

ICSB 2005 Conference Program

Tuesday, June 14

- 9:00 - 3:00** Harvard Business School Publishing Pre-Conference - **Teaching Entrepreneurship with Cases** (Registration required) **Salon CDE**
Check in 9:00
Program begins 9:30
- 7:00 – 10:00** ICSB Board and VIP Dinner (By Invitation Only)
 Australian Embassy (Buses depart at 6:30 p.m.)

Wednesday, June 15

- 8:00 – 4:00** ICSB Board Meeting **Salon B**
- 9:30 – 10:30** JSBM Editorial Board Meeting (committee only) **Salon D**
- 11:30 - 6:00** Conference Registration **Arlington Foyer**
- 12:00 – 5:30** **Pre-Conference - Public Policy - Global Perspectives on Entrepreneurship** (Registration required) **Salon Two**
- 6:45 - 8:45** **ICSB Welcoming Reception**
 World Bank (Buses begin departing at 5:45 p.m.)

Thursday, June 16

- 7:30 – 5:00** **ICSB Conference Registration and Exhibits Open** **Arlington Foyer**
- 8:30 – 9:45** **ICSB Plenary Opening Ceremony** **Arlington Ballroom**
 Welcoming Remarks, Sandra King Kauanui, President, ICSB
 Keynote Presentation: John Hatch, Founder, FINCA
- 9:45 – 10:15** **Coffee Break with Exhibitors** **Arlington Foyer**

Competitive and Invited Papers, Workshops and Symposia

10:15 – 11:30	Entrepreneurship and Small Business, Paper Session	Lee
	Session Chair: Ganatantra Ojha, SAIL, Bhilai Steel Plant	
	<i>"Analysis of Factors Influence the Performance of Indonesian Small and Medium Enterprises"</i> Suhairi, University of Andalas Padang Herri, University of Andalas Padang	
	<i>"Entrepreneurial S-Curve: A Conceptual Model for Entrepreneurial Life Cycle"</i> Mary Han, Ryerson University	
	<i>"The Existing Skill Pattern of Employees of Small Business Units in Chhattisgarh State of India With Reference to Productivity, and Suggestions for Improvement"</i> Ganatantra Ojha, SAIL, Bhilai Steel Plant Anil Sharma, Bhilai Steel Plant	
	<i>"Turnaround Strategies for Declining Entrepreneurial Firms: The Effects of Performance and Resources"</i> Howard Rasheed, University of North Carolina, Wilmington	

<p>Thursday 10:15 – 11:30</p>	<p>Entrepreneurship and Small Business, Paper Session Session Chair: Rick Bibb, Millikin University</p>	<p>Manassas</p>
	<p><i>"The Ratio Dependence Problem in Financial Ratio Analysis for Small Firms: An Australian Perspective"</i> Janice Nowlan, University of Newcastle Brian Gibson, University of Newcastle</p> <p><i>"Organizational Financial Performance: Identifying and Testing Multiple Dimensions"</i> Robert B. Carton, Western Carolina University Charles W. Hofer, University of Georgia</p> <p><i>"Factors Influencing the Successful Performance of SME in the Czech Republic"</i> Pichanič Mikuláš, University of Economics Anna Staňková, University of Economics Jitka Srpová, University of Economics Emil Vacík, University of Economics</p> <p><i>"A Comparative Study of the Utilisation of Social Capital Among Three Ethnic Entrepreneur Communities"</i> Bruce Mitchell, University of Greenwich Mary Jesselyn Co, University of Greenwich</p>	
<p>10:15 – 11:30</p>	<p>Entrepreneurship Education and Training, Paper Session Session Chair: Willian (Bill) A. Laing, Anderson College</p>	<p>Jackson</p>
	<p><i>"An Examination of Entrepreneurship Centers in the United States: A National Survey"</i> Todd A. Finkle, University of Akron Donald F. Kuratko, Indiana University</p> <p><i>"Smart Training for the Older Entrepreneur"</i> Beverley Webster, Edith Cowan University Beth Walker, Edith Cowan University</p> <p><i>"Virtual Enterprise: Engaging Recent U.S. Immigrants and Minorities in Entrepreneurship Education"</i> Anthony Borgese, City University of New York</p> <p><i>"The Situation Analysis as a Component in Entrepreneurship Education"</i> Ronald Decker, University of Wisconsin-Eau Claire Claire Janice Connolly, University of Wisconsin-Eau Claire</p>	
<p>10:15 – 11:30</p>	<p>Women's Issues, Paper Session Session Chair: Sharon Alpi, Millikin University</p>	<p>Salon Two</p>
	<p><i>"EU Service Directive: Enter The Eurofemmepreneur: New Opportunities for Female Entrepreneurs in Europe and Ireland?"</i> Josephine Browne, Dun Laoghaire Institute of Art, Design and Technology Therese Moylan, Dun Laoghaire Institute of Art, Design and Technology</p> <p><i>"Women at the Helm: Management Succession When Crisis Hits"</i> Dolores O. Iannarelli, Bernelli University Cindy Iannarelli, Bernelli University Leann Mischel, Susquehanna University</p> <p><i>"Women and the Economy: A Decade Of Entrepreneurship"</i> Jacqueline Jaynes, London Metropolitan University</p> <p><i>"Direct Selling Worldwide: The Mary Kay Cosmetics Case"</i> Dianne H. B. Welsh, University of Tampa Yvonne Pendleton, Mary Kay, Inc.</p>	

<p>Thursday 10:15 – 11:30</p>	<p>Entrepreneurship and Economic Development, Paper Session Session Chair: Charles J. Mambula, Suffolk University</p> <p><i>"Resisting the Giants: Small Retail Entrepreneurs against Mega-Retailers – An Empirical Study"</i> Barry Cotton, Laurentian University Jean-Charles Cachon, Laurentian University</p> <p><i>"Economic Development: A Framework for Entrepreneurial Networks and Clusters"</i> Michael J. Christie, Queensland University of Technology Patricia A. Rowe, University of Queensland Business School David Pickernell, University of Glamorgan</p> <p><i>"Are Small Enterprise Development Strategies Up to the Challenge of Economic Development?"</i> Jack Croucher, Asia Network for Sustainable Agriculture & Bioresources Branko Bucar, University of Ljubljana/Pace University</p>	<p>Salon K</p>
<p>10:15 – 11:30</p>	<p>Ethics, Paper Session Session Chair: Joseph Roberts, Columbia College - Chicago</p> <p><i>"Values and Entrepreneurial Attitude as Predictors of Nascent Entrepreneur Intentions"</i> Noel J. Lindsay, University of South Australia Anton Jordaan, University of South Australia Wendy A. Lindsay, University of South Australia</p> <p><i>"Spirituality and the Entrepreneur"</i> Sandra King Kauanui, Cal Poly - Pomona Cynthia Sherman, Cal Poly - Pomona Gail Ross Waters, Cal Poly - Pomona</p> <p><i>"Sharia and Small Business Practices in Relation with Consumers: A Framework for Entrepreneurial Virtues"</i> Erlinda A. Dionco-Adetayo, Obafemi Awolowo University P.E. Oribabor, Obafemi Awolowo University J.O. Adetayo, Obafemi Awolowo University H. Bala, Kebbi Polytechnic</p> <p><i>"Nice Rhetoric, But It's Not Quite Us: Work-Life Balance and NZ SME Owners"</i> Candice Harris, Auckland University of Technology Kate Lewis, Auckland University of Technology Claire Massey, Auckland University of Technology</p>	<p>Salon H</p>
<p>10:15 – 11:30</p>	<p>Technology and High Growth SMEs, Paper Session Session Chair: Pierre Tiako, Langston University</p> <p><i>"Entrepreneurship in Biotechnology Industry - A Case Study of Sweden"</i> Wali I. Mondal, National University Juan España, National University</p> <p><i>"Growth Patterns and Performances of Asian American-Founded Ventures in Silicon Valley"</i> David Y. Choi, Loyola Marymount University Chun Lee, Loyola Marymount University Kimberly Gleason, Florida Atlantic University</p> <p><i>"Typologies of Informal Venture Capital Investors in Sweden"</i> Sofia Avdeitchikova, Lund University</p> <p><i>"High-Tech Venture Start-Up by Civil Servant Researchers: The Management of the Coupling-Decoupling Question"</i> Valérie Francois-Noyer, Université des Sciences et Technologies de Lille Pascal Philippart, Université des Sciences et Technologies de Lille</p>	<p>Salon J</p>

