

**2000-United States Association For Small Business &
Small Business Institute Director's Association
San Antonio, Texas February 16-19 2000**

1. 2002 Beware Small Businesses: The Teams Are Coming
David C. Adams- Manhattanville College
Joseph Galante- Millersville University
2. 2002 The Experiences And Lessons Of A 20th Century Entrepreneur: How Relevant In The Next Millennium?
Marjorie Alfus- Alfus Family Limited Partnerships
3. 2002 Female Minority Entrepreneurs: Succeeding Against The Odds
Frances M. Amatucci- Salem State College
Bonita L. Betters-Reed- Simmons College
Deborah Cain Good- Seton Hill College
Barbara Mistick- Seton Hill College
Robert D. Hisrich- Case Western Reserve University
4. 2002 Entrepreneurship In A New Millennium: How Will Information Technology Redefine The Profile Of The Successful Small Business Owner?
Michael D. Ames- California State University Fullerton
5. 2002 Competency Expectations Of And Benefits Offered To New Hires -- A Survey Of Central Pennsylvania Small Businesses
M. Ruhul Amin- Bloomsburg University of Pennsylvania
Howard Kinslinger- Bloomsburg University of Pennsylvania
6. 2002 Sustainable Entrepreneurship
Robin D. Anderson- The University of Portland
Steven A. Kolmes- The University of Portland
Todd M. Shank- The University of Portland
7. 2002 Joint Engineering And Commerce Business Plan Project: Description And Evaluation
Josée Audet- Concordia University
Joseph Pegna- Concordia University
Richard Garon- Multivet International Inc.
8. 2002 Best Practices For Managing Client Counseling (Or How To Get Client Progress Without Losing Your Sanity)
LoAnn Ayers- Washington State University
Bill Klupenger- Lane Community College
Jean Names- Lane Community College
Dean Otto- South Central Technical College

9. 2002 Inter-Firm Alliances In The Small Business: The Role Of Social Networks
Anat Barnir- University of North Texas
Ken A. Smith- Syracuse University
10. 2002 Using Small Business Case Studies In The Development Of Reflective Practice
Robert E. Bernier- University of Nebraska at Omaha
11. 2002 Assessing The Likelihood Of Business Success With Or Without Business Plans
Edward D. Bewayo- Montclair State University
12. 2002 Vision Of Women Entrepreneurs And Executives: A Hint For The New Millennium
Barbara Bird- American University
Candida Brush- Boston University
13. 2002 Technology's Effect On Small Business In The 21st Century
Don B. Bradley III- University of Central Arkansas
Kenneth J. Lacho- University of New Orleans
14. 2002 Fostering Of Entrepreneurships By Universities –Outlines Of An Entrepreneurship Education Within The Scope Of The 'Bizeps-Project'
Ulrich Braukmann- University of Wuppertal, Germany
15. 2002 The Cobb Microenterprise Initiative: A Collaborative Community Based Approach To Economic Development
Dorothy Brawley- Kennesaw State University
Carlotta Roberts- Kennesaw State University
Gary Roberts- Kennesaw State University
16. 2002 Nun Entrepreneurs: Paradigms, Paradoxes, And Passion
Dorothy E. Brawley- Kennesaw State University
Jane Ennis- Kennesaw State University
Carlotta D. Roberts- Kennesaw State University
17. 2002 Using The Minicase As An Educational Tool
Michael S. Broida- Miami University
18. 2002 Accelerating New Entrepreneurs: Incubator Alternatives
Mary Wilson Callahan- University of Georgia
Matt Bailey- Boston Consulting Group

19. 2002 New Faculty Session
 - Nancy Carter**- St. Thomas University
 - Lynn Neeley**- Northern Illinois University
 - Charles Matthews**- University of Cincinnati
 - Joseph Roberts**- Columbia College Arts, Entertainment & Media Management

