIATION OF FORMER OWNERS AND PRESIDENTS OF ENTREPRENEURIAL BUSINESSES
 J.W. Kisling, Former CEO of Multiplex, Founder of COPS, Distinguished Lecturer in Entrepreneurship at St. Louis University
 Joyce Brockhaus, President, The Brockhaus Group Consultants
 Robert H. Brockhaus, Coleman Foundation Chairholder in Entrepreneurship at St. Louis University

3:00-3:15p Refreshment Break

3:15-4:30p **7c. Practitioner Community Outreach Programs** Santa Fe
Unique Programs for Entrepreneurs
 Jamaluddin Husain, Purdue University Calumet, Chair
 Monica Doss, Council for Entrepreneurial Development
 Timothy Stearns, California State University at Fresno
 David Volkman, University of Nebraska at Omaha

7m. MBA Model Program Award Finalists Brazos A
 Charles W. Hofer, University of Georgia, Chair
 Presentations: University of Texas at Austin
 University of Louisville

3:15-4:30p
(continued)

7e. Issues in Small Business and Entrepreneurship Education
Defining the Boundaries: Delineating Overlaps in Teaching Small Business and Entrepreneurship Education
Fred L. Fry, Bradley University
Eugene Fregetto, University of Illinois-Chicago

Brazos B

7s. Niche Strategies for Small Firms

Radha Chaganti, Rider University, Chair

Surviving "W-Day": An assessment of the impact of Wal-Mart's invasion of small town retailing communities

Jeffrey E. McGee, University of Texas at Arlington
Mark Peterson, University of Texas at Arlington

Niching on know-how: Information-intensive transacting as a sustainable niche strategy for small retailers

Reginald A. Litz, University of Manitoba
Alice C. Stewart, Ohio State University

Small prospects against big boxes? A partial test of Chen's (1996) theory of interfirm rivalry

Reginald A. Litz, University of Manitoba
Alice C. Stewart, Ohio State University

When Goliath comes to town: Entrepreneurial growth opportunities presented by a competitors' merger or acquisition

Todd J. Hostager, University of Wisconsin-Eau Claire

Taos C

7f. Family Business Succession Planning

Dianne H.B. Welsh, Eastern Washington University, Chair

It takes a village to raise a successor: The potential role of family business programs in developing young children into leaders

Clark H. Hammond, South Dakota Family Business Institute
Ryan Holoch, University of South Dakota

Factors affecting the success of family business following the succession

George T. Solomon, George Washington University
Sandra King, California State Polytechnic University, Pomona
Ayman Tarabishy, George Washington University
Erik K. Winslow, George Washington University

Succession planning in the US and the UK family owned firms

Meg Furio, Loyola College in Maryland
Harsha Desai, Loyola College in Maryland

Pecos

7w. USASBE Minority & Women Division Meeting

Howard Van Auken, Iowa State University, VP Minority & Women

Taos A

7r. Entrepreneurship Research Methods

Attention All Entrepreneurship Researchers--Come on Down: Research Methods

Michael D. Meeks, University of Colorado-Boulder, Chair
Sharon Alvarez, Ohio State University
Andrew Corbett, University of Colorado-Boulder
Dawn DeTienne, University of Colorado-Boulder
Chuck Hofer, University of Georgia
Kenneth R. Robinson, University of South Carolina
Alex Stewart, Texas Tech University

Taos B

7d. Managing Client Counseling

LoAnn Ayers, Washington State University Tri-Cities, Chair
Bill Klupenger, Lane Community College
Jean Names, Lane Community College
Dean Otto, South Central Technical College
John Tobin, South Central Technical College

Guadalupe

4:45-6:00p

8b.