Thursday 10:15 – 11:30	Entrepreneurship and Small Business, Paper Session Session Chair: Jim Davis, University of Notre Dame	Alexandria
	<p><i>"The Search of Small Business Competitiveness on a Brazilian Footwear Cluster"</i> Yeda Swirski de Souza, Universidade do Vale do Rio dos Sinos</p> <p><i>"Challenges to the Growth of Finnish Woodworking SMEs"</i> Pekka Mäkinen, University of Helsinki Ashley Selby, Finnish Forest Research Institute</p> <p><i>"Using Influence Diagrams to Structure the Processes of New Venture Creation"</i> Benjamin B. Gansel, University of Magdeburg Matthias G. Raith, University of Magdeburg</p> <p><i>"Business Interventions to Develop Entrepreneurship and New Venture Creation"</i> Sam Ngwenya, University of South Africa Miemie Struwig, Nelson Mandela Metropolitan University</p>	
10:15 – 11:30	Family Business, Paper Session Session Chair: Michael Meeks, San Francisco State University	Jefferson
	<p><i>"The Relationship Between Family Firms and Corporate Governance"</i> Simon Bartholomeusz, Monash University George A. Tanewski, Monash University</p> <p><i>"Ownership Structure and Business Evaluation Practices in Family SMEs: Evidence from Empirical Research in Italy"</i> Donata Mussolino, University of Naples Amedeo Pugliese, University of Naples Riccardo Viganò, University of Naples</p> <p><i>"Development and Maintenance of Board Structures and Practices in Small to Medium Sized Family Businesses: An Exploratory Study"</i> Jill Thomas, University of Adelaide Mark Coleman, University of Adelaide</p>	
10:15 – 11:30	Entrepreneurship Education & Training, Workshop Session	Salon D
	<p><i>"Finding and Securing Grants to Promote Global Entrepreneurship"</i> John O'del, Rhode Island College James Ondracek, Minot State University Ji-Hee Kim, Minot State University</p>	
10:15 – 11:30	Social Entrepreneurship, Workshop Session	Salon E
	<p><i>"Developing Entrepreneurship Policy and Practice in Northern Ireland, Ireland, Wales and Scotland"</i> Terri Scott, Invest Northern Ireland Iain Willox, Welsh Development Agency Brian McVey, Scottish Enterprise Hugh O'Rourke, Enterprise Ireland Alan Morrow, Invest Northern Ireland</p>	
10:15 – 11:30	Youth Entrepreneurship, Workshop Session	Salon F
	<p><i>"Developing an Enterprising Culture by Promoting Youth Entrepreneurship: The Case of Puerto Rico"</i> Jose Romaguera, University of Puerto Rico - Mayaguez Marirosa Rodriguez, International Entrepreneurship Institute</p>	

Thursday	Youth Entrepreneurship, Workshop Session	Salon G
10:15 – 11:30	<i>"The Shad Valley Experience"</i> Barry Bisson, Shad International Ed Leach, Dalhousie University	
10:15 – 11:30	ISBC Track Session Introduction of ISBC Keynote speech: <i>"The Volatility of International Markets and the Implications for SMEs"</i> Catherine Swift, Canadian Federation of Independent Business	McLean
11:45 – 1:30	All Conference Luncheon Keynote Presentation: Ian Levitt, President & CEO, QualCast LLC "Operating as a Small Business in a Global Market"	Arlington Ballroom
	Competitive and Invited Papers, Workshops and Symposia	
1:45 – 3:00	Entrepreneurship and Small Business, Paper Session Session Chair: David A. Kirby, University of Surrey - Guildford	Lee
	<i>"Risk Management Practices in German SMEs: An Empirical Investigation"</i> Thomas Henschel, Hochschule Merseburg University of Applied Sciences <i>"Which Entrepreneurs Expect to Expand Their Businesses? Evidence from Survey Data in Lithuania"</i> Ruta Aidis, University College - London Tomasz Mickiewicz, University College - London <i>"Author and Institution Productivity in the Journal of Small Business Management from 1994 to 2003"</i> David L. Duhon, University of Southern Mississippi Tony L. Henthorne, University of Southern Mississippi Alvin J. Williams, University of Southern Mississippi <i>"The Investment Decision-Making Process in Small Manufacturing Enterprises: The Case of Printing and Clothing Industries in the UK"</i> Ignatius Ekanem, Middlesex University	
1:45 – 3:00	Entrepreneurship and Small Business, Paper Session Session Chair: A.J. Gilbert Silvius, Utrecht University of Professional Education	Manassas
	<i>"Drivers of Efficiency in Small Service Firms: A Data Envelopment Approach"</i> T.L.C.M. Groot, Vrije Universiteit - Amsterdam P.A. Risseeuw, Vrije Universiteit - Amsterdam E. Wiersma, Vrije Universiteit - Amsterdam <i>"Innovation And International Involvement of Dutch SMEs"</i> Jolanda Hessels, EIM Business & Policy Research <i>"Information Systems in Small and Medium Enterprises (SMEs) in India"</i> Susan Sharma, Indian Council of Social Science Research Sudhir K. Jain, Indian Institute of Technology <i>"The SME Pulse: An Exploratory Study of the Performance of SMEs in Pakistan and the Characteristics of Successful Firms"</i> Arif Rana, Lahore University of Management Sciences Jamshed Khan, Lahore University of Management Sciences Usman Asad, Lahore University of Management Sciences Sarfraz A. Mian, State University of New York - Oswego	

Thursday
1:45 – 3:00

Women's Issues, Paper Session	Salon Two
Session Chair: Margaret Drever, Southern Cross University	
<p><i>"Women Entrepreneurs in Jordan"</i> Marwa Ahmad, Philadelphia University</p> <p><i>"Women Entrepreneurs, Work-Family Conflict and Venture Performance: New Insights into the Work Family Interface"</i> Lois M. Shelton, Chapman University</p> <p><i>"Financing Strategies of Women Small Business Owners"</i> Deborah Knowles, University of Westminster</p> <p><i>"Generating Growth Strategies for a Part-Time Mother-Run Business: An Application of Goldratt's Thinking Process"</i> Lloyd J. Taylor III, University of Texas - Permian Basin Ata Sagnak, University of Texas - Permian Basin Alicia B. Gresham, Our Lady of the Lake University</p>	

1:45 – 3:00

Entrepreneurship and Economic Development, Paper Session	Salon K
Session Chair: Lucyna Kornecki, Embry-Riddle Aeronautical University	
<p><i>"Determinants of Regional Variations in the Start-up Ratio: Evidence from Japan"</i> Hiroyuki Okamuro, Hitotsubashi University Nobuo Kobayashi, Kwansai Gakuin University</p> <p><i>"Future Perspectives for Entrepreneurship in Azerbaijan"</i> Max S. Wortman, Jr., Iowa State University Ilham Huseynov, Iowa State University</p> <p><i>"Factors of E-Commerce Adoption in Minority-Owned Very Small Businesses"</i> Jim Chen, Norfolk State University Melinda D. Harris, Norfolk State University</p> <p><i>"E-business and the Development of SMEs: Promising Initiatives in the Context of Local and Regional Development"</i> Éliane M.F. Moreau, Université du Québec à Trois Rivières Louis Raymond, Université du Québec à Trois Rivières Bernard Vermot-Desroches, Université du Québec à Trois Rivières</p>	

1:45 – 3:00

Ethics, Paper Session	Salon H
Session Chair: LoAnn Ayers, Washington State University Tri-Cities	
<p><i>"Managing Family Business Ethics: Current Practice & Regulatory Context"</i> Wendy Plant, University of Tampa Catherine Pratt, Pacific Lutheran University Joseph McCann, University of Tampa</p> <p><i>"An Examination of the Legitimacy Lie"</i> Matthew W. Rutherford, Gonzaga University</p> <p><i>"Social Enterprise Development in the UK: Some Contemporary Policy Issues"</i> David Smallbone, Kingston University Fergus Lyon, Kingston University</p> <p><i>"The Lost Entrepreneurial Trait for Success: The Virtue of Humility"</i> Charles N. Toftoy, George Washington University Rena A. Jabbour, George Washington University</p>	

Thursday
1:45 – 3:00

Technology and High Growth SME's, Paper Session Session Chair: Eugene Fregetto, University of Illinois - Chicago	Salon J
<p><i>"Business Orientation, Marketing Capabilities and Firm Performance: Fast 100 Versus Top 500 Companies"</i> Caroline Tan Swee Lin, RMIT University Kosmas X. Smyrnios, RMIT University</p> <p><i>"Technological Entrepreneurship: The Role Small Business Innovation Research (SBIR) Programs Play in Developing and Commercializing Technologies"</i> Roxanne Zolin, Monterey Institute of International Studies Fredric Kropp, Monterey Institute of International Studies</p> <p><i>"Small Firms' Assessment of Complimentary Actors in the Development of Innovation – Some Preliminary Findings"</i> Tim Mazzarol, University of Western Australia Sophie Reboud, Groupe ESC Dijon Bourgogne</p> <p><i>"Sharing the Vision: Aligning Micro-Finance Agencies with New Technology Based SMEs"</i> Michael J. Christie, Queensland University of Technology Patricia A. Rowe, University of Queensland Business School Frank Hoy, University of Texas - El Paso</p>	