20. 2002 Entrepreneurship Education For The Third Millennium: Taking Over The World With The "E" Spirit
 - R. Wilburn Clouse**- Vanderbilt University
 - Terry Goodin (student)**- Vanderbilt University
 - Joe Aniello (student)**- Vanderbilt University

21. 2002 Practitioner Partners
 - Wilburn Clouse**- Vanderbilt University
 - Gerald Hills**- University of Illinois at Chicago
 - Ruthie Reynolds**- Tennessee State University
 - Kenneth Lacho**- University of New Orleans
 - Larry Wacholtz**- Belmont University

22. 2002 Attitudes Toward Risk And The Personal Balance Sheets Of Small Business Owning Families
 - Susan Coleman**- University of Hartford

23. 2002 Public Entrepreneurship Training Beta Test Findings and Suggestions For Improvements
 - Dr. Ronald G. Cook**- Rider University

24. 2002 "Entrepreneurship Students: An Assist In Legitimizing The Field Of Entrepreneurship"
 - Andrew C. Corbett (Student)**- University of Colorado

25. 2002 Perceived Strategic Uncertainty And Environmental Scanning Activities: A Study Of Small High Technology Manufacturing Firms
 - Dilene O. Crockett**- The University of Texas at Arlington
 - Jeffrey E. McGee**- The University of Texas at Arlington
 - Olukemi O. Sawyerr**- California State University – Long Beach

26. 2002 Varying Perspectives Of Advertising Strategy Development For Small Business
 - Paul Dunn**- University of Louisiana
 - Robert E. Stevens**- University of Louisiana
 - Henry S. Cole**- University of Louisiana

27. 2002 Enhancing SBI Student Consulting Competencies: A Decade Long (AAR) After Action Report

Dennis J. Elbert- University of North Dakota

Phil A. Harmeson- University of North Dakota

James Faircloth III- University of North Dakota

28. 2002 Entrepreneurship & The Arts

Gary Ernst- North Central College

Larry Wacholtz- Belmont University

Michael Winchell- Illinois State University

Bonnie Gestwicki- Corning Community College

Clarke Greene- Columbia College Arts, Entertainment & Media Management

29. 2002 Entrepreneurship & The Arts

Gary Ernst- North Central College

Larry Wacholtz- Belmont University

Michael Winchell- Illinois State University

Bonnie Gestwicki- Corning Community College

Clarke Greene- Columbia College Arts, Entertainment & Media Management

30. 2002 The Status Of Entrepreneurial And Small Business Education In America

Thomas W. Falcone- Indiana University of Pennsylvania

Stephen W. Osborne- Indiana University of Pennsylvania

31. 2002 Increasing The Focus On Entrepreneurship Education At A Mid-Sized, Urban, Public University: What Worked And What Didn't

Charles F. Falk- Northeastern Illinois University (Retired)

Allen N. Shub- Northeastern Illinois University

32. 2002 Small Business Counselor Certification Project: Asian Pacific Economic Cooperation

Lloyd Fernald- University of Central Florida

Kathie Kunkel Holland- Certified Management Consultants

33. 2002 An Analysis Of Small Business Training And Development In The United States By Type Of Industry

Lloyd W. Fernald, Jr.- University Of Central Florida

George T. Solomon- The George Washington University

34. 2002 Entrepreneurship Education: The Impact On A Graduate Population

Patricia Fleming- University of Limerick

35. 2002 Women's Response To Conflict: A Conceptual Look At Gender Differences In Conflict Management Within Family Firms