SBIDA Business Meeting
Douglas Frazer, Millersville University, President

Rio Grande

8c. Practitioner Partners

Connecting the Entrepreneurship Spirit with the Regional Community

Wilburn Clouse, Vanderbilt University, Chair
Gerald Hills, University of Illinois at Chicago
Ruthie Reynolds, Tennessee State University
Kenneth J. Lacho, University of New Orleans
Larry Wacholtz, Belmont University

Santa Fe

8e. USASBE Entrepreneurship Education Division Meeting

Charles Toftoy, George Washington University,
VP Entrepreneurship Education

Brazos A

8f. Critical Issues for Family Business CEOs

How Family Business Impacts the Entrepreneur/CEO

Carmen Bianchi, Carmal & Associates
Alan G. Weinstein, Canisius College

Pecos

8t. Edward Lowe Foundation Resources and Web-Page Demonstration

Demonstration and Information-Sharing Session: Quick Read Solutions, Interactive Tools, and Business Builder Software

Eric Vines, Edward Lowe Foundation

Taos A

8r. Entrepreneurship Research Data Sources

Attention all Entrepreneurship Researchers--Come on Down: Data Sources

Michael D. Meeks, University of Colorado-Boulder, Chair
Candida Brush, Boston University
William J. Dennis, Jr., NFIB Foundation
Patricia G. Greene, University of Missouri-Kansas City
Heidi M. Neck, University of Colorado-Boulder
Rick Newby, Edith Cowan University

Taos B

8n. Risk Evaluation and Financing Issues

Donna Watkins, University of Southern Colorado, Chair

Life Insurance funding of buy-sell arrangements in small businesses
Loren Tauer, Cornell University

Examining the "risk" in risk capital: Finding frameworks and application for the 21st century
Mary Kay Sullivan, Maryville College

Attitudes toward risk and the personal balance sheets of small business owning families
Susan Coleman, University of Hartford

Small business familiarity with sources of capital: Impact of location and capitalization
Howard Van Auken, Iowa State University

Guadalupe

6:30-10:30p

USASBE/SBIDA Dinner Dance
****Rio Cibolo Ranch****

11:00 ++

The Last Session
Conversation and Collegiality on the Rapids Terrace

Rapids Bar

Saturday, February 19, 2000

| <u>Time</u> | | <u>Room</u> |
|-------------|---|-------------|
| 7:30-8:30a | Kauffman All-Conference Networking Breakfast | Coronado |
| 8:45-9:45a | Kauffman Highlight Speaker: GLOBAL ENTREPRENEURSHIP MONITOR PROJECT Paul D. Reynolds, Paul T. Babson Professor of Entrepreneurial Studies, Babson College | Coronado |
| 9:45-10:00 | Refreshment Break | |
| 10:00-11:15 | 9c. New Faculty Session <i>An Introduction to the Field of Entrepreneurship</i> Joseph Roberts, Columbia College, Chair Lynn Neeley, Northern Illinois University Charles Matthews, University of Cincinnati | Santa Fe |
| | 9m. Specialty Model Program Award Finalists Charles W. Hofer, University of Georgia, Chair Presentations: University of Texas at El Paso: Franchising Program Stetson University: Family Business Program | Brazos A |
| | 9e. Internships and Partnerships David H. Hovey, State University of West Georgia, Chair <i>Partnership and entrepreneurial education</i> Jeffrey R. Alves, Wilkes University Anne Heineman Batory, Wilkes University <i>Internships in entrepreneurship: Issues, problems and solutions from the trenches of the frontline of entrepreneurship education</i> Kenneth J. Lacho, University of New Orleans Shaanette Fowler, University of Akron Thaddeus McEwen, North Carolina A&T State University Edward G. Cole, St. Mary's University <i>Experiencing entrepreneurship: Ten years of undergraduate startups</i> Nancy Upton, Baylor University Elisabeth J. Beth Teal, Baylor University <i>Fostering of entrepreneurialships by universities: Outlines of an entrepreneurship education within the scope of the 'Bizeps-Project'</i> Ulrich Braukmann, University of Wuppertal | Brazos B |
| | 9s. Organizational Learning Todd A. Finkle, University of Akron, Chair <i>Differences in the knowledge networks of SME firms</i> Emeric Solymossy, Western Illinois University-Quad Cities <i>Organizational learning in new ventures: Enhancing entrepreneurial success in the new millennium</i> Benyamin M. Bergmann Lichtenstein, University of Hartford G. T. Lumpkin, University of Illinois at Chicago Jon T. Walton, University of Illinois at Chicago <i>The impact of organizational culture on SME information processing</i> Michael Stoica, Washburn University Harold Welsch, DePaul University Jianwen Liao, Robert Morris College | Taos C |