1:45 – 3:00

Entrepreneurship and Small Business, Paper Session Session Chair: Lisa Tolliver, 360 Meridian, LLC	Alexandria
<p><i>"Are Entrepreneurs Born or Made? Views of Entrepreneurs and Venture Capitalists"</i> Ervin L. Black, Brigham Young University F. Greg Burton, Brigham Young University Anne M. Traynor, Brigham Young University David A. Wood, Brigham Young University</p> <p><i>"Desperately Seeking an ENTREPRENEURIAL LEADER"</i> Ayman Tarabishy, George Washington University George T. Solomon, George Washington University Marshall Sashkin, George Washington University Erik K. Winslow, George Washington University Lloyd W. Fernald, Jr., University of Central Florida</p> <p><i>"Entrepreneurial Cognition and the Decision to Exploit a Venture Opportunity"</i> Ingrid le Roux, University of Pretoria Marius Pretorius, University of Pretoria Sollie Millard, University of Pretoria</p> <p><i>"Part-Time Entrepreneurship and Wealth Effects: New Evidence from the Panel Study of Entrepreneurship Dynamics"</i> Kameliia Petrova, Boston College</p>	

Thursday 1:45 – 3:00	Family Business, Paper Session	Jefferson
	Session Chair: Robert Nixon, University of Louisville <i>"Role Model Influences on Entrepreneurial Intentions: A Comparison Between USA and Mexico"</i> Howard Van Auken, Iowa State University Paul Stephens, Bradley University Fred L. Fry, Bradley University Jaime Silva, Instituto Tecnológico y de Estudios Superiores <i>"Comparative Entrepreneurship: The Case Of Father-To-Daughter Family Business Transmission in France And Tunisia"</i> Marie-Christine Barbot, IUT de Longwy Université Mohamed Bayad, Institut d'Administration des Entreprises Université Malek Bourguiba, Institut d'Administration des Entreprises Université Christophe Schmitt, Ecole Nationale Supérieure d'Agronomie and des Industries Alimentaires <i>"A Strategic Approach for the Succession Process of the Family Firm and the Role of Social Capital"</i> John Van Beveren, University of Ballarat Munirul Haque Nabin, University of Ballarat	
1:45 – 3:00	Entrepreneurship Education and Training, Workshop Session	Jackson
	<i>"Entrepreneurship Education Standards - Skills for Lifelong Learning"</i> Cathy Ashmore, Consortium for Entrepreneurship Education	
1:45 – 3:00	Entrepreneurship Education and Training, Workshop Session	Salon D
	<i>"RSVP! Reliability! Speed! Validity! Precision!: Issues of Validity, Reliability and Timeliness for the Small Business Client"</i> Dan Fox, Ashland University Kristen Hovsepian, Ashland University Peter Reday, Ashland University James Stoner, Ashland University	
1:45 – 3:00	Venture Capital/Angel/Technology/High Growth, Workshop Session	Salon E
	<i>"Bridging the Equity Financing Gap in Puerto Rico: The Perspective of the Gov. and VC Firms"</i> Edgar Soto, Metropolitan University of Puerto Rico	
1:45 – 3:00	Entrepreneurship Education and Training, Workshop Session	Salon F
	<i>"Identifying Entrepreneurs and Entrepreneur Enablers"</i> John L. Thompson, University of Huddersfield	
1:45 – 3:00	Public Policy, Workshop Session	Salon G
	<i>"Workshop on Regulation"</i> Rob van der Horst, EIM Business and Policy Research	
1:45 – 3:00	ISBC Track Session	McLean
	Country Perspectives Case study: <i>"The Recent United Kingdom Experience"</i> Nick Goulding, Forum for Private Business	
3:00 – 3:30	Coffee Break with Exhibitors	Arlington Foyer

Thursday

Competitive and Invited Papers, Workshops and Symposia

3:30 – 4:45

Social Entrepreneurship, Paper Session Session Chair: Vusi Gumede, Office of the Presidency, RSA	Lee
<p><i>"Portrait of an Artist as Entrepreneur: The Relevance of Social Exchange Theory for the Visual Artist"</i> Josephine Browne, Dun Laoghaire Institute of Art, Design and Technology Therese Moylan, Dun Laoghaire Institute of Art, Design and Technology Georgina Sweetnam, Venturepoint County Enterprise Board</p> <p><i>"The Darkside of Entrepreneurship Revisited: American Style"</i> James W. Carland, Western Carolina University JoAnn C. Carland, Western Carolina University Frank Lockwood, Western Carolina University Russell Teasley, Western Carolina University</p> <p><i>"When They Go Together: Alliances Implementing by Thai Firms"</i> Sunee Thechatakerng, Maejo University Josep Rialp, Universidad Autónoma de Barcelona– Bellaterra</p>	

3:30 – 4:45

Entrepreneurship and Small Business, Paper Session Session Chair: Larry Cox, University of Wisconsin	Manassas
<p><i>"Continuous Improvement in Small Beer Distribution Businesses"</i> Timothy P. Keane, Rockhurst University</p> <p><i>"Small Business Job Quality from Employer and Employee Perspectives"</i> Rowena Barrett, Monash University Zaffer Khan, Monash University</p> <p><i>"An Investigation into the Role of Service Quality within SMEs"</i> Ramdane Djebarni, University of Glamorgan James Davies, University of Glamorgan David Brooksbank, University of Glamorgan Richard Tunstall, University of Glamorgan</p> <p><i>"Capacity Building- Is this a Conscious Approach to Change? Role of Support Organisation in Capacity Building"</i> Shakeel Abro, Strengthening Participatory Organisation</p>	

3:30 – 4:45

Entrepreneurship Education and Training, Paper Session Session Chair: Vance Gough, Mount Royal College - Calgary, Alberta, Canada	Jackson
<p><i>"Individual Paths Towards Entrepreneurship"</i> Kaisu Paasio, Turku School of Economics and Business Administration Tommi Pukkinen, Turku School of Economics and Business Administration</p> <p><i>"Capturing Variations in Attitudes and Intentions: A Longitudinal Study to Assess the Pedagogical Effectiveness of Entrepreneurship Teaching Programs"</i> Alain Fayolle, E.M. Lyon Benoît Gailly, Université Catholique de Louvain Jill Kickul, Simmons School of Management Nargisse Lassas-Clerc, E.M. Lyon Laney Whitcanack, Simmons School of Management</p> <p><i>"The Use of Practices as a Tool to Create Competitiveness"</i> Ragnar Ahlström Söderling, Dalarna University</p>	

**Thursday
3:30 – 4:45**

Women's Issues, Paper Session	Salon Two
Session Chair: Jeffrey Alves, Wilkes University	
<i>"Gender Differences In Entrepreneurial Activity: An Analysis of Informal Institutional Factors"</i> Yancy Vaillant, Universitat Autònoma de Barcelona Otilia Driga, Universitat Autònoma de Barcelona Esteban Lafuente Universitat Autònoma de Barcelona	
<i>"Gender Differences in Perceived Success Among Business Owners and Corporate Managers"</i> Barbara Orser, Carleton University Lorraine Dyke, Carleton University	
<i>"Gender Differences of Small Community Business Owners in Network Membership Perceptions"</i> Nancy J. Miller, University of Nebraska - Lincoln Terry L. Besser, Iowa State University Jennifer V. Price, University of Nebraska - Lincoln	
<i>"Explaining Gender Differences in Performance among Small Business Owners in Ghana"</i> Rosemond Boohene, University of New England Bernice Kotey, University of New England Cathleen Folker, University of St. Thomas	

3:30 – 4:45

Entrepreneurship and Economic Development, Paper Session	Salon K
Session Chair: Ezendu Ariwa, London Metropolitan University	
<i>"Entrepreneurship and Economic Development in Distressed Neighborhoods: Distressing Outcomes"</i> W. M. Eager, Eastern Washington University Robert G. Schwartz, Eastern Washington University C. T. Sanchez, Eastern Washington University	
<i>"Entrepreneurship and Economic Development; Evidence and Explanations"</i> Mark Sanders, Max Planck Institute for Research into Economic Systems André van Stel, Max Planck Institute for Research into Economic Systems	
<i>"Cooperatives and Entrepreneurs: A Partnership for Job Creation and Economic Development"</i> Louw van der Walt, North-West University	
<i>"Cuban American Entrepreneurs: Champions of Economic Development in Florida"</i> Bella L. Galperin, University of Tampa	

Thursday
3:30 – 4:45

Ethics, Paper Session	Salon H
Session Chair: William C. Minnis, Eastern Illinois University	
<p><i>"Ethical Attitudes in Small Businesses and Large Corporations Compared: Theory and Empirical Findings from a Tracking Study Spanning Three Decades"</i> Justin G. Longenecker, Baylor University Carlos W. Moore, Baylor University J. William Petty, Baylor University Leslie Palich, Baylor University Joseph A. McKinney, Baylor University</p> <p><i>"A Proxemic Approach to Small Business: The Case of Business Ethics"</i> Jean-Marie Courrent, Université of Perpignan Olivier Torres, Université of Montellier II (ERFI-GREG)</p> <p><i>"Entrepreneurship, Innovation, and Wealth Distribution: The Impact of Creative Destruction on Income Inequality"</i> Aron S. Spencer, New Jersey Institute of Technology Ršgnvaldur J. Saemundsson, Chalmers University of Technology Bruce A. Kirchhoff, New Jersey Institute of Technology</p> <p><i>"Ethical Entrepreneurs: An Oxymoron?"</i> Mary Ann Keogh Hoss, Eastern Washington University Sandra L. Christensen, Eastern Washington University Robert G. Schwartz, Eastern Washington University</p>	

