

# February 17, 2004 Issue 310-2004

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## Feature Paper

### "The Effects Of Electronic Commerce On Businesses And Consumers"

This paper was presented by Ryan Eric Bisetti and Sara Hart from Sam Houston State University at the 2003 Allied Academies Conference on October 15 - 18, 2003 in Las Vegas, NV.

Advanced technologies are increasingly having an impact on the business world everyday. Different facets of the business world are becoming increasingly influences by the presence of these numerous technologies. As these technologies are becoming more common, consumers and businesses are becoming more accustomed to its usage. One such technology that is making a huge impact in the world today is electronic commerce. Electronic commerce is a major new market tool that represents the immeasurable possibilities presented to both businesses once observed in regards to geography. As time progresses, electronic commerce will continue to influence business practices, and continue to grow at an astounding rate. Unimaginable amounts of potential remains to be grasped by business and consumers worldwide.

To read the entire paper on "Small Business Research Program An Alternative Financing Source", visit the SBANC Web Site at <http://www.sbaer.uca.edu/Research/2003/Allied/InfoManagement/Info01.pdf>

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## Tip Of the Week

### "Competitive Intelligence Is ..." Not..."

1. Information that has been analyzed to the point unethical activities. It is where you can make a decision. corporations do not

### "Competitive Intelligence Is

1. Spying implies illegal or a rare activity, since most

or to upset

2. A tool to alert management to early recognition of both threats and opportunities corporations good and long term.

3. A means to deliver reasonable assessments. CI offers approximations of the market and competition. It is not offer just that-data. a peek at a rival's financial books. Reasonable assessments human beings, who are what modern entrepreneurs need and want on a regular examining the data and basis. experience, and

4. A way of life, a process. If a company uses CI the A CEO may way it should be used, it becomes everyone's job-not CI ringmaster, but just the strategic planning or marketing staff's. It is a all. At best, the process by which critical information is avialiable to management informed those who need it. become

within their

want to find themselves in court shareholders.

2. A crystal ball. CI gives approximations of reality, short It does not predict the future.

3. Database search. Databases They certainly don't replace make decisions by applying their common sense,

4. A job for one smart person. appoint one person as the one person cannot do it ringmaster can keep and ensure that others trained to apply this tool business units.

"Strategic Management!" Dess Lumpkin Taylor., McGraw-Hill/Irwin, 2004, page 43.

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## Call For Papers

### "2004 Allied Academies Conference"

The Allied Academies will hold its 2004 international meeting in New Orleans, Louisiana. Presentation dates will be April 7 through April 10, 2004 , with registration on the evening of April 7. Registration materials are due by March 1. To provide you with maximum outlets for your research, the Allied Academies will hold joint meetings of all its member academies. Hotel Information--When contacting the conference hotel, be sure to tell them you are with the Allied Academies conference. Use promotion code ALA--Hilton New Orleans Riverside, 1-800-HILTONS.

Submission Deadline: March 1

For more information on this conference, visit <http://www.alliedacademies.org/>

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## Call For Papers

### "35th Annual DSI Meeting"

The 35th annual meeting of the Decision Sciences Institute will be held at the Marriott Hotel at Copley Place in Boston, November 20 - 23, 2004. The theme of the conference is facilitating Quality Decision Making. Research papers are sought from all business and related disciplines. Please join your colleagues for another great DSI meeting.

Submission Deadline: April 1

For more information on this conference, visit <http://www.bus.ucf.edu/dsi2004/>

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## Call For Papers

### "2004 Society of Marketing Advances"

The Society of Marketing Advances 2004 Annual Conference is scheduled November 2-6, 2004 at the Trade Winds 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/cfp/cfp.htm>

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## Call For Papers

### "International Conference "Research Frontiers In Competitive Intelligence"

The University of Antwerp ( Department of International Economics, International Management and Diplomatic Studies), Belgium; the University of Antwerp Management School, The free University of Brussels, Belgium; and the North West University (Potchefstroom Campus), South Africa, are organizing jointly on October 7-8, 2004 an international conference on "Research Frontiers in Competitive Intelligence". The conference will take place at the University of Antwerp, Belgium. Acknowledgment of the importance and value of CI as a business discipline has grown tremendously worldwide over the last two decades. Although talented individuals in several dozen countries have

conducted academic research and are teaching CI at various universities, the level of