10:00-11:15
(continued)

9f. Methodological Issues in Family Business Research

Clark H. Hammond, University of North Dakota, Chair

Pecos

An examination of the relationship between innovation and ownership structure

E. Alan Hartman, University of Wisconsin Oshkosh
Donald Gudmundson, University of Wisconsin Oshkosh
C. Burk Tower, University of Wisconsin Oshkosh

Ownership and management: Issues of family owned businesses
Jerry Biberman, University of Scranton

9w. Community Development and Not-for-Profit Enterprise

Norris Krueger, Boise State University, Chair

Taos B

Role of small business in community development: An open system, interactive model

Abbas Nadim, University of New Haven
Joseph Parker, University of New Haven

Improving the business climate of inner cities
David P. Brennan, University of St. Thomas

Entrepreneurship, commercial activities, and nonprofit social services: Seeking profits in a nonprofit world

Nancy E. Landrum, New Mexico State University
Kim Hinrichs, New Mexico State University

The Cobb Microenterprise Initiative: A collaborative model for targeting low and moderate income clients

Dorothy Brawley, Kennesaw State University
Carlotta Roberts, Kennesaw State University
Gary Roberts, Kennesaw State University

New competitors for small business: The for-profit mentality of nonprofit organizations

Karen A. Froelich, North Dakota State University

9t. Small Business Use of the Internet

Thomas C. Dandridge, Grand Valley State University, Chair

Taos A

Small business use of the internet

Thomas C. Dandridge, Grand Valley State University
Nancy M. Levenburg, Grand Valley State University
William J. Dennis, Jr., NFIB Foundation

Whipping the unwieldy web

Johan Curtiss, Washington State University
Jim Entler, EMC-Squared Consulting
Susan Sande, Washington State University

9i. Entrepreneurship in Other Countries

Anatoly V. Zhuplev, Loyola Marymount University, Chair

Guadalupe

A process for developing a national policy on micro finance in emerging countries: The case of Malawi

John Masten, Tennessee State University
Benson Kandoole, Malawi Institute of Management

Establishing and developing small businesses in a post-communist economy: The case of Hungary

Matthew C. Sonfield, Hofstra University

An international comparison of the effects of corporate entrepreneurship on international activities in a changing world

Morten Huse, University of Halmstad
Jonas Gabrielsson, University of Halmstad
Henrik Winlund, University of Halmstad

Small business counselor certification program, Asian-Pacific Economic Corporation

Lloyd Fernald, University of Central Florida
Kathie Kunkel Holland, Certified Management Consultants

| | | |
|-------------|---|----------|
| 11:30-1:30p | All Conference Awards Luncheon USASBE/SBIDA-2000 Entrepreneur of the Year Joe Kaplan, President & CEO, Innovative Merchant Solutions | Coronado |
|-------------|---|----------|

| | | |
|------------|--|-------|
| 1:45-3:00p | 10b. USASBE Business Meeting Lynn Neeley, Northern Illinois University, President | Pecos |
|------------|--|-------|

10c. John Hughes's Perspective Santa Fe
John Hughes's perspective on the role of education, students, entrepreneurs, community involvement, government and philanthropy
 John E. Hughes, Chairman, Hughes Charitable Foundation and The Coleman Foundation, Inc.
 Michael W. Hennessy, President, The Coleman Foundation, Inc.

