

1998 SBIDA

Santa Fe, New Mexico
February 4-7, 1998

Small Business Institute Director's Association

1. **Quality Practices of Very Small Firms" A Study of Empowerment, Teamwork and Training**
 - o Ron Cook, Rider University
 - o Radha Chaganti, Rider University
 - o Cengizz Haksever, Rider University
2. **Transforming Field Case Reports into Client Improvement: A Model and Action Agenda**
 - o Michael D. Ames, California State University
3. **First Three Meetings: Questions To Ask Client**
 - o Michael S. Broida, Miami University
 - o Katherine Kowalski, Miami University
4. **Building and Maintaining a Local Web Site for Small Business Institute Counselors and Clients**
 - o Ronald S. Rubin, University of Central Florida
5. **Florida Small Business Development Center Network: Professional Development & Certification Program**
 - o Kathie Holland, CMC
 - o Lloyd W. Fernald, Jr., D.B.A.
6. **Small Business and Environmental Protection: A Win/Win Strategy**
 - o Abbas Nadim, University of New Haven
7. **The Power of Purpose: Strategic Implications of Socially Responsible Niche Strategies For Small Business**
 - o Armand Gilinsky, Ph.D., Sonoma State University
8. **The Entrepreneurial Strategy Matrix and Venture Performance: An Empirical Analysis**
 - o Robert N. Lussier, Springfield College
 - o Matthew C. Sonfield, Hofstra University
 - o J. Douglas Frazer, Millersville University
 - o Frederick D. Greene, Manhattan College
 - o Joel Corman, Suffolk University
9. **An Empirical Test of the Entrepreneurial Strategy Matrix**
 - o James E. Puetz, Rockhurst College
 - o Richard E Hunt, Rockhurst College
10. **Is Entrepreneurial Drive a Predictor of Venture Performance? An Exploratory Investigation**
 - o Michael D. Ensley, Univeristy of North Carolina
 - o James W. Carland, Western Carolina University

11. [Successful SBI Student Projects: The Proof is in The Presentation](#)
 - Dennis Elben, University of North Dakota
 - Phil Harmeson, University of North Dakota
12. [Key Components for Building an Entrepreneurial Internship Program](#)
 - Jeffrey C. Dilts, University of Akron
 - Shaanette M. Fowler, University of Akron
13. [The Impact of Small Business Courses on Competencies](#)
 - John Wallace, Ph.D., Marshall University
14. [Entrepreneurship and Small Business Education: Who needs it?](#)
 - Sumaria Mohan-Neill, Roosevelt University
15. [Gender Differences Between Finnish and American Entrepreneurs: An Exploratory Study](#)
 - Jo Ann C. Carland, Western Carolina University
 - James W. Carland, Western Carolina University
 - Salme Nasi, University of Jvaskyla, Finland
 - Juha Nasi, University of Jvaskyla, Finland
16. [An Evaluation of the Small Business Institute Programme at the University of Limerick: A Student and Client Perspective](#)
 - Patricia Fleming, University of Limerick
 - Briga Hynes, University of Limerick
17. [Rethinking the Educational Needs of Entrepreneurs](#)
 - Margaret F. Shipley, University of Houston
18. [Experiencing Consumer Experience](#)
 - Steve Vander Veen, Calvin College
19. [Developing a Simple but Good Meta-Marketing Model for Selling Retail Products In-Store](#)
 - Steve Vander Veen, Calvin College
20. [Ethical Database Marketing Practices for Small Firms: An Empirical Study](#)
 - Lisa D. Spiller, Christopher Newport University
 - Richard A. Hamilton, University of Missouri-Kansas City
21. [Small Business Owners Decisions Regarding Usage of the Yellow Pages](#)
 - Richard E. Hunt Ph.D., Rockhurst College
 - Richard G. Shaw M.S., Rockhurst College
22. [JAWS Revisited: How to Shark-Proof Small Businesses From the Gnashing Jaws of Workplace Violence](#)
 - William E. Smith, Stephen F. Austin State University
 - Geraldyn McClure Franklin, Stephen F. Austin State University
23. [Natural Disasters and Small Business: The Need and Role for University Based Advisors in the Recovery](#)
 - Phil Harmeson, University of North Dakota
 - Dennis Elbert, University of North Dakota
 - Bruce Gjovig, University of North Dakota
24. [The Classification of Service Providers as "Contract Workers" Rather Than "Employees": Implications for Small Business](#)
 - Matthew C. Sonfield, Hofstra University
25. [Bank Financing Discrimination Against African-American Owned Small Business](#)

- Robert N. Lussier, Springfield College
 - Gregory M. Greenberg, Panasonic Industrial Company
 - Joel Corman, Suffolk University
26. [Ethics in Small Businesses: Can Culture and Moral Values Successfully Co-Exist?](#)
- J.N. Bradley, Central Washington University
27. [Effects of Organizational Communication Satisfaction on Job Performance and Firm Growth in Small Businesses](#)
- C. Glenn Pearce, Virginia Commonwealth University
 - Gerald J. Segal, Florida Gulf Coast University
28. [The Dilemma of Electronic Control in Small Business](#)
- Edward Bewayo, Montclair State University
29. [Health Related Conditions of Small Business Loan Applicants: Views of Bank Loan Officers](#)
- T.J. Halatin Ph.D., Southwest Texas State University
 - Garland G. Hunnicutt Ph.D., Southwest Texas University
30. [Merchant Status: Overcoming the Dilemma for Home-Based Businesses](#)
- Thomas Liesz, Eastern Oregon University
31. [Some Issues to Consider Prior to Starting a Home-Based Business](#)
- Lisa D. Spiller, Christopher Newport University
 - Stephanie Huneycutt, Christopher Newport University
32. [J&P Tax Service](#)
- Wilson C. Grier, Morehead State University
 - John Osborne, Morehead State University
 - Peggy Osborne, Morehead State University
33. [Office Violence: Its Impact on Small Business](#)
- D. Lynn Hoffman, University of Northern Colorado
 - R. Viswanathan, University of Northern Colorado