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Feature Paper

"Employer Workforce Development Initiative"

This paper was presented by Phyllis Eisen, Vice President, NAM Manufacturing Institute, Executive Director, Center for Workforce Success at the 27th Annual SBI Conference on Feb. 13 - 15 in New Orleans, LA..

In order to understand the Workforce Development System, this paper briefly reviews the history of the current workforce development system and discusses a model and its initiatives that have been developed and are evolving. The model identifies a national and local strategy for an employer-driven workforce development system. The goal is to start a discussion on how higher education can be involved in research, community partnership, and programmatic activities.

To read the entire paper on "Employer Workforce Development Initiative", visit the SBANC Web Site at <http://www.sbaer.uca.edu/research/2003/SBI/papers/02.pdf>

Tip Of the Week

"A Profile Of Successful Successors"

Successful next-generation leaders share the following characteristics:

- They know the business well; ideally, they like or even love the nature of the business.
- They know themselves and their strengths and weakness, having had the necessary outside

experience and education.

- They want to lead and serve.
- They are guided responsibly by the previous generation, by advisors, and by a board of outside directors.
- They have good relationships and the ability to accommodate others, especially if part of a successor team (siblings, in-laws, or cousins).
- They can count on competent non family managers in the top management team to complement their own skills.
- They have controlling ownership or can lead, through allies, as if they did.
- Their have earned the respect of non family employees, suppliers, customers, and other family members.
- Their skills and abilities fit the strategic needs of the business.
- They respect the past and focus their energies on the future of the business and the family.

"Family Business" Ernesto J. Poza, Southwestern/Thomson learning., 2004, page 49.

Call For Papers

"American Society For Competitiveness"

The fifteenth annual conference on the Future of Global Free Enterprise will be held in Washington, D.C. area on October 14 - 16, 2004. The Conference will bring together leaders from business, government, and academia to share and discuss ideas, to reflect on experiences and approaches, and to strengthen the spirit of cooperation and collaboration for improved competitiveness.

Submission Deadline: May 30, 2004

For more information on this conference, visit <http://ecobweb.ecob.iup.edu/asc/Call%20for%20Papers%202004-first.htm>

Call For Papers

"34th Annual Entrepreneurship, Innovation, and Small Business Conference"

The 34th Annual (EISB) conference will be held on September 8 -10, 2004 in Turku, Finland. This year's conference theme will be New Economy Comes of Age - Implications for Ageing Entrepreneurs, Enterprises and Economies.

Submission Deadline: March 31, 2004

For more information on this conference, visit <http://www.tukkk.fi/sbi/eisb2004/>

Call For Papers

"2004 Society of Marketing Advances"

The Society of Marketing Advances 2004 Annual Conference is scheduled November 2-6, 2004at the TradeWinds Island Resorts in St. Pete Beach, FL. The Society would like to showcase your scholarly

work so please send in a paper for consideration. All accepted papers are published in our nationally recognized conference *Proceedings*.

Submission Deadline: March 29, 2004

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

Call For Papers

"Applied Business Research Conference"

The next ABR Conference will be held at the beautiful Caribe Hilton in San Juan, Puerto Rico during the week of March 15-19, 2004. The Caribe Hilton has ocean front swimming pools and whirlpools next to its pristine and secluded beach along the blue water of the Atlantic Ocean. If you choose to get away from the hotel, you can visit the casinos that are located in many hotels around the Island. Old San Juan is famous for its Spanish History, the El Yunque rain forest, and the Arecibo Observatory which has the largest single-dish radio telescope in the world. The hotel also offers the 12,000 sq. foot Olas Spa & Health Club, tennis courts, fine restaurants, health bar and café, Tapas bar, nightly entertainment bar, and more. Since Puerto Rico is a US territory, passports or visas are not necessary for US citizens, and the US dollar is the local currency.