3:30 – 4:45

Technology and High Growth SME's, Paper Session	Salon J
Session Chair: Stuart Paul, University of Paisley	
<p><i>"Top Management Team Compensation and Reward Systems in Rapidly Growing New Ventures"</i> Elisabeth J. Teal, North Georgia College and State University</p> <p><i>"Integrating Market Knowledge into R&D – Typology of Challenges in Young Biotechnology Firms"</i> Maija Renko, Florida International University</p> <p><i>"Who's The Boss? A Look at How Stakeholders Influence the Investment Decisions of Bankers, Venture Capitalists and Angels "</i> Rebecca J. White, Northern Kentucky University Giles T. Hertz, Northern Kentucky University Rodney R. D'Souza, University of Louisville</p>	

3:30 – 4:45

Entrepreneurship and Small Business, Paper Session	Alexandria
Session Chair: Harold Welsch, DePaul University	
<p><i>"Inter-Organizational Communication and Decision Support in Small Businesses"</i> Suling Zhang, New Jersey Institute of Technology</p> <p><i>"Accepting the Unacceptable – Institutional and Behavioural Patterns in Advising Small and Medium Sized Firms"</i> Nicolaus Lundahl, Royal Institute of Technology Lars Silver, Royal Institute of Technology</p> <p><i>"Customer Service-Oriented of Small Retail Business Owners in Austria, Hungary, Slovenia, Ukraine, and the United States of America"</i> Shawn M. Carraher, Cameron University Geraldyn McClure Franklin, University of Texas - Permian Basin Sarah C. Carraher, Consolidation Enterprises</p> <p><i>"The Role of Intellectual Capital in Opportunity Recognition of Entrepreneurs"</i> Vesa Puhakka, University of Oulu</p>	

Thursday 3:30 – 4:45	Family Business, Paper Session Session Chair: Myung-Soo Lee Baruch College	Jefferson
	<p><i>"Risk Management in Family Enterprises"</i> Walter Ruda, Kaiserslautern University of Applied Sciences Thomas A. Martin, Kaiserslautern University of Applied Sciences</p> <p><i>"Preferred Performance Measures in Family Firms"</i> Michael W. Wakefield, Colorado State University-Pueblo José Castillo, University of Texas - Permian Basin</p> <p><i>"Venture Capital Investments in Family Businesses: The Financier Perspective"</i> Jorge Silva, University of Jyväskylä</p>	
3:30 – 4:45	Entrepreneurship Education and Training, Workshop Session	Salon D
	<p><i>"Using Cases to Teach Entrepreneurship and Small Business Management"</i> Kirk C. Heriot, Western Kentucky University Thomas Zimmerer, St. Leo University Norman M. Scarborough, Presbyterian College</p>	
3:30 – 4:45	Economic Development, Workshop Session	Salon E
	<p><i>"Worklife Renewal Model: Balancing Wealth and Community Wellness"</i> Kobus Slabbert, University of Johannesburg Murrey Burger, ABSA Banking Group Anders Lundstrom, Brian Gibson, University of Newcastle Bob Brockhaus, The Brockhaus Group Klaas Havenga, Lois Stevenson, Industry Canada Johan Coetsee, University of Johannesburg</p>	
3:30 – 4:45	Public Policy, Workshop Session	Salon F
	<p><i>"Entrepreneurial Public Policy Issues in Nurturing a Nascent Technology Economy: The Case of Idaho"</i> Rick Ritter, TechConnect John Glerum, TechConnect Norris Krueger, TEAMS Ray Barnes, Idaho National Lab (DOE) Jerry Wright, Idaho National Lab (DOE) Nancy Bergmann, Idaho National Lab (DOE) Jefferson Jewell, Kickstand Rick Tremblay, Economic Development Administration Erik Pages, EntreWorks</p>	
3:30 – 4:45	Entrepreneurship Education and Training, Workshop Session	Salon G
	<p><i>"The Great Scavenger Hunt: Developing Student Research Skills"</i> J. Dee Cole, Middle Tennessee State University</p>	
3:30 – 4:45	ISBC Track Session	McLean
	<p>The Evolving Role of SMEs on World Markets: <i>"The Impacts of the Emergence of China as a Global Economic Powerhouse"</i> Jack Faris, National Federation of Independent Business</p> <p><i>International Business from the Japanese Point of View</i> Yamaguchi Toshiaki, Yamaguchi-kensetsu Co. Ltd</p>	
3:30 - 6:00	Wilford White Fellows Meeting	Fairfax

5:00 – 9:00 USASBE Board Meeting

Salon One

6:00 Dinner on Own

Friday, June 17

7:30 – 5:00 ICSB Registration and Exhibits Open

Arlington
Foyer

8:30 – 9:45 Plenary Addresses

Arlington
Ballroom

Sandra King Kauanui, President, ICSB

Keynote Presentation: Michael Naughton, Director, John A. Ryan Institute
for Catholic Social Thought, Univ. of St. Thomas

**“Integrating Faith & Work: Building a Venture on a Moral
Foundation”**

9:45 – 10:15 Coffee Break with Exhibitors

Arlington
Foyer

Competitive and Invited Papers, Workshops and Symposia

10:15 – 11:30	Entrepreneurship and Small Business, Paper Session Session Chair: Pichanič Mikuláš, University of Economics	Lee
	<i>"Conflict of Taking Credit: The Bureaucratic Creation of Entrepreneurs"</i> Branko Bucar, University of Ljubljana/Pace University	
	<i>"Credit Cards as a Source of Start-Up Capital and Ongoing Capital Management"</i> J. Dee Cole, Middle Tennessee State University Robert J. Lahm, Jr., Middle Tennessee State University Harold T. Little, Jr., Western Kentucky University Scott J. Seipel, Middle Tennessee State University	
	<i>"A Comparative Study on Entrepreneurial Opportunity Recognition and the Role of Education among Finnish Business School Students"</i> Malin Brännback, Åbo Akademi University Isa Hudd, Turku School of Economics and Business Administration Jarna Heinonen, Åbo Akademi University Kaisu Paasio, Turku School of Economics and Business Administration	
	<i>"Entrepreneurship Research, Using Students as Proxies for Actual Entrepreneurs"</i> Massoud Hemmasi, Illinois State University Mark Hoelscher, Illinois State University	
10:15 – 11:30	Consulting in SME's, Paper Session Session Chair: Joe English, PLATO Ireland	Manassas
	<i>"Demand of Mentoring Among New Starters"</i> Jimmy Wikholm, ALMI Business Partner Thomas Henningson, ALMI Business Partner Claes M Hultman, Orebro University	
	<i>"E-Mentoring for Entrepreneurial Development: A Review of the Largest European E-Mentoring Programme for SMEs"</i> Kevin R. Hunt, Circle Squared Europe Limited	
	<i>"Toward a Framework of Financial Planning in Business Venturing - Demonstrated by a Case Study"</i> Benjamin B. Gansel, University of Magdeburg	

<p>Friday 10:15 – 11:30</p>	<p>Entrepreneurship Education and Training, Paper Session Session Chair: Peter Robinson, Utah Valley State College</p> <p><i>"Unchaining Factors in the Entrepreneurial Career Decision"</i> Rodrigo Varela, Icesi University Olga Lucia Bedoya, Icesi University Ana Fernanda Uribe R, Icesi University</p> <p><i>"Disability and Entrepreneurship Dispelling the Myth"</i> Josephine Browne, Dun Laoghaire Institute of Art, Design and Technology Sharon McGreevy, Dun Laoghaire Institute of Art, Design and Technology Ann Good, National Disability Authority</p> <p><i>"Teaching Scientists Entrepreneurship: A Dialectical Approach"</i> Hung-bin Ding, Loyola College Harsha Desai, Loyola College Donald O. Fedder, University of Maryland</p> <p><i>"Role of Opportunity Recognition in Teaching Entrepreneurship"</i> Janet Nixdorff, George Washington University George Solomon, George Washington University</p>	<p>Jackson</p>
<p>10:15 – 11:30</p>	<p>Women's Issues, Paper Session Session Chair: Sharon Alpi, Millikin University</p> <p><i>"Women's Business Centers as Drivers of Nascent Entrepreneurship"</i> Mary Godwyn, Babson College Nan Langowitz, Babson College Norean Sharpe, Babson College</p> <p><i>"Networking Affiliations: Gender Differences and the Association with SME Survival"</i> John Watson, University of Western Australia</p> <p><i>"Building Relationships and Social Capital for Women's Enterprise Development: Research and Practice from an Award Winning Support Initiative Women Into the Network (WIN)"</i> Dinah Bennett, Durham Business School Pat Richardson, Freelance Enterprise Evaluation Consultant</p> <p><i>"Demystifying the Women Entrepreneurs in Sydney, Australia: A Best Practise Model"</i> Meena Chavan, University of Western Sydney</p>	<p>Salon Two</p>
<p>10:15 – 11:30</p>	<p>Entrepreneurship and Economic Development, Paper Session Session Chair: Tom McKaskill, Swinburne University of Technology</p> <p><i>"Korea's Regional Industrial Promotion Projects (RIPPs) and Regional Innovation Agency (RIA)"</i> Yong-Ho Choi, Kyungpook National University Woo-Ik Hwang, Daegu Regional Innovation Agency</p> <p><i>"Entrepreneurship and Economic Development: A Case Study of Taiwan"</i> Ming-Wen Hu, Tamkang University</p> <p><i>"An Analysis of Cultural Factors Affecting Entrepreneurship in the Philippines"</i> Mary Jesselyn Co, University of Greenwich Bruce Mitchell, University of Greenwich</p>	<p>Salon K</p>

<p>Friday 10:15 – 11:30</p>	<p>Public Policy, Paper Session Session Chair: Vusi Gumede, Office of the Presidency, RSA</p> <p><i>"The Chilling Effects of Sarbanes-Oxley: Myth or Reality"</i> Lynn Stephens, Eastern Washington University Robert G. Schwartz, Eastern Washington University</p> <p><i>"Making Technology Transfer More Effective at Public Universities in Rural States with Federal Labs"</i> Newell Gough, Boise State University Philip D. Olson, University of Idaho Norris Krueger, Boise State University</p> <p><i>"The Role of Government in Incubator-Incubation Development"</i> Junbo Yu, Tsinghua University Yongda Yu, Tsinghua University Shaoming Cheng, George Mason University</p> <p><i>"Small Business Policy and Entrepreneurship Promotion: A Comparison of the Contextual Framework in Three European Countries"</i> Rita Klapper</p>	<p>Salon H</p>
<p>10:15 – 11:30</p>	<p>Social Entrepreneurship, Paper Session Session Chair: Pierre Tiako, Langston University</p> <p><i>"The First Deal Might be the Last: Building Long Term Relationships in the Venture Capital Community"</i> Miguel Angel Campo-Rembado, New York University</p> <p><i>"Learning Networks as an Aid to Developing Strategic Capability Among SMEs: A Case Study from the Irish Polymer Industry"</i> Philip McGovern, Tallaght Institute of Technology</p> <p><i>"R&D Alliance Formation: The Relationship Between National R&D Intensity and SME Size"</i> Pat Dickson, Georgia Institute of Technology K. Mark Weaver, Rowan University</p>	<p>Salon J</p>
<p>10:15 – 11:30</p>	<p>Entrepreneurship and Economic Development, Paper Session Session Chair: Fred Kiesner, Loyola Marymount University</p> <p><i>"Colombo, Holmes, Maigret, William of Baskerville and Regional Entrepreneurship"</i> Pierre-André Julien, Université du Québec à Trois-Rivières Richard Lachance, Université du Québec à Trois-Rivières</p> <p><i>"Investment Opportunities in West Africa"</i> Don B. Bradley III, University of Central Arkansas Tchiko Ngbichi, University of Central Arkansas</p> <p><i>"Implementation of the Small and Medium Industries Equity Investment Scheme in Nigeria"</i> Grace Tola Olutunla, Federal University of Technology</p>	<p>Alexandria</p>

Friday 10:15 – 11:30	Family Business, Paper Session	Jefferson
	Session Chair: Jill Thomas, University of Adelaide <i>"Analysis of Pre-Requisites for an Entrepreneurial Career Vis-À-Vis Parental Work Profile: Indian Experience"</i> Sudhir K. Jain, Indian Institute of Technology Megha Goyal, Indian Institute of Technology Siddharth Pathak, Indian Institute of Technology <i>"Transnational Family Networks and Ethnic Minority Business Development: The Case of the UK Vietnamese Nail Shop"</i> Susan Bagwell, London Metropolitan University <i>"Entrepreneurial Resilience: An Analysis of the Resilience Factor in SME Owner-Managers"</i> Herb de Vries, Christchurch College of Education Michelle Shields, Christchurch College of Education <i>"Keeping it in the Family: Investigating the Impact of Identity and CEO Family Ties on Family Commitment"</i> Raj V. Mahto, University of Memphis Jiun Shiu Chen, University of Memphis Edith C. Busija, University of Memphis	

10:15 – 11:30	Women in Entrepreneurship, Workshop Session	Salon D
	<i>"Research, Advocacy and Public: Essential Linkages for Women's Entrepreneurship"</i> Virginia Littlejohn, Project Tsunami Jackie Brierton, UK Women's Enterprise Strategy Barbara Orser, Carleton University Lois Stevenson, Industry Canada Julie R. Weeks, National Women's Business Council	

10:15 – 11:30	Economic Development, Workshop Session	Salon E
	<i>"Measuring Relationship Value in an Economic Development Network: The Globalscot Experience"</i> Jeffry Shuman, Bentley College Janice Twombly, The Rhythm of Business, Inc. Mairi MacRae, Globalscot	

10:15 – 11:30	Venture Capital/Angel/Technology/High Growth, Workshop Session	Salon G
	<i>"Developing an Angel Investment Network"</i> Robert Warren, University of Manitoba	

10:15 – 11:30	ISBC Track Session	McLean
	Public Policy Imperatives <i>"Lessons from the Canada/U.S./Mexico Experience with NAFTA"</i> Garth Whyte, Canadian Federation of Independent Business	

11:45 – 1:30 All Conference Luncheon **Arlington Ballroom**

Plenary Speakers:

Marielou Guerrero, MBE, President, WASME
Modupe Adelaja, Director General of the Small and Medium Enterprise Development Agency of Nigeria

Friday

Competitive and Invited Papers, Workshops and Symposia

1:45 – 3:00

Entrepreneurship and Small Business, Paper Session Session Chair: Bruce Phillips, National Federation of Independent Business	Lee
<p><i>"An Examination of Managers' Entrepreneurial Actions and Job Satisfaction"</i> Donald F. Kuratko, Indiana University Jeffrey S. Hornsby, Ball State University James W. Bishop, New Mexico State University</p> <p><i>"The Intrapreneurial Revolution: Now is the Time For Action"</i> Charles Toftoy, The George Washington University Joydeep Chatterjee, The George Washington University</p> <p><i>"The Role of the Researcher in Creating Corporate Narrative"</i> Brian McKenzie, California State University</p>	

1:45 – 3:00

Consulting in SME's, Paper Session Session Chair: Joe English, PLATO Ireland	Manassas
<p><i>"Advising The New Enterprise: People Issues In An Australian Funds Management Business"</i> Bernard Barry, University of Canberra and Yarra International Lynne Bennington, RMIT University</p> <p><i>"Helping SMEs Successfully Transform Their Businesses Through Management Development"</i> Catherine Goodman, Irish Management Institute Marion O'Connor, Irish Management Institute John McGrath, FÁS Jerry Moloney, Enterprise Ireland</p> <p><i>"Advising Small and Medium-Sized Enterprises (SMEs) on Their Liquidity Issues"</i> Margaret Drever, Southern Cross University</p>	

1:45 – 3:00

Franchising, Paper Session Session Chair: John O'del, Rhode Island College	Jackson
<p><i>"The Spatial Expansion of Franchise Systems in the UK – An Exploratory Study"</i> Juliet Cox, University of Surrey</p> <p><i>"An Exploration of Franchising Strategy: Insights from New Zealand's Real Estate Agency Sector"</i> Anne de Bruin, Massey University - Auckland Susan Flint-Hartle, Massey University - Auckland</p> <p><i>"Influence of Economic Freedom on Domestic Franchising: A Hurdle Rate Perspective"</i> Ernesto C. Gamboa, University of Texas - El Paso</p> <p><i>"Small Business Growth Through Franchising: A Qualitative Investigation"</i> Anna Watson, University of Surrey David A. Kirby, University of Surrey</p>	

Friday
1:45 – 3:00

Women's Issues, Paper Session Session Chair: Patricia H. Lee, National Institute for Urban Entrepreneurship	Salon Two
<p><i>"The Leadership Style of Women Entrepreneurs: An Alternative Model of Successful Management Practice"</i> Mary Riebe, Metropolitan State University</p> <p><i>"The Multi-Facets of Female Entrepreneurship: Their Dreams and Their Realities"</i> JoAnn C. Carland, Western Carolina University James W. Carland, Western Carolina University Robert Carton, Western Carolina University</p> <p><i>"Heterogeneities in Women's Entrepreneurship – Is There a Common Ground Between Theories, Policies, and Realities?"</i> Chyi-lyi (Kathleen) Liang, University of Vermont Paul Dunn, University of Louisiana - Monroe</p> <p><i>"Training Women to Win"</i> Spinder Dhaliwal, University of Surrey</p>	

1:45 – 3:00

Entrepreneurship and Economic Development, Paper Session Session Chair: Erlinda D. Adetayo, Obafemi Awolowo University - Ile-Ife, Nigeria	Salon K
<p><i>"Macroeconomic Aspects of Small Business Development in Poland"</i> Lucyna Kornecki, Embry Riddle Aeronautical University</p> <p><i>"Entrepreneurial Support for Rural Small, Medium and Micro Enterprises (SMMEs) in South Africa"</i> M. Watson Ladzani, University of South Africa Netswera, F. Godfrey, Council for Scientific and Industrial Research (CSIR)</p> <p><i>"Profile of Micro Businesses in a Residential Area in South Africa"</i> Saskia De Klerk, North-West University J. Kroon, North-West University T. Lesomo, North-West University Louw van der Walt, North-West University</p> <p><i>"Small Business Benefits, as Black Economic Empowerment Drives the South African Economic Miracle"</i> Ivan van der Merwe, SAESBA</p>	

Friday
1:45 – 3:00

Public Policy, Paper Session	Salon H
Session Chair: Terrence Seбора, University of Nebraska	
<p><i>"Developing a Tool for Competence Analysis within a Regional SME Cluster"</i> Cornelia Zanger, Chemnitz University of Technology Hansjoerg Gaus, Chemnitz University of Technology Michael Wenisch, Chemnitz University of Technology Sandra Kaminski, Chemnitz University of Technology</p> <p><i>"Managing the Labor Shortage: An Impending SME Crisis?"</i> Emeric Solymossy, Western Illinois University H. Martin Shane, Norfolk State University Edward Knod, Western Illinois University Melinda Harris, Norfolk State University</p> <p><i>"Is the Entrepreneurship Rate in Germany Negatively Affected by Labor Market Regulations?"</i> Uschi Backes-Gellner, Zurich University Güldem Demirer, Bonn Petra Moog, Zurich University</p> <p><i>"Reaching the Parts that Other Policies have Failed to Reach? Developing Ethnic Minority Business Support in the UK through Increasing Engagement with Minority Communities."</i> Robert Blackburn, Kingston University David Smallbone, Kingston University Thomas Odamtten, Kingston University</p>	

1:45 – 3:00

Technology and High Growth SME's, Paper Session	Salon J
Session Chair: Jerman Rose, Washington State University	
<p><i>"How Small Business Keeps Abreast of Emerging Technology"</i> Richard G. Donnelly, George Washington University Christopher P. Durney, ICF Consulting Group, Inc.</p> <p><i>"Syndication in the Venture Capital Industry During Different Stages of the Business Cycle"</i> Björn Berggren, Royal Institute of Technology Christer Olofsson, Swedish University of Agricultural Sciences Lars Silver, Royal Institute of Technology</p> <p><i>"Picking the Winners - Explaining Factors of New Venture Growth"</i> Markku Virtanen, Helsinki School of Economics and Business Administration Hannu Littunen, University of Kuopio</p> <p><i>"Venture Capitalist Opportunity Recognition Differences: East Versus West"</i> Noel J. Lindsay, University of South Australia Wendy A. Lindsay, University of South Australia</p>	

Friday 1:45 – 3:00	<table border="1"> <tr> <th data-bbox="371 113 1292 142"> Entrepreneurship and Small Business, Paper Session </th> <th data-bbox="1292 113 1451 142"> Alexandria </th> </tr> <tr> <td colspan="2" data-bbox="371 142 1292 172"> Session Chair: Lois Shelton, Chapman University </td> </tr> <tr> <td colspan="2" data-bbox="371 172 1292 905"> <p><i>"How Well SMEs Cope with Risk Management Issues: A Study in Singapore Context"</i> B C Ghosh, Dean, Vancouver University, Canada-Singapore Operations Tan Wee-Liang, Singapore Management University Anthony Mak, Vancouver University MBA Student at IFPAS, Singapore Calvin Foo, Vancouver University MBA Student at IFPAS, Singapore Richard Ong, Vancouver University MBA Student at IFPAS, Singapore Thomas Mathew, Vancouver University MBA Student at IFPAS, Singapore</p> <p><i>"Determinants of Success: Small and Medium Sized Enterprises Selling Goods and Services to the Federal Government"</i> Aleta Wilson, National-Louis University</p> <p><i>"When Do Liabilities of Age and Size Dissipate? Searching for the Financial Legitimacy Threshold"</i> Susan M.T. Coombes, Syracuse University Matthew W. Rutherford, Gonzaga University</p> <p><i>"Financial Management and Analysis Practices in Small Business: An Exploratory Study in India "</i> Ashim Kumar Das, National Institute of Technology - Silchar, India Nikhil Bhusan Dey, Assam University - Silchar, India</p> </td> </tr> </table>	Entrepreneurship and Small Business, Paper Session	Alexandria	Session Chair: Lois Shelton, Chapman University		<p><i>"How Well SMEs Cope with Risk Management Issues: A Study in Singapore Context"</i> B C Ghosh, Dean, Vancouver University, Canada-Singapore Operations Tan Wee-Liang, Singapore Management University Anthony Mak, Vancouver University MBA Student at IFPAS, Singapore Calvin Foo, Vancouver University MBA Student at IFPAS, Singapore Richard Ong, Vancouver University MBA Student at IFPAS, Singapore Thomas Mathew, Vancouver University MBA Student at IFPAS, Singapore</p> <p><i>"Determinants of Success: Small and Medium Sized Enterprises Selling Goods and Services to the Federal Government"</i> Aleta Wilson, National-Louis University</p> <p><i>"When Do Liabilities of Age and Size Dissipate? Searching for the Financial Legitimacy Threshold"</i> Susan M.T. Coombes, Syracuse University Matthew W. Rutherford, Gonzaga University</p> <p><i>"Financial Management and Analysis Practices in Small Business: An Exploratory Study in India "</i> Ashim Kumar Das, National Institute of Technology - Silchar, India Nikhil Bhusan Dey, Assam University - Silchar, India</p>	
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Friday	Economic Development, Workshop Session Sponsored by International Finance Corporation	Salon F
	1:45 – 3:00 <i>"Evaluating the Impact of SME Programs: Approaches and Methods"</i> Bruce Kirchhoff, New Jersey Institute of Technology Rob Van de Horst, EIM Business and Policy Research Denny Dennis, NFIB George Solomon, George Washington University Mark Bardini, International Finance Corporation Geeta Batra, International Finance Corporation	
1:45 – 3:00	Women in Entrepreneurship, Workshop Session	Salon G
	<i>"Women's Business Centers: An International Solution for Entrepreneurship and Economic Development"</i> Ann Marie Almeida, Association of Women's Business Centers Virginia Littlejohn, Project Tsunami Sarah Mcpherson, Prowess Amanda C. Zinn, Women Entrepreneurs of Baltimore, Inc. Julie R. Weeks, National Women's Business Council Sally Arklev, Women's Business Development Agency	
1:45 – 3:00	ISBC Track Session	McLean
	<i>"Implications of Technological Change"</i> Hans-Jobst Pleitner, St. Gallen <i>Recent Structural Change of Japan's SMEs and Their Technological Development</i> Tensuo Minato, Aoyama Gakuin University	
3:00 – 3:30	Coffee Break with Exhibitors	Arlington Foyer
Competitive and Invited Papers, Workshops and Symposia		
3:30 – 4:45	Entrepreneurship and Small Business, Paper Session Session Chair: Marius Pretorius, University of Pretoria	Lee
	<i>"Making Succession a Success: Perspectives from Canadian SMEs"</i> Doug Bruce, Canadian Federation of Independent Business Derek Picard, Empirical Economics Corporation <i>"Entrepreneurial Motivation in a Multicultural Society: The Effects of Ethnicity and Entrepreneurial Self-Efficacy"</i> Boris Urban, University of Johannesburg Jurie van Vuuren, University of Pretoria <i>"Serial Entrepreneurship: An Exploratory Analysis of Australian Firms"</i> Michael Schaper, Curtin University of Technology Gary Mankelow, University of Newcastle Brian Gibson, University of Newcastle <i>"The Happy Story of Small Business Financing"</i> Ed Vos, University of Waikato Andrew Jia-Yuh Yeh, University of Waikato Sara Carter, University of Strathclyde Stephen Tagg, University of Strathclyde	

Friday 3:30 – 4:45	Entrepreneurship and Small Business, Paper Session Session Chair: Fred L. Fry, Bradley University <i>"Costs of Developing a Foreign Market for a Small Business: The Market & Non-Market Barriers to Exporting by Small Firms"</i> Kirk C. Heriot, Western Kentucky University J. Kent Poff, North Georgia College & State University <i>"Structural and Competitive Determinants of Globally-Oriented Small and Medium-Sized Enterprises: An Empirical Analysis and Challenges for Success"</i> Jean-Marie Nkongolo-Bakenda, University of Regina Robert Anderson, University of Regina Jack Ito, University of Regina Garnet Garven, University of Regina <i>"The Micro-Multinational Enterprise (MME): A Golden Opportunity for Entrepreneurship"</i> Thomas N. Duening, Arizona State University <i>"The Significance of Entrepreneurial Networks: Findings from a Comparative Study of Three Ethnic Groups"</i> Bruce Mitchell, University of Greenwich Mary Jesselyn Co, University of Greenwich	Manassas
3:30 – 4:45	Entrepreneurship Education and Training, Paper Session Session Chair: Willian (Bill) A. Laing, Anderson College <i>"Perceived Success Factors in Start Up and Growth Strategies: A Comparative Study of Entrepreneurs, Managers, and Students"</i> Malin Brännback, Åbo Akademi University Alan Carsrud, Florida International University Isa Hudd, Åbo Akademi University Leif Nordberg, Åbo Akademi University Maija Renko, Florida International University <i>"I'll Happily Tell You What I Think (Now)": A Methodological Issue in Entrepreneurship Research"</i> Leon Schjoedt, Illinois State University Kelly G. Shaver, College of William & Mary <i>"Consulting and Advising a New Business Start-Up by Applying Lessons Learned from the Apprentice Reality Simulation"</i> Rick Koza, Chadron State College	Jackson
3:30 – 4:45	Women's Issues, Paper Session Session Chair: Brian L. Dunsby, Perlex Associates <i>"Profile of Women Entrepreneurs in a War-Torn Area: Case Study of Northeast Sri Lanka"</i> Selvamalar Ayadurai, Binary University College of Management and Entrepreneurship M. Sadiq Sohail, King Fahd University of Petroleum & Minerals <i>"Development Of Woman's Business in Undeveloped Enterpreneurial Surrounding – The Case of Serbia"</i> Sofija Adzic, Faculty of Economics Subotica, Novi Sad Jasminka Adzic, Mathematical High School <i>"Emancipation of Women Through Entrepreneurship: A Case Study of Jansikshan Sanstan"</i> Durga L.K.Gudlavalleti, A.M.S. College <i>"Women Entrepreneurs in Pakistan: Profile, Challenges and Practical Recommendations"</i> Muhammad Azam Roomi, University of London	Salon Two

Friday
3:30 – 4:45

Entrepreneurship and Economic Development, Paper Session Session Chair: Charles J. Mambula, Suffolk University	Salon K
<p><i>"Conceptualising Entrepreneurship in a Transition Context"</i> David Smallbone, Kingston University Friederike Welter, RWI Essen and University of Siegen</p> <p><i>"Economic Development through Entrepreneurship in Tanzania's Agricultural Sector"</i> Julie M. Fox, Ohio State University David Nyange, Sokoine University of Agriculture (SUA) Mark Erbaugh, Ohio State University C. Thomas Worley, Ohio State University Emmanuel Mbiha, Sokoine University of Agriculture (SUA)</p> <p><i>"A Government Entrepreneurship Program of the Mayaguez Region"</i> R.K. Asundi, University of Puerto Rico David F. Muñoz, University of Puerto Rico</p> <p><i>"The Influence of Human Capital on Small Manufacturing Enterprise Development in Tanzania"</i> Darma Mahadea, University of Kwazulu-Natal</p>	

3:30 – 4:45

Public Policy, Paper Session Session Chair: Harold Welsch, DePaul University	Salon H
<p><i>"SME Financial Structure and the Implications for Regional Economic Policy Development in New Zealand"</i> Stuart Locke, University of Waikato</p> <p><i>"The Impact on Growth from Public Seed-Financing to New Technology Projects in Small Enterprises"</i> Lars Bager-Sjögren, Swedish Institute of Growth Policy Studies (ITPS) Hans Lööf, Royal Institute of Technology</p> <p><i>"What is the Use of Financial Compliance? The Case of Small Business in Australia"</i> Robyn Dyte, Monash University</p>	

3:30 – 4:45

Technology and High Growth SME's, Paper Session Session Chair: Stuart Paul, University of Paisley	Salon J
<p><i>"Building Mechanisms for Nurturing Innovative SMEs: Lessons from North American Science Parks and Incubators"</i> Sarfraz A. Mian, State University of New York - Oswego Jérôme Doutriaux, University of Ottawa Leonel Corona, UNAM – Mexico City</p> <p><i>"Superservices only for Superstars! – Which Firms Benefit Most from the Incubators?"</i> Ulla Hytti, Turku School of Economics and Business Administration Katja Mäki, Turku School of Economics and Business Administration</p> <p><i>"Towards a Conceptual Paradigm for Hatching Businesses in Incubators: The Applicability of Agency and Stewardship Theories"</i> Michael Laric, University of Baltimore Jay A. Azriel, Illinois State University</p>	

3:30 – 4:45

Women's Entrepreneurship Project Collaboration	Salon One
<p>Julie Weeks, National Women's Business Council Lois Stevenson, Industry Canada Virginia Littlejohn, Project Tsunami Annette St Onge, CCSBE-CCPME</p>	

Friday
3:30 – 4:45

Entrepreneurship and Small Business, Paper Session Session Chair: Hanns Pichler, Vienna University of Economics and Business Administration	Alexandria
<i>"Creating Innovative SMEs: Is Copying the Sincerest Form of Flattery?"</i> Peter Sheldrake, RMIT University	
<i>"Absorptive Capacity as a Growth Constraint in Small Entrepreneurial Firms"</i> Colin Gray, Open University Business School	
<i>"Strategic Spin-Offs in Small and Medium Size Enterprises"</i> Eric M. Laviolette, University Jean Moulin	
<i>"Why Does an Entrepreneurial Manufacturer Spin Off and Locate in a Cluster?"</i> In Hyeock (Ian) Lee, Indiana University	

3:30 – 4:45

Family Business, Paper Session Session Chair: Michael Meeks, San Francisco State University	Jefferson
<i>"Family Resource Management by Family Business in Canada, Korea, and the United States"</i> Ji-Hee Kim, Minot State University James Ondracek, Minot State University	
<i>"Antecedents and Consequences of Market, Learning and Entrepreneurial Orientation: Family Versus Nonfamily Emerging Fast-Growth Firms"</i> Caroline Tan Swee Lin, RMIT University Kosmas X. Smyrnios, RMIT University	
<i>"Comparison of Centralization and Delegation Practices in Family Versus Non-Family SMEs: A Rasch Analysis"</i> Wendy L. Martin, University of Illinois - Chicago G. T. Lumpkin, University of Illinois - Chicago	

3:30 – 4:45

Entrepreneurship Education and Training, Workshop Session	Salon D
<i>"Spreading the Good News: Marketing Entrepreneurship Programs"</i> LoAnn Ayers, Washington State University Tri-Cities Jeff Hornsby, Ball State University Charles Matthews, University of Cincinnati Dianne Welsh, University of Tampa Don Weinrauch, Tennessee Technological University	

3:30 – 4:45

Consulting and Advising, Workshop Session	Salon E
<i>"Entrepreneurial Partners: How to Make it Work Well Using the Partnership Charter Process"</i> David Gage, American University	

3:30 – 4:45

Entrepreneurship Education and Training, Workshop Session	Salon F
<i>"Building an Awesome Collegiate Entrepreneurs' Organization: Panel Discussion of Extracurricular Best Practices"</i> Gerald Hills, University of Illinois - Chicago	

3:30 – 4:45

Youth Entrepreneurship, Workshop Session	Salon G
<i>"International Student Development Opportunities – Students in Free Enterprise"</i> Bruce Nasby, Executive Vice President, SIFE Programs Robin Anderson, University of Portland Tim Clow, Students in Free Enterprise	

Friday	ISBC Track Session	McLean
3:30 – 4:45	ISBC Steering Committee Meeting	
5:00 – 5:30	ICSB Business Meeting	Arlington Ballroom
7:00 – 11:30	Conference Gala Dinner (Black Tie Optional Event) Ronald Reagan Bldg and International Trade Office Buses depart at 6:30 p.m.	

Saturday, June 18

7:30 – 11:45	Exhibits Open	Arlington Foyer
8:30 – 9:45	Plenary Address Colin Dunn, ICSB 2006 Conference Convener Awards Presentation	Arlington Ballroom
9:45 – 10:15	Coffee Break with Exhibitors	Arlington Foyer

Competitive and Invited Papers, Workshops and Symposia

10:15 – 11:30	Entrepreneurship and Small Business, Paper Session Session Chair: Wendelin Fraser	Manassas
	<p><i>"The Impact of the Enabling Organization on Customer Satisfaction: Banks and Their Small Business Customers"</i> Lars Silver, Royal Institute of Technology Fatima Vegholm, Centre for Banking and Finance</p> <p><i>"Frontline HR Involvement and Satisfaction in Small and Emerging Firms: An Exploratory Analysis"</i> Jeffrey S. Hornsby, Ball State University Michael G. Goldsby, Ball State University Donald F. Kuratko, Indiana University</p> <p><i>"Online Auction Entrepreneurs: Some Exploratory Research into Possible Paradigms for Online Auction Processes as an Entrepreneurial Tool"</i> Ian Knox, University of Ballarat</p> <p><i>"Understanding Business Performance. Exploring the Relative Contribution of Context, Strategy and Owner Managers' Characteristics"</i> Robert Blackburn, Kingston University Mark Hart, Kingston University</p>	
10:15 – 11:30	Entrepreneurship Education and Training, Paper Session Session Chair: Jim Davis, University of Notre Dame	Jackson
	<p><i>"Experimental Diagnose of Would-Be Entrepreneurs in Different Cultural Settings"</i> Dietmar Grichnik, Heinrich Heine University</p> <p><i>"Entrepreneurial Intentions of University Students and Graduates - A Finnish Perspective"</i> Ulla Hytti, Turku School of Economics and Business Administration Kaisu Paasio, Turku School of Economics and Business Administration Tommi Pukkinen, Turku School of Economics and Business Administration</p> <p><i>"Do They Learn by Doing It? A Cross-Border Effectiveness Evaluation of Entrepreneurship Education Techniques in United States, Singapore, New Zealand and China"</i> Jens Mueller, University of Waikato Harshada Patkar, University of Waikato Robin Anderson, University of Portland John Thornton, University of South Australia</p>	

Saturday
10:15 – 11:30

Women's Issues, Paper Session	Salon Two
Session Chair: Petra Moog, Zurich University	
<i>"Women Entrepreneurship in Oman"</i> Sami A. Khan, Mazoon College for Management & Applied Sciences A. P. Ghosh, Mazoon College for Management & Applied Sciences Donald A. Myers, University of Missouri - Rolla	
<i>"Rural Entrepreneurship in Kenya: Perception of Women on Entrepreneurship"</i> Peter B. Kibas, KIM School of Management	
<i>"Evaluation of Policy Implementation in Women Entrepreneurship Development"</i> Erlinda A. Dionco-Adetayo, Obafemi Awolowo University J.T Makinde, Obafemi Awolowo University J.O. Adetayo, Obafemi Awolowo University	

10:15 – 11:30

Entrepreneurship and Economic Development, Paper Session	Salon K
Session Chair: Lucyna Kornecki, Embry-Riddle Aeronautical University	
<i>"Challenges for Small Business Entrepreneurs: A Study in the Waikato Region of New Zealand"</i> Sukh Deo, Waikato Institute of Technology	
<i>"Why Do Some SME Clusters Stagnate?: Evidence From Two Resources-Based Clusters in Kerala, India"</i> M.K. Sukumaran Nair, University of Botswana	
<i>"Navigating the Choppy Waters of Economic Development: How Does Entrepreneurship Promotion Fit Into the Mix?"</i> Juita-Elena (Wie) Yusuf, University of Kentucky	
<i>"The Determinants of Entrepreneurship Development in China"</i> Junbo Yu, George Mason University Roger R. Stough, George Mason University	

10:15 – 11:30

Technology and High Growth SME's, Paper Session	Salon J
Session Chair: Eugene Fregetto, University of Illinois - Chicago	
<i>"Market Size, Market Development and Investments in Human Capital in the Venture Capital Business: Theory And Evidence"</i> Carola Jungwirth, University of Zurich	
<i>"Activating High-Tech Start-Ups: Testbed as a Means of SME R&D and Business Acceleration"</i> Mikko Herajärvi, University of Oulu Vesa Puhakka, University of Oulu	
<i>"Innovation in SMEs: Who? What Kind? With What Effects? Preliminary Results of an Exploratory Study"</i> Jacques Baronet, Université de Sherbrooke Gilles St-Pierre, Université de Sherbrooke	

Saturday
10:15 – 11:30

Entrepreneurship and Small Business, Paper Session	Alexandria
Session Chair: Rick Koza, Vienna University of Economics and Business Administration	
<p><i>"Founder/CEO Turnover: A Social Capital Approach Toward Reducing the Performance Impacts in Entrepreneurial Startups"</i> Charles E. Bamford, Queens University of Charlotte Garry D. Bruton, Texas Christian University Yvonne L. Hinson, Wake Forest University</p> <p><i>"Examining The Causes of Job Satisfaction for Small Business Executives: A Test of the Situational, Dispositional, and Interactional Job Satisfaction Models"</i> Leon Schjoedt, Illinois State University</p> <p><i>"Entrepreneurship: Re-Mapping the Winds of Creative Destruction"</i> Aron S. Spencer, New Jersey Institute of Technology Bruce A. Kirchhoff, New Jersey Institute of Technology</p> <p><i>"Small and Medium Enterprises Planning: Evidence from Australia"</i> Peter N. Kiriri, United States International University - Africa, Kenya</p>	

10:15 – 11:30

Entrepreneurship and Small Business, Paper Session	Jefferson
Session Chair: Fred Kiesner, Loyola Marymount University	
<p><i>"An Analysis of Training and Development Issues Affecting Small and Medium Enterprises in the United States"</i> Geralyn McClure Franklin, University of Texas - Permian Basin George T. Solomon, George Washington University Erin Thomas, University of Texas - Permian Basin Lloyd W. Fernald, Jr., University of Central Florida Ayman Tarabishy, George Washington University</p> <p><i>"Small-Firm Performance: Modeling the Role of Product Improvement and Process Improvement"</i> James A. Wolff, Wichita State University Timothy L. Pett, Wichita State University</p> <p><i>"A Performance Measurement System for SME Networks"</i> Elina Varamäki, University of Vaasa Tero Vuorinen, University of Vaasa Marko Järvenpää, University of Vaasa Tommi Tuominen, University of Vaasa Marko Kohtamäki, University of Jyväskylä Erkki. K. Laitinen, University of Vaasa Kirsti Sorama, University of Vaasa Petri Helo, University of Vaasa Timo Pihkala, Lappeenranta University of Technology Jarkko Tenhunen, Lappeenranta University of Technology Jukka Vesalainen, University of Vaasa Tom Wingren, University of Vaasa</p> <p><i>"Perceived Barriers to Entry: Is There any Difference between Small, Medium-Sized and Large Companies?"</i> Ron Kemp, EIM Business and Policy Research Clemens Lutz, University of Groningen</p>	

Saturday	Social Entrepreneurship, Workshop Session	Salon D
10:15 – 11:30	<i>"Social Entrepreneurship: Using Entrepreneurship to Create Opportunity in Rural Areas. The Appalachian IDEA Network Model"</i> Steve Brown, Eastern Kentucky University Gabriel Wilmoth, University of Kentucky Debbi D. Brock, Berea College	
10:15 – 11:30	Youth Entrepreneurship, Workshop Session	Salon E
	<i>"Global Student Entrepreneur Awards Workshop"</i> Sharon Bower, St. Louis University	
10:15 – 11:30	Entrepreneurship Education and Training, Workshop Session	Salon F
	<i>"Organizing and Conducting Overseas Study Tours"</i> James Ondracek, Minot State University John O'del, Rhode Island College Ji-Hee Kim, Minot State University	
10:15 – 11:30	Entrepreneurship Education and Training, Workshop Session	Lee
	<i>"Developing a Partnership to Teach and Develop Entrepreneurship Training in Northern Ireland"</i> David Gibson, Queens University Belfast Cecilia Hegarty, University of Ulster Sharon Porter, University of Ulster	
10:15 – 11:30	Venture Capital/Angel/Technology/High Growth, Workshop Session	Salon G
	<i>"Developing Strategic Entrepreneurship in Small Business"</i> Mary Han, Ryerson University Isabell Welp, Ludwig-Maximilians Universität Vanessa Ratten, Queensland University of Technology Duane Ireland, Texas A&M University Kevin Ibeh, University of Strathclyde Leo Dana, University of Canterbury Robert Hisrich, Case Western Reserve University Zolton Acs, University of Baltimore	
10:15 – 11:30	Entrepreneurship Education and Training, Workshop Session	Salon H
	<i>"Training for Growth Entrepreneurs: Key Factors for Success"</i> Rob Fuller, University of California - San Diego	
10:15 – 11:30	ISBC Track Session	McLean
	Summary and Invitation for 33rd Conference of ISBC in Sofia, Bulgaria	
10:15 – 11:30	Women Entrepreneurship Activities Poster Session	Salon One
	Julie Weeks, National Women's Business Council Lois Stevenson, Industry Canada Virginia Littlejohn, Project Tsunami Annette St Onge, CCSBE-CCPME	
11:45 – 1:30	All Conference Luncheon The FSF-NUTEK Award Winners Panel Presentation	Arlington Ballroom
2:00 – 4:00	ICSB Board Meeting	Salon J