Call for Papers
2017 Annual Conference

January 19-22, 2017
Philadelphia, Pennsylvania
Loews Philadelphia Hotel

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IMPORTANT DATES

Competitive Papers and Teaching Cases
Submissions Accepted Online:
June 18, 2016 – October 7, 2016

Acceptance Notice Date:
November 7, 2016

Final Submission for Proceedings:
December 15, 2016

Go to usasbe.org for complete call for papers, rules and guidelines. Submit papers, workshops and cases here: https://www.softconf.com/g/usasbe2017

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Conference proudly hosted by

DREXEL UNIVERSITY
Charles D. Close
School of Entrepreneurship
Don’t Miss USASBE 2017
- USASBE is the largest, academic association dedicated solely to Entrepreneurship Education and Research
- Expert Keynote Speakers.
- Integration of Conference with the history of Philadelphia, the birthplace of entrepreneurial thinking in the U.S.
- Excellence in Entrepreneurship Education Awards Program—See what cutting edge programs are doing
- Entrepreneurship Research Excellence Awards recognizing the highest caliber research
- Hone your work-in-progress in the Developmental Track and Emerging Topics Track
- Exciting pre-conference workshops including new Learning Journeys around historic and vibrant Philadelphia
- Doctoral Consortium and Career Services for up-and-coming Entrepreneurship Educators

Welcome to Philadelphia
- Drexel University's Charles D. Close School of Entrepreneurship welcomes all USASBE members to our historic city, filled with iconic museums, fine dining, the Liberty Bell, Independence Hall and more. Don't miss engaging workshops, insightful presentations, passionate speakers, and catching up with your colleagues in 2017!

USASBE Membership Information
- For USASBE membership information, contact: Patrick Snyder, USASBE Executive Director at psnyder@usasbe.org. Interested members may also join online at www.usasbe.org.

Want to Sponsor or Exhibit?
- Interested in becoming a sponsor or an exhibitor for USASBE 2017? Please contact Patrick Snyder, USASBE Executive Director at psnyder@usasbe.org or 262-472-1449.

Have Questions or Want to Volunteer?
- Individuals who wish to serve as reviewers, session chairs, discussants and facilitators should e-mail requests detailing their desired role by October 1, 2016 to Chuck Sacco at cns322@drexel.edu.
Key Conference Contacts
The following USASBE members are leading the efforts in their respective areas. Please contact the individuals below with specific questions pertaining to their chair duties. Additional conference committee members including track chairs are listed at the end of this document.

Conference Co-Chairs
Craig Galbraith – galbraithc@uncw.edu
Chuck Sacco – cns322@drexel.edu

Competitive Papers Chair
Luke Pittaway – pittaway@ohio.edu

Competitive Workshop Chair
Doug Miller – drmiller@vcu.edu

Awards Chair
Andy Heise – heisea@umkc.edu

Teaching Cases Chair
Kimble Byrd – byrd@rowan.edu

Experiential Exercises Co-Chairs
Doan Winkel - dwinkel@ilstu.edu
Ethne Swartz - swartz@fdu.edu

Developmental Papers Chair
Curt Stiles – stilesc@uncw.edu

Pre-Conference Workshop Chair
Damian Salas – ds578@drexel.edu

Submission Process & Requirements
All papers, workshops and cases must be submitted through the online submission system at https://www.softconf.com/g/usasbe2017.
Tracks and Topics
USASBE encourages discussion on the widest variety of topics. Topics for all types of submissions include, but are not limited to:

The Entrepreneurial Process
- Venture Creation, Growth, and Development
- Entrepreneurial Finance and Valuation
- Entrepreneurial Marketing
- Resource Strategies
- Economic Development and Developmental Entrepreneurship
- Entrepreneurial Consulting

Track Chair – Andac Arikan

The Entrepreneur
- Skills, Traits, Motives, and Values
- Cognitive Processes of Entrepreneurs and Innovators

Track Chair – SherRhonda Gibbs

Small and Family Business
- Small Business, Innovation and Growth
- Family Business and Entrepreneurship

