

NEWSLETTER - January 30, 2001
Issue: 162-2001

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Feature Paper

Does Your Team have a Learning Disorder? Improving the Learning Process in Teams

This paper was presented by Michael Driver, from East Tennessee State University, at the 31st Annual Meeting of the Decision Sciences Institute in Orlando, Florida, on November 18-21, 2000.

The following article provides insight into how the team learning process may be managed and how team members can share in each others' learning processes. Team learning differs from team building in that it does not address interpersonal relationships or general norms of cooperation, rather it addresses the mental or problem solving process by which teams generate ideas and solutions. In traditional team settings many opportunities to question assumptions and to develop new and innovative ideas for substantial organizational improvement are not capitalized on. The model of team learning developed here seeks to increase the number of learning opportunities available to teams and provides suggestions on how to implement some communication techniques which facilitate a shared learning process.

To read this entire paper on team learning processes, visit our Web site at http://www.sbaer.uca.edu/Research/2000/DSI/pdffiles/papers/v1_168.pdf

Tip Of the Week

"Team Building Goals"

Team building is an OD technique designed to help work groups operate more effectively. Team building is widely used as a means of helping new or existing groups that are in need of improving effectiveness. The goals of team-building programs will vary considerably, depending upon the group needs and the change agent's skills. Some of the typical goals are:

- To clarify the objectives of the team and the responsibilities of each team member.
- To identify problems preventing the team from accomplishing its objectives.
- To develop team problem-solving and decision-making, objective-setting, and planning skills.
- To determine a preferred style of teamwork and to change to that style.
- To fully utilize the resources of each individual member.
- To develop open, honest working relationships based on trust and an understanding of group members.

"Human Relations in Organizations: Applications and Skill Building," Lussier, R., The McGraw-Hill Companies, Inc., 1999, pages 406-407.

Call For Papers

Society for Marketing Advances

The Society for Marketing Advances (formerly Southern Marketing Association) will be held at the New Orleans Hilton in New Orleans, Louisiana, on November 6-10, 2001. SMA has evolved into a dynamic and influential contributor to substantive marketing thought and action. With members from different corners of the world, SMA is truly a 'global marketing organization.' The venue of the SMA 2001 is New Orleans, which offers an array of appealing sites, scenes, and savory cuisine! SMA offers a variety of professional opportunities, including presentations and discussions of cutting-edge issues in research, teaching, and faculty development. Various awards are presented annually at the Conference. **If anyone is interested in submitting a paper to this conference, please contact Dr. Don B. Bradley III, track chair of Retailing and Entrepreneurship, at Donb@mail.uca.edu**

Submission Deadline: **April 3, 2001**

For further information on this conference, visit <http://mkt.cba.cmich.edu/sma/>

Call For Papers

Southeastern Chapter of InfORMS

The Southeastern Chapter of the Institute for Operations Research and the Management Sciences will hold its 37th Annual Meeting in Myrtle Beach, South Carolina, on October 4-5, 2001. Papers, abstracts, and proposals are invited on topics related to management science techniques and applications, and on innovative methods of teaching management science. Submissions by practitioners on applications are especially welcome.

Submission deadline for papers: **April 30, 2001**

For more details on the this conference, visit www.sbaer.uca.edu/Docs/bulletins/INFORMS2001.htm

Call For Papers

2001 Atlantic Marketing Association

The 2001 Atlantic Marketing Association Annual Meeting will be held in Portland, Maine on September 26-29, 2001. Paper topics include a wide range of marketing topics which include: Professional Selling/Sales Management; Retail/Entrepreneurship & Franchising; Health, Social, Public Sector, Nonprofit & Cause Related Marketing Healthcare; Consumer/Buyer Behavior; Music & Fine Arts; Tourism, Hospitality, and Events Marketing; Electronic Business; Sports and Recreation; Advertising/Promotion; International/Global Marketing; Case Writing, Marketing Pedagogy & Faculty Development; and Special Topics/Special Sessions.

Submission Deadline: **April 9, 2001**

For further information on this conference, visit http://atlanticmarketing.org/index_frameset.htm

Competition

Colorado State University's Business Plan Competition

Let your dreams take flight . . . Colorado State University invites you to participate in the Second Annual Undergraduate Business Plan Competition. The goal of this competition is to enhance student learning and potential for success. Venture Adventure give undergraduate students the opportunity to present their ideas and plans for realistic new venture creations to a panel of judges made up of entrepreneurs, venture capitalists, and banking executives. Valuable feedback and awards will be given as the panel will judge and offer insights into "real world" entrepreneurial challenges.

- First Place: \$7500
- Second Place \$3500
- Third Place: \$1000
- Remaining Teams: \$500

Intent to Compete Deadline: **March 1, 2001**

For further information on this conference, visit www.biz.colostate.edu/cefe/

Call For Papers

The Third Biennial Academy of Marketing/American marketing Association Joint Conference

This conference's theme is "A Contemporary Perspective of Global Marketing," and it will be held on July 1, 2001, at the Cardiff Business School in Cardiff, Wales, UK. For those interested, please submit four double-spaced typed copies of your competitive paper or a long abstract for research-in-progress paper. All papers must follow the style guidelines for the Journal of International Marketing. For the

competitive papers, the maximum page limit is 20 pages of double-spaced, 12 point courier type. For the research-in-progress papers, submit a long abstract, which should not be longer than five pages of double-spaced, 12 point courier type. In addition, prepare a separate page with just the title of your paper and the names, addresses, telephone numbers, fax numbers and e-mail addresses of all authors and send four copies at the time of submission of your manuscript.

Submission Deadline: **February 15, 2001**

For further information on this conference, visit www.sbaer.uca.edu/Docs/bulletins/TBAM2001.htm

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- If you have any comments about the SBANC newsletter or if you know of any upcoming small business event to promote, please contact Richard Armstrong at rea7401@cub.uca.edu

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- SBANC Newsletter is provided as a service to the **International Council for Small Business (ICSB)** members and the **Association for Small Business and Entrepreneurship (ASBE)** members.
 - If interested in becoming a member of ICSB, visit <http://www.icsb.org/about/join.htm>
 - If interested in becoming a member of ASBE, contact Patti Wilber at plwilber@nwsu.edu
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