Cathleen A. Folker- University of Nebraska

36. 2002 Who Wants To Be An Entrepreneur?
Deborah H. Francis- Auburn University at Montgomery
Kevin Banning- Auburn University at Montgomery
37. 2002 Family-Owned Vs. Non-Family Businesses: Estimating Their Numbers And Salient Problems
Fred L. Fry- Bradley University
Charles R. Stoner- Bradley University
38. 2002 Identifying Boundaries: Delineating Overlaps In Teaching Small Business Management And Entrepreneurship Courses
Fred L. Fry- Bradley University
Eugene Fregetto- University of Illinois-Chicago
39. 2002 Succession Planning In The US And The UK Family Owned Firms
Meg Furio- Loyola College in Maryland
Harsha Desai- Loyola College in Maryland
40. 2002 Should You Hire Your Spouse In Your Small Business?
Timi Catherine Gleason- Human Resource Consultant and Executive Coach
Nathan Oestreich- San Diego State University
Howard Toole- San Diego State University
41. 2002 Franchising At The Start Of The Millennium: Perspectives From Three Continents
Carolyn P. Gough- University of Texas at El Paso
Colin McCosker- University of Southern Queensland
Lorelle FraserGriffith University - Logan Campus
David Purdy- University of Westminister
John Stanworth- University of Westminister
42. 2002 It Takes A Village To Raise A Successor: The Potential Role Of Family Business Programs In Developing Young Children Into Leaders
Clark H. Hammond- University of South Dakota
Ryan Holoch- University of South Dakota
43. 2002 Methodological Issues In Family Business Research: An Examination Of The Relationship Between Innovation And Ownership Structure
E. Alan Hartman- University of Wisconsin Oshkosh
Donald Gudmundson- University of Wisconsin Oshkosh
C. Burk Tower- University of Wisconsin Oshkosh
44. 2002 Impact Of Public Assistance On Native American Family Owned Businesses
George Haynes- Montana State University
R. Nathaniel St. Pierre- Montana State University

45. 2002 Relating Organizational Commitment To Innovativeness To Marketing Processes And Barriers To Innovativeness: An Exploratory Study
Theodore T. Herbert- Rollins College
46. 2002 Promoting A New Small Business Institute Program: A Case Study
Kirk C. Heriot- North Georgia College & State University
C. Michael Powell- North Georgia College & State University
47. 2002 E-Commerce And Y2k: An Examination Of Small Business Practices
Jeffrey S. Hornsby- Ball State University
Donald F. Kuratko- Ball State University
Douglas W. Naffziger- Ball State University
Thomas M. Harris- Ball State University
48. 2002 When Goliath Comes To Town: Entrepreneurial Growth Opportunities Presented By A Competitor's Merger Or Acquisition
Todd J. Hostager- University of Wisconsin-Eau Claire
49. 2002 Entrepreneurship Centers: Interesting Survey Information
Edward M. Hufft, Jr.- Metropolitan State College of Denver
Kenneth Huggins- Metropolitan State College of Denver
50. 2002 John Hughes Perspective
John E. Hughes- Chairman, Coleman Foundation
Michael W. Hennessy- President, Coleman Foundation
51. 2002 Identifying "Prime" Opportunities: A Framework For Evaluating Venture Opportunities
Sherrie E. Human- Xavier University
Tom Clark- Xavier University
Bill Cunningham- Xavier University
52. 2002 "Industry/Employer Needs Assessment By Student Consultant Teams": "An Ethics Opportunity For Town, Gown & Technology"
Stephanie Dikovics Huneycutt- Christopher Newport University
53. 2002 Who Are Our Students? Entrepreneurship Education For Non-Business Students: A New Trend
J. David Hunger- Iowa State University
James H. Davis- University of Notre Dame
J. Barry Gilmore- University of Memphis
R. Wilburn Clouse- Vanderbilt University