Track Chairs – Whitney Peake & Esra Memili

Pedagogy, Curriculum and Entrepreneurship Education
- Pedagogy in Entrepreneurship
- Entrepreneurship across the Curriculum
- Building Entrepreneurship Programs, Centers and Institutes
- Experiential Learning
- Excellence in Entrepreneurial Education

Track Chair – Jeff Vanevenhoven

The Entrepreneurship Interface
- Ethics and Entrepreneurship
- Corporate Entrepreneurship
- Social Entrepreneurship
- Entrepreneurship in the Arts
- International Entrepreneurship
- Women and Minority Entrepreneurship
- Entrepreneurship in Underserved Communities
- Law and Entrepreneurship
- Entrepreneurship in the STEM Disciplines
- Public Policy in Entrepreneurship
- Entrepreneurship History

Track Chair – Maureen Casile
Competitive Papers

- Submissions must be entirely original, not previously published, and must not be under concurrent consideration or scheduled for presentation elsewhere.

- Submissions must be typed and double-spaced with one-inch margins using 12-point Times Roman font and must be in a single Microsoft Word file. Microsoft Word files will be converted to PDFs by the system before being distributed for review.

- Competitive papers should not exceed 30 pages - including abstract, executive summary, body, exhibits and references.

- In addition to the full text of the manuscript, all submissions must include an academic abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary should provide a synopsis of the central thesis, methodology, findings, implications for theory and/or practice, and how the findings can be implemented.

- Submissions must include an “Implications for Entrepreneurship Education” discussion as part of the “Conclusions and Implications” section. This discussion addresses the contribution of the author’s work to the advancement of the discipline and pedagogy.

- Submissions will be blind reviewed. Authors must avoid revealing their identities in the body of the paper. Doing so will result in automatic rejection.

- Selection for inclusion in the conference program will be based upon quality, originality and relevance as determined by the review process.

- Reviewers will be directed specifically to consider the “Implications for Entrepreneurship Education” issue.

- Accepted submissions will be published in the *USASBE 2017 Proceedings*. Specific formatting requirements will accompany the acceptance notice. Papers published in the *USASBE 2017 Proceedings* are NOT copyrighted.

- Submissions from students should be noted as such when author information is entered into the online submission system.

- Authors submitting competitive papers agree that if accepted, at least one author will attend the conference.

**Competitive Papers Chair: Luke Pittaway**
Teaching Cases

- Submissions must be entirely original, not previously published and must not be under concurrent consideration or scheduled for presentation elsewhere.

- Submissions must be typed and double-spaced with one-inch margins using 12-point Times Roman font and must be in a single Microsoft Word file. Microsoft Word files will be converted to PDFs by the system before being distributed for review.

- Case submissions should not exceed 30 pages, including the abstract, exhibits, references and teaching note.

- In addition to the full text of the manuscript, all submissions must include an academic abstract (100 word maximum).

- All cases must include a note to instructors outlining how the case is intended to be used, the courses and levels for which it is appropriate, the major concepts or issues addressed, the key discussion points and its contribution to case pedagogy.

- Cases may be based upon a primary or secondary data source reflecting the situation of an actual organization.

- Submissions must be accompanied by a teaching note. The case and teaching note should be included in the same Word file that is uploaded into the online submission system.

- Submissions will be blind reviewed. Authors must avoid revealing their identities in the body of the paper. Doing so will result in automatic rejection.

- Selection for inclusion in the conference program will be based upon quality, focus and practical classroom usefulness as determined by the review process. Reviewers will be directed to first assess the note to instructors.

- Accepted submissions will be published in the USASBE 2017 Proceedings. Specific formatting requirements will be provided with the acceptance notice. Cases published in the USASBE 2017 Proceedings are NOT copyrighted.

- Submissions from students should be noted as such when author information is entered into the submission system.

- Authors submitting cases agree that if accepted, at least one author will attend the conference.