10m. Case Competition Award Presentations: 1999 Regional C.O.Y. Winners and other Previous Winners Brazos A
How to be a winning "Case of the Year": Presentations, judging and advice
 Sherrill R. Taylor, Texas Woman's University, Chair
 Ronald G. Cook, Rider University
 Jerad Boyd, S.I.F.E.

| | | |
|------------|-------------------|--|
| 3:00-3:15p | Refreshment Break | |
|------------|-------------------|--|

3:15-4:30p **11c. Coleman Open Session** Santa Fe
Open Forum: Nurturing Student Entrepreneurs & Businesses
 Moderator: Robert Brockhaus, St. Louis University

11m. 1999 Model Program Award Presentations Brazos A
 Charles W. Hofer, University of Georgia, Chair
 Presentations:
 University of St. Thomas, 1999 Undergraduate Program Winner
 San Diego State University, 1999 MBA Model Program Winner
 University of Pittsburgh, 1999 PhD Model Program Winner

11e. Entrepreneurship Education: Issues and Findings Brazos B
Entrepreneurship education for the 21st century: Key Issues
 Heidi M. Neck, University of Colorado at Boulder, Chair
 Larry W. Cox, Kauffman Foundation
 Charles W. Hofer, University of Georgia
 Scott Kunkel, University of San Diego
 Michael D. Meeks, University of Colorado at Boulder
 Michael H. Morris, Miami University

11s. Organizational Culture and Networks Taos C
 James C. Segovis, Bryant College, Chair
Where everybody knows your name: Extraorganizational clan-building as small firm strategy for home field advantage
 Reginald A. Litz, University of Manitoba
 Alice C. Stewart, Ohio State University
Knowledge utilization in high tech start-ups: Predicting knowledge sharing from employee mental models
 Edward W. Rogers, Cornell University
Examining the role of co-founders and entrepreneurs social networks to growth in high tech firms
 Robert P. Singh, University of the Pacific

3:15-4:30p
(continued)

11f. Family Vs. Non-Family Business Issues

David Pistrui, Alfred University, Chair

Pecos

Consumer attitudes towards family-owned businesses vs. non family businesses on critical buying decision variables

Sandra King, California State Polytechnic University, Pomona
Deborah Brazeal, California State Polytechnic University, Pomona
Catherine Ashley-Cotleur, Frostburg State University

Family-owned vs. non-family businesses: Estimating their numbers and salient problems

Fred L. Fry, Bradley University
Charles R. Stoner, Bradley University

11w. Sustainable Entrepreneurship

Robin D. Anderson, University of Portland, Chair
Steven A. Kolmes, University of Portland
Todd M. Shank, University of Portland

Taos B

11t. Electronic Commerce and Innovation

Ronald S. Rubin, University of Central Florida, Chair

Taos A

E-Commerce and Y2K: An examination of small business practices

Jeffrey S. Hornsby, Ball State University
Donald F. Kuratko, Ball State University
Douglas W. Naffziger, Ball State University
Thomas M. Harris, Ball State University

Putting your customers on the map: A primer on computer cartography for the small business using Microsoft's Excel desktop mapping feature

Ronald S. Rubin, University of Central Florida

Technology's effect on small business in the 21st century

Don B. Bradley, III, University of Central Arkansas
Kenneth J. Lacho, University of New Orleans

11i. International Division

Special Interest Group 1: international research

Special Interest Group 2: international business

Emeric Solymossy, Western Illinois University-Quad Cities
Paul G. Simmonds, Florida State University

Guadalupe

4:45-6:00p

12c. Coleman Open Session

Open Forum: Nurturing Student Entrepreneurs & Businesses
Moderator: Robert Brockhaus, St. Louis University

Santa Fe

12m. 1998 Model Program Award Presentations

Charles W. Hofer, University of Georgia, Chair
Presentations:
Kennesaw State University, 1998 Undergraduate Program Winner
Ball State University, 1998 MBA Model Program Winner
University of Georgia, 1998 PhD Model Program Winner