54. 2002 Practitioner Community Outreach Programs
Jamaluddin Husain- Purdue University Calumet
Monica Doss- Council for Entrepreneurial Development
Timothy Stearns- California State University at Fresno
David Volkman- University of Nebraska at Omaha
55. 2002 Training Practicing Business-Owners
Jamaluddin Husain- Purdue University Calumet
56. 2002 An International Comparison Of The Effects Of Corporate Entrepreneurship On International Activities In A Changing World.
Morten Huse- University of Halmstad
Jonas Gabrielsson (student)- University of Halmstad
Henrik Winlund (student)- University of Halmstad
57. 2002 Workshop: Teaching A 21st Century Distance Learning Business Plan Writing Course Using A Web Site
Dewey E. Johnson- California State University-Fresno
58. 2002 Consumer Attitudes Towards Family-Owned Businesses Vs. Non Family Businesses On Critical Buying Decision Variables
Sandra King- California State Polytechnic University, Pomona
Deborah Brazeal- California State Polytechnic University, Pomona
59. 2002 Theory Development In Entrepreneurship: Trends For The New Millennium
Donald F. Kuratko- Ball State University
R. Duane Ireland- Baylor University
Michael H. Morris- Miami University
Minet Schindehutte- Miami University
60. 2002 Internships In Entrepreneurship: Issues, Problems, And Solutions, From The Trenches Of The Frontline Of Entrepreneurship Education
Kenneth J. Lacho- University of New Orleans
Shaanette M. Fowler- University of Akron
61. 2002 Preparing Entrepreneurs For The 21st Century: Opportunities And Challenges Facing Historically Black Colleges And Universities
Kenneth Lacho- University of New Orleans
Thaddeus McEwen- North Carolina A&T State University
Robert Askew- Norfolk State University
John Sibley Butler- University of Texas at Austin
Edward Irons- Clark Atlanta University
Mary M. White- Jackson State University

62. 2002 Entrepreneurship, Commercial Activities, And Nonprofit Social Services: Seeking Profits In A Nonprofit World
Nancy E. Landrum (student)-New Mexico State University
Kim Hinrichs (student)- New Mexico State University
63. 2002 Lowe Foundation Web-Page Demonstration Workshop
Mark Lange- Edward Lowe Foundation
Eric Vines- Edward Lowe Foundation
64. 2002 Lindbergh Entrepreneurship: The Start Up Struggles Of A High School Program
O. Victor Lenz, Jr.- Lindbergh School District
Joyce Brockhaus- Lindbergh School District
Bess Wilfong- Lindbergh School District
Cheri Bruce- Lindbergh School District
65. 2002 Getting Started: Delivering a Business Plan Course Online
Nancy M. Levenburg- Grand Valley State University
66. 2002 Small Business Use of the Internet: They're Not Yet Betting the Farm
Nancy M. Levenburg- Grand Valley State University
Thomas C. Dandridge- Grand Valley State University
67. 2002 Organizational Learning In New Ventures: Enhancing Entrepreneurial Success In The New Millennium
Benjamin M. Bergmann- Lichtenstein- University Of Hartford
G. T. Lumpkin- University Of Illinois At Chicago
Jon W. Walton (Student)- University Of Illinois At Chicago
68. 2002 Niching On Know-how: Information-Intensive Transacting As Sustainable Niche Strategy For Small Retailers
Reginald A. Litz- University of Manitoba
Alice C. Stewart- Ohio State University
69. 2002 Small Prospects Against Big Boxes: A Partial Test Of Chen's (1996) Theory Of Interfirm Rivalry
Reginald A. Litz- University of Manitoba
Alice C. Stewart- Ohio State University
70. 2002 Where Everybody Knows Your Name: Extraorganizational Clan-Building As Small Firm Strategy For Home Field Advantage
Reginald A. Litz- University of Manitoba
Alice C. Stewart- Ohio State University

71. 2002 Strategies Used By Small Business Entrepreneurs
Robert N. Lussier- Springfield College
Matthew C. Sonfield- Hofstra University
Joel Corman- Suffolk University
Mary T. McKinney- Duquesne University
72. 2002 Tips On Getting Published Workshop
Robert N. Lussier- Springfield College
Joel Corman- Suffolk University
73. 2002 How Marriage And Family Life Affect The Business Consultant
Kathy J. Marshack- Licensed Psychologist and- Family/Business
74. 2002 A Process For Developing A National Policy On Micro Finance In Emerging Countries: The Case Of Malawi
John Masten- Tennessee State University
Benson Kandoole- Malawi Institute of Management
75. 2002 The Holistic Model: What An Exciting Year
Greg McCann- Stetson University
Michelle DeMoss- Stetson University
76. 2002 Surviving “W-Day”: An Assessment Of The Impact Of Wal-Mart’s Invasion Of Small Town Retailing Communities
Jeffrey E. McGee-
Mark Peterson
77. 2002 Attention All Entrepreneurship Researchers – Come On Down: Research Methods
Michael D. Meeks- University of Colorado at Boulder
78. 2002 Entrepreneurship Education In The 21st Century: Pedagogy Approaches
Michael D. Meeks- University of Colorado at Boulder
79. 2002 High Technology Investment Risk
Douglas D. Moesel- University of Missouri- Columbia
James O. Fiet- Jonkoping International Business School (Sweden)
Lowell W. Busenitz- University of Oklahoma
80. 2002 Transitions—Milestones On The Route To Success
Dorothy P. Moore- The Citadel
81. 2002 Entrepreneurship & The Law
Thomas Morsch- Northwestern University School of Law
Patricia Lee- University of Chicago School of Law

82. 2002 To Train Or Not To Train – That Is The Question?
Syeda-Masooda Mukhtar
83. 2002 Role Of Small Business In Community Development: An Open System, Interactive Model
Abbas Nadim- University of New Haven
Joseph Parker- University of New Haven
84. 2002 An Innovative Approach To Internships: Enhancing The Global Competitiveness Of Idaho's Small Businesses
Nancy Napier- International Business Consortium
Bob Shepard- Idaho Small Business Development Center
Stephanie Hunt- International Business Consortium
Frederic Anderson- Boise State University
Tony Mendes- Kauffman Center for Entrepreneurial Leadership
85. 2002 Entrepreneurship Education In The 21st Century: Key Issues
Heidi M. Neck- University of Colorado at Boulder
86. 2002 The Role Of Legitimation Thresholds On Market-Entry Decisions In An Experimental Game Setting: When Do Potential Entrepreneurs Sit It Out?
David E. Olson- California State University-Bakersfield
Darryl Seale- University of Nevada at Las Vegas
87. 2002 Unemployed To Entrepreneur: More Data, More Insights
Stephen W. Osborne- Indiana University of Pennsylvania
Thomas Falcone- Indiana University of Pennsylvania
Prashanth B. Nagendra- Indiana University of Pennsylvania
88. 2002 Yet Another Benefit Of Small Business Institute: A Hands-on Experience In Business Ethics
Stephen W. Osborne- Indiana University of Pennsylvania
89. 2002 Aligning Professional And Marketing Attributes In Small Professional Businesses: Client Evaluation Of Lawyer Service Quality In Chapter 7 Bankruptcies
Todd Starr Palmer- Penn State University Erie
Brenda E. Joyner- Loyola University New Orleans
Syed Saad Andaleeb- Penn State Erie
90. 2002 Development Of The CEO's Skills In The Small Business
Atilio A. Penna- Atilio Penna & Associates
91. 2002 Understanding The Nature Of Work In The Small Business
Atilio A. Penna- Atilio Penna & Associates

92. 2002 Using Business For Social Change: Learning From The Past
Jane R. Plitt- University of Rochester
93. 2002 Public And Commercial Market Penetration: Competitive Barriers And Demographic Factors For Small Firms
Howard S. Rasheed- University of South Florida
94. 2002 Global Entrepreneurship Monitor
Paul D. Reynolds
95. 2002 A Profile Of Women Microenterprise Programs
Ruthie G. Reynolds- Tennessee State University
96. 2002 Partners Across Curriculum
Joseph Roberts- Columbia College Arts, Entertainment & Media Management
M. Robert Carver- Southern Illinois University at Edwardsville
David Pistrui- Alfred University
Mark Cornett- Clarkson University
Scott Shane- Massachusetts Institute of Technology
97. 2002 Knowledge Utilization In High Tech Start-Ups: Predicting Knowledge Sharing From Employee Mental Models
Edward W. Rogers- Cornell University
98. 2002 Management Skills And Training Needs Of Entrepreneurs And Small Business Managers
Eric J. Romero- New Mexico State University
Sam Gray- New Mexico State University
99. 2002 Putting Your Customers On The Map: A Primer On Computer Cartography For The Small Business Using Microsoft's Excel Desktop Mapping Feature
Ronald S. Rubin- University of Central Florida
100. 2002 Out Of The Frying Pan...? Why Small Business Executives Sometimes Introduce High Risk New Products
Sonia Savelli (Student)- Oakland University
Mark Simon- Oakland University
Susan M. Houghton- Georgia State University
101. 2002 Are We Missing The Point In The Areas Of Accounting And Marketing With Female Entrepreneurs?
Chandra A. Schorg- Texas Woman's University
Sherrill R. Taylor- Texas Woman's University

102. 2002 Examining The Role Of Co-Founders And Entrepreneurs' Social Networks To Growth In High Tech Firms

Robert P. Singh- University of the Pacific

103. 2002 Family Business Problems: Factors Affecting The Success Of Family Business Following The Succession

George T. Solomon- George Washington University

Sandra King- California State Polytechnic- University, Pomona

Ayman Tarabishy- George Washington University

Erik K. Winslow- George Washington University

104. 2002 Differences In The Knowledge Networks Of SME Firms

Emeric Solymossy- Western Illinois University – Quad Cities

105. 2002 Establishing And Developing Small Businesses In A Post-Communist Economy: The Case Of Hungary

Matthew C. Sonfield- Hofstra University

106. 2002 Why Entrepreneurship Has Won!

Howard H. Stevenson- Harvard Business School

107. 2002 Multi-Media Case Workshop

Deborah Streeter- Cornell University

Peter Rainsford- University of Denver

108. 2002 Small Business Familiarity With Sources Of Financing: Impact Of Location And Size

Mark Kay Sullivan- Maryville College

109. 2002 Mentoring Entrepreneurs As Faculty Members: The Care And Feeding Of Adjunct Entrepreneurship Faculty

Clint B. Tankersley- Syracuse University

110. 2002 Life Insurance Funding Of Buy-Sell Arrangements In Small Businesses

Loren Tauer- Cornell University

111. 2002 From The Ground Up: How To Take A Start-Up And Grow It Successfully

Charles N. Toftoy- George Washington University

David Spencer- On Board Software, Inc.

Jackie Fellers- Fellers Specialty Advertising, Inc.

Lee Sutterfield- Secure Logix

112. 2002 Experiencing Entrepreneurship: Ten Years Of Undergraduate Start-Ups
Nancy Upton- Baylor University
Beth Teal- Baylor University
Pati Milligan- Baylor University
113. 2002 Academic Community Outreach Programs
Victoria Van Asten- The Institute for Entrepreneurship
Timothy Stearns- California State University at Fresno
Mary Henry- The Center for Entrepreneurship
Hazel King- Illinois Inst. for Entrepreneurship Education
114. 2002 Youth Entrepreneurship Programs: Why Universities Want A Piece Of The Pie
Victoria Van Asten- The Institute for Entrepreneurship
115. 2002 Marketing Commercial Mechanical Contractors By Size And Type
Steve VanderVeen- Calvin College
116. 2002 Work And Owner Satisfaction: Implications For Performance Measurement
John Watson- The University of Western Australia
Rick Newby- Edith Cowan University
David Woodliff- The University of Western Australia
117. 2002 Trends & Issues in Entrepreneurship Education
Harold Welsch- DePaul University
Howard Stevenson- Harvard University Graduate School of Business
Michael Morris- Miami University Page Center for Entrepreneurship
Gerald Hills- University of Illinois at Chicago
Charles Matthews- University of Cincinnati
118. 2002 Strategic Alliances In New Ventures: Does Alliance Structure Follow Theory?
Joette M. Wisnieski- Indiana University of Pennsylvania
Mike Dowling- Universitataet Regensburg