Teaching Cases Chair: Kimble Byrd

USASBE
United States Association for Small Business and Entrepreneurship
Developmental Papers / Poster Sessions

The USASBE Developmental Track is designed for authors who seek written as well as face-to-face feedback and guidance from peer authors. The objective is to bring early-stage work to a poster session setting where peers can help to guide the development of the work towards eventual publication.

- Submissions must be typed, double-spaced with one-inch margins using 12-point Times Roman font in a single Word file and should not exceed 4,000 words excluding references. Papers exceeding 4,000 words will not be considered. To preserve anonymity, author names should NOT be identified anywhere in the proposal. If needed, authors should be mentioned in the text or notes in the third person only.
- To submit, authors should use the online submission system (www.usasbe.org) where they will be prompted to provide the proposal as well as their (and coauthors’ if any) contact information, and a 100-word abstract to be included in the proceedings if the paper is accepted. The deadline for developmental track proposals is November 15, 2016.
- Submissions from students should be noted as such when author information is entered into the online submission system.
- All proposals will be reviewed by at least two reviewers. However, reviewers will not be required to provide written comments to the authors. Acceptance decisions will be based on the novelty of research questions, potential contributions to the literature, and the assessed likelihood of completion. To that effect, authors are encouraged to specify research questions clearly as well as the potential contributions they envision. They should also provide findings and conclusions (if available) to verify that the proposal is much more than just an idea for a paper which may be written in the future.
- A minimum of one author must agree to participate in the poster session for a proposal to be accepted.
- Proposals accepted for the developmental track will be grouped for poster session presentations with others in a related research stream to the extent possible. Authors of accepted proposals will be provided the names and contact information of the other participants in their poster session. Authors are required to send the version of their papers that they wish to discuss to the other participants before the conference. Authors are expected to read all other participants’ papers with a constructively critical eye and be prepared to share evaluations and suggestions with the other participants. Comments should provide constructive feedback/suggestions to the author(s) on the research question, motivation, literature review, hypotheses/propositions, data, methods, implications, contributions, extensions of the work and possible publication outlets. These critiques will then form the basis of the poster session discussion as each paper is discussed in turn. It is very important that authors spend as much time and effort before the conference as they can to ensure that their feedback to the other authors is as useful and effective as the feedback they themselves hope and expect to receive.

Developmental Papers Chair: Curt Stiles
Competitive Workshops

Workshops are defined as interactive sessions where participants engage in experiential exercises, are provided the pedagogical framework for those exercises and take away specific tools and resources which can be implemented in other settings.

– Submissions must be typed, double-spaced with one-inch margins using 12-point Times Roman font in a Word file. Presenters must designate a division/track for submission in the online submission system and submit by **November 15, 2016.**

– Submissions must include an abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary should include the nature of the interactive exercises as well as the “take-aways” suitable for implementation at the attendees’ home institutions.

– Workshops submissions can be no more than 10 pages. Submissions must provide details on the purpose, procedures and contributions of each participant as well as the timeline for the workshop agenda.

– Submissions must include an “Implications for Entrepreneurship Education” discussion as part of the “Conclusions and Implications” section prior to the conclusion section.

– Authors submitting workshop proposals agree that all authors will attend the conference.

– Selection for inclusion in the conference program will be based upon quality, originality and relevance as judged by at least two independent reviewers.

– Presenters having workshops accepted for presentation must agree to follow a specific format in preparing a Word file of a one-page academic abstract along with the executive summary and full paper by **December 15, 2016.** Detailed instructions will accompany the acceptance notice.

**Competitive Workshops Chair: Doug Miller**

Pre-Conference Workshops

Pre-Conference Workshops have proven to be highly successful. Using a half day timetable, workshops have focused on a wide range of topics such as presenting insights into successful publishing in the top entrepreneurship journals, teaching finance to entrepreneurship students, taking entrepreneurship programs across campus and how to evaluate entrepreneurship programs. Pre-Conference Workshops are a terrific way to obtain in-depth material and to facilitate networking among presenters and attendees.