Brazos A

12e. Entrepreneurship Education Models and Approaches

Entrepreneurship education for the 21st century: Pedagogy approaches

Michael D. Meeks, University of Colorado at Boulder, Chair
Gary M. Cadenhead, University of Texas at Austin
Charles W. Hofer, University of Georgia
Don Kuratko, Ball State University
Scott Kunkel, University of San Diego
Michael H. Morris, Miami University
Charles Toftoy, George Washington University
Ayman Tarabishy, George Washington University

Brazos B

4:45-6:00p
(continued)

12s. Small Business Marketing and Ethics

Taos C

Terry L. Gaston, Southern Oregon University, Chair

Aligning professional and marketing attributes in small professional businesses: Client evaluation of lawyer service quality in Chapter 7 bankruptcies

Todd Starr Palmer, Penn State Erie

Brenda E. Joyner, Loyola University New Orleans

Varying perspectives of advertising strategy development for small business

Paul Dunn, University of Louisiana at Monroe

Robert E. Stevens, University of Louisiana at Monroe

Henry S. Cole, University of Louisiana at Monroe

Marketing mechanical contractors by size and type

Steve VanderVeen, Calvin College

12f. Balancing Family and Business Growth

Pecos

How to achieve family alignment and balance while implementing strategies for optimum growth

Lauren Black Schwarz, President, The Learning Organization

12t. Innovation and Change

Taos B

Mainuddin Afza, Bloomsburg University, Chair

Perceived strategic uncertainty and environmental scanning activities: A study of small high technology manufacturing firms

Dilene R. Crockett, University of Texas at Arlington

Jeffrey E. McGee, University of Texas at Arlington

Entrepreneurship in a new millennium: How will information technology redefine the profile of the successful small business owner?

Michael D. Ames, California State University Fullerton

Organizational commitment to innovativeness, marketing, and barriers to entrepreneurship: An exploratory study

Theodore T. Herbert, Rollins College

Out of the Frying Pan...? Why small business executives sometimes introduce high risk new products

Sonia Savelli, Oakland University

Mark Simon, Oakland University

Susan M. Houghton, Georgia State University

12n. Internet Strategic Planning

Taos A

Internet Strategic Planning for Small Business

Don B. Bradley, III, University of Central Arkansas

12i. International Division

Guadalupe

Special Interest Group 3: international education

Special Interest Group 4: training and technical assistance

Jon Richards, Southwest Oregon Community College

Marek Lyzwiniski, Plattsburgh State University

6:30-10:00p

Dinner on your own

10:30 ++

The Very Last Session
Conversation and Collegiality on the Rapids Terrace

Rapids Bar

Sunday, February 18, 2000 Post-Conference Sessions

| <u>Time</u> | | <u>Room</u> |
|-------------|---|-------------|
| 7:30-8:30 | Continental Breakfast (Pre-Registration Required) | Santa Fe |
| 8:30-9:45 | Doctoral Consortium (Pre-Registration Required) Charles W. Hofer, University of Georgia | Santa Fe |
| 8:30-9:45 | USASBE/SBIDA-2000 Feedback Session Joan Winn, University of Denver, VP-Programs USASBE John Wallace, Marshall University, VP-Programs SBIDA | Brazos B |
| 8:30-12:00n | USASBE/SBIDA 2001 Planning Committee George Solomon, George Washington University, VP Program-elect USASBE Sherrill R. Taylor, Texas Woman's University, VP Program-elect SBIDA | Brazos B |



Please send any comments or corrections to:

jwinn@du.edu

OR

Wallace@marshall.edu

Presentation Abstracts, Plenary Talks, Award Winners,
and information about **USASBE/SBIDA-2001** have been posted on:

<http://usasbe.org> and <http://sbida.org>

We hope to see you again next year in Orlando!