Submission Deadline: All submissions are to be sent by email attachment to cluter@wapress.com by February 15, 2004

For more information on this conference, visit <http://www.wapress.com/abrcmain.htm>

Call For Papers

"22nd Annual Entrepreneurship Education Forum"

Entrepreneurship educators at all levels, from elementary school through college and adult education, will share ideas for "accelerating Entrepreneurship in America" at the 22nd Annual Entrepreneurship Education FORUM, to be held in San Antonio, Texas, November 13-16, 2004. Featured on the program will be the new National Standards for Entrepreneurship Education that serves as a framework for entrepreneurship as a lifelong process. Meet local successful entrepreneurs and educators from all over the US, and the world, that are working to create new and different ways to encourage the Entrepreneurial Spirit.

Proposals Deadline: March 15, 2004

For more information on this conference, visit <http://entre-ed.org>

Conference

"Annual Eastern Small Business Institute Conference"

The 2004 Annual Eastern Small Business Institute Conference will be held on Friday and Saturday, September 17-18, 2004, at the Mayflower Hotel in New York City, U.S.A. Paper submissions focusing on any aspect of small business or entrepreneurship are invited, and will be subjected to double-blind peer review. Accepted papers will be published in a printed Proceedings. All those interested in small business or entrepreneurship are welcome.

For more information on this conference, contact Dr. Matthew Sonfield, Hofstra University, at Matthew.Sonfield@hofstra.edu or (516) 463-5728

Conference

"Sharing Strategies for Success"

This year HUD invites you to share strategies for success by participating in one of three valuable

Regional Technical Assistance Workshops (RTAWs). These workshops will provide priceless opportunities to learn new skills, to meet fellow Neighborhood Networks center staff and property managers, and to determine what best practices will work in your program. HUD will conduct the three Sharing Strategies for Success RTAWs on March 10 - 12 in Seattle, Washington; March 31 to April 2 in Phoenix, Arizona; and April 21 - 23 in Memphis, Tennessee. The program and presentations will concentrate on best practices, trends, and issues specific to each part of the country.

For more information on this conference, visit http://www.hud.gov/offices/hsg/mfh/nnw/nnwnew_1208.cfm

Conference

"8th Annual NCIIA Conference"

The NCIIA is a national alliance dedicated to the promotion and support of invention, innovation, and entrepreneurship education in U.S. institutions of higher learning. NCIIA members are colleges and universities across the U.S. who strive to provide their students with real-life learning opportunities through courses, programs, and projects that encourage the formation of E-teams. E-teams are multidisciplinary teams of students, faculty, and industry mentors working together to bring an idea from concept to prototype to commercialization. This year's 8th Annual NCIIA Conference will be held in San Jose, California at the San Jose Marriott on March 18 - 20, 2004

For more information on this conference, visit http://www.nciia.net/news_events.html

Announcement

"Global Student Entrepreneur Awards"

Wanted!!! \$10,000 Reward for Undergraduate Entrepreneurs!

Suspects often Masquerade as bright, hard-working college students. They stand out from the crowd and occasionally show up to class wearing a business suit. They will be balancing course work while building a business. Have you seen one of these students? If so, nominate him/her before March 1st, for the **Global Student Entrepreneur Awards!**

The program, run by Saint Louis University, recognizes and rewards entrepreneurial efforts of undergraduates across the globe. The first place winners from each region compete for a \$10,000 prize and a place as an author in book three of the Student Entrepreneur series.

For more information or to download an application form, go to <http://www.gsea.org>

If you have any comments about the SBANC Newsletter, or if you know of an upcoming Small Business event to promote, please contact Lester W. Clements II at lestclem@hotmail.com

The SBANC Newsletter is provided as a service to the members of our affiliates: **Academy of Collegiate Marketing Educators (ACME), Association for Small Business & Entrepreneurship (ASBE), Decision Sciences Institute (DSI), Federation of Business Disciplines (FBD), International Council for Small Business Congress (ICSB), Institute for Supply Management, The International Small Business Congress (ISBC), Marketing Management Association (MMA), Small Business Administration (SBA), Service Corps of Retired Executives, Small Business Institute (SBI), Society for Marketing Advances (SMA), United States Association for Small Business & Entrepreneurship (USASBE), U.S. Department of Veterans Affairs and Western Decision Sciences Institute (WDSI).** If you are interested in membership or would like

further information on one of our affiliates, please see our web site at
<http://www.sbaer.uca.edu>

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