For the 2017 conference, up to four half-day workshops will be selected. This year we are taking a new approach and that the workshops should be centered on one of the following:

– Entrepreneurship in History
– Entrepreneurship in the Arts and/or Food
– Centers, Programs and Ecosystems
– Corporate Entrepreneurship

One workshop will be selected from each of these themes. The separate Learning Journeys will be designed to complement these themes and provide attendees with additional in-depth experiences. Proposals should be submitted by **September 30, 2016** and include:

– Title (working title is OK)
– 2-3 sentence description of the workshop and the anticipated outcomes
– A list of presenters

**Pre-Conference Workshops Chair: Damian Salas**
Experiential Exercises Track

The Experiential Exercises track is designed for educators to demonstrate their most impactful classroom exercises. Our objective is to showcase those who are teaching entrepreneurship by doing, and by doing so to create a community within USASBE where we can share the sorts of classroom experiences that bring learning to life. All submissions will automatically be submitted for review for a Special Issue of the Experiential Entrepreneurship Exercises Journal.

During the sessions in this track, you will perform your exercise, or an abbreviated version of your exercise. The audience will be your students and will expect to participate in active learning by doing; treat them like your students. To participate in the Experiential Exercises track, submit your proposal via the USASBE online submission system by October 7, 2016. The proposal must follow these guidelines:

- A 1200 word typed summary (including text, figures, tables, references) explaining the exercise, including general topic area (i.e., ideation, finance, marketing, customer development, design thinking) in a Word file.

- Timeline for the session. In other words, how will you use the participants as students and what will the “students” do in the session. Clearly state whether you need 15 minutes, 30 minutes, or 45 minutes to perform your exercise.

- A note to instructors that outlines how the exercise is intended to be used, the courses and levels for which it is appropriate (i.e., undergraduate or graduate level), the major concepts or issues addressed, and key discussion questions and points the educator can use to debrief and reflect on the exercise.

- Clearly comment on the impact of the exercise, the feasibility of performing it live during a USASBE session, and the transferability of the exercise to other USASBE members into their classrooms, including key take-always for educators.

- All submissions will be blind reviewed; authors must avoid revealing their identities in the body of the paper. Identification in the body of the paper will result in automatic rejection.

- Selection for inclusion in this track will be based upon innovativeness, quality, focus, and practical classroom usefulness as determined by the review process. Additionally, the exercise must be able to be performed (in some fashion) during the session. No evidence of action and participation will also result in an automatic rejection. Authors submitting exercises agree, if their submission is accepted, to have at least one author attend the conference.

Experiential Track Chairs: Doan Winkel & Ethne Swartz
USASBE Excellence in Entrepreneurship Research, Case Development, and Workshop Development/Presentation Awards

These awards are presented each year by USASBE and sponsoring partners within the Entrepreneurship community in recognition of outstanding conference paper and case submissions as well as workshop presentations within special categories as part of USASBE’s annual conference.

**USASBE Best Paper Awards**

**USASBE Outstanding Case and Workshop Awards**

**Outstanding Workshop in Entrepreneurship Pedagogy**

**John Jack Award**

**Best Doctoral Paper**

**Journal of Small Business Management Editor’s Choice Award**

**Best Paper in Social Entrepreneurship**

**Best Teaching Case Award**

**Journal of Ethics and Entrepreneurship Best Paper in Ethics and Entrepreneurship Award**

**Academic Paper Most Relevant to Entrepreneurs Award**

**Best Paper in Entrepreneurship and Public Policy**

**Best Paper in Family Business**
USASBE Excellence in Entrepreneurship Education Awards

A series of awards presented to identify, recognize, celebrate and publicize excellence in entrepreneurship education in all forms and at all levels, these prestigious awards are for exemplary programs that reflect innovation, quality, comprehensiveness, sustainability, transferability, depth of support and impact.

Three National Model Program Awards (Undergraduate, Masters, and Ph. D.)

The Outstanding Specialty Entrepreneurship Program Award

The Outstanding Emerging Entrepreneurship Program Award

The USASBE Outstanding Entrepreneurship Program Abroad Award

Visit the awards page for more information at www.usasbe.org/?page=Awards
Doctoral Consortium

The 2017 USASBE Doctoral Consortium will take place at the annual USASBE conference in Philadelphia a distinguished group of as many as 20 Ph.D. students will be selected for participation in the consortium. Attendees must be full-time doctoral students who are emerging entrepreneurship scholars and who will be pursuing academic careers in entrepreneurship. Only one applicant per university will be accepted. The consortium will feature leading faculty in the discipline and will focus upon both research and pedagogical issues relevant to the student who is preparing for a career of thought leadership, curricular development and disciplinary advancement. USASBE will cover the conference registration fee and hotel expenses at the conference hotel for three nights. Deadline for application is October 20, 2016.

To apply or for more information go to the doctoral consortium page at http://www.usasbe.org/page/Consortium2017

2017 Doctoral Consortium Chair: Matthew Rutherford

Career Services for 2017

Does your institution have an entrepreneurship positon to fill? Gain a national audience by posting the position on the Career Services area of the USASBE website where it will be available to all USASBE members. Also in this area, peruse the vitas of USASBE members looking to make a career change and sign up for dedicated interview space available at the January conference. Check out usasbe.org/networking/ for more information

2017 Career Services Chair: William Petty

USASBE Proceedings

The selection of papers for publication in the 2017 USASBE Proceedings is contingent upon the submission of the completed paper prior to the conference. Any paper accepted for the conference is a candidate for publication in the 2017 USASBE Proceedings. Specific formatting requirements will accompany the acceptance notice. Papers published in 2017 USASBE Proceedings are not copyrighted. Authors are free to publish the same material in any form in any venue with a notation that the work was presented at the 2017 USASBE Conference and may appear in the 2017 USASBE Proceedings.

Rule of Three Notice

The USASBE 2017 Conference utilizes a “Rule of 3” for submission purposes. No one may submit more than three competitive submissions (papers, teaching cases, or workshops) to the USASBE 2017 Conference or appear in more than three competitive sessions during the refereed scholarly program. Appearances include roles as authors and/or presenters. Multiple appearances in a single session count as one session. Exceptions will be made for invited workshops, officer roles, as well as general and division sessions.
Either by introducing pioneering products and path-breaking processes, or by steadily implementing incremental changes that collectively capsize the status quo over time, entrepreneurs help transform the world. These groundbreaking entrepreneurial activities spring from attitudes, behaviors, and cognition that enable entrepreneurs to not only imagine the future, but also to create it. The aim of this special issue is to examine these particular facets of the human and social dynamics of entrepreneurship in order to shed light on the unique ingenuity and astuteness of entrepreneurs.

Scholars such as Mitchell et al. (2002) maintain that entrepreneurs think differently, yet some ambiguity still surrounds the nature and genesis of the entrepreneur’s cognitive differences. Grégoire et al. (2011) call for investigations into whether this unique cognitive ability arises from events and factors prior to entrepreneurship or from the experience of entrepreneurship itself. They also pose the question of whether the underlying causes are individual/idiosyncratic or external/generic. Furthermore, the complex linkages between attitudes, behaviors, and cognition are reflected in the fact that two of the three components of attitudes – beliefs and intentions to act – are related to cognition and behavior, respectively (Kothandapani, 1971). Thus, these intricate and possibly recursive and non-linear relationships may provide fertile ground for investigating how and why entrepreneurs are able to perceive and execute what others view as improbable.

Accordingly, we seek papers that break new ground in shedding insights into not only the distinctive characteristics of entrepreneurial attitudes, behaviors, and cognition, but how, when and why these distinctions can lead to radical and pervasive change. Following Grégoire et al. (2011), thoughtful examination of cognitive structures such as scripts, schemas, and knowledge structures (Corbett & Hmieleski, 2007) as well as representations, perceptions, and emotions would be welcomed. Also, work with a process orientation that focuses on entrepreneur-environment interactions (Corbett, Neck & DeTienne, 2007), and acknowledges the importance of context in the interplay between mind, environment, and action (Wood, McKelvie and Haynie, 2014; Mitchell, Randolph-Seng and Mitchell, 2011; Shelton, 2010) could advance the understanding of sense-making, effectuation, bricolage, embodied/situated cognition, and related topics. Other areas of interest include the role of various dimensions of the entrepreneurial personality; modes of cognitive processing, belief formation, decision-making and heuristics; metacognitive awareness and agentic and communal forms of behavior in facilitating entrepreneurial inventiveness.
Studies at a variety of levels – individual, team, organizational, national, and societal – can generate new revelations on the ability of entrepreneurs to foster revolutionary change. Conceptual, quantitative, and qualitative papers will be considered as well as a variety of approaches and perspectives, including but not limited to:

- Social cognitive theory
- Behavioral economics
- Institutional theory
- Social learning theory
- The theory of planned behavior
- Social capital theory
- Social constructivist perspective

Similarly, a wide variety of contexts are of interest, including but not limited to:

- Corporate entrepreneurship and intrapreneuring
- Ethnic, minority, and immigrant entrepreneurship
- Family business and the impact of kinship dynamics
- High technology and knowledge-intensive entrepreneurship
- International and multi-cultural entrepreneurship
- Social and sustainable entrepreneurship
- Women’s entrepreneurship and the impact of gender

Indicative and illustrative questions that might energize investigations include:

- Does shared team cognition lead to superior opportunities through the development of more products, multiple business modes or accelerated international development?
- What role does socially situated cognition play in the emergence of new organizations and markets?
- Given the recursive nature of institutions, institutional change, and entrepreneurial behavior, when does entrepreneurial behavior trigger institutional change?
- Does an entrepreneurial mindset engender transformation through proactive persuasion of markets (i.e., customers) or through reactive response to latent demand signals?
- What are the critical antecedents of novel entrepreneurial cognitions and behaviors that lead to positive venture outcomes in the face of environmental barriers and constraints, such as social stratification, incumbent retaliation, or resource scarcity?

Submissions should be prepared according to IJEBR guidelines and submitted via Manuscript Central (http://mc.manuscriptcentral.com/ijebr) between July 1 and August 31, 2016. When submitting, be sure to indicate that the submission is for the special issue: Rebels with a Cause: The Revolutionary Attitudes, Behaviors and Cognition of Entrepreneurs. Questions regarding the Special Issue may be addressed to one of the Special Issue editors.

As this special issue is being developed in collaboration with USASBE all manuscripts that receive an invitation to revise and resubmit must send at least one author to the USASBE meeting in Philadelphia in January 2017. The timeline for the issue is as follows:

- **August 31, 2016** – Deadline for submission of papers. Authors who receive a revise and resubmit must agree to attend the USASBE conference and present in a special section of the conference.
• **October 31, 2016** – Authors notified of initial revise and resubmit decisions. At least one author of each paper must be available to present at the USASBE 2017 Conference in Philadelphia.

• **January 2017** – USASBE Conference - Special sessions will be held for paper presentations. Other sessions will be minimized to enhance attendance and effective feedback. Authors must be present at USASBE to continue on in the review process.

• **February 28, 2017** – Article revisions due.

• **May 31, 2017** – Final revisions due.

• **June 30, 2017** – Final decisions made on accepted manuscripts.

**References**


2017 Conference Committee

Ted Zoller  
USASBE President

Craig Galbraith  
Program Co-Chair/VP Conference

Chuck Sacco  
Program Co-Chair/VP Conference

Luke Pittaway  
Competitive Papers Chair

Kimble Byrd  
Competitive Teaching Cases Chair

Curt Stiles  
Developmental Papers Chair

Doug Miller  
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Doan Winkel  
Experiential Exercises Co-Chair

Ethne Swartz  
Venturewell Experiential Exercises Co-Chair

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Small & Family Business Track Co-Chair

Esra Memili  
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Maureen Casile  
Entrepreneurship Interface Track Chair

SherRhonda Gibbs  
The Entrepreneur Track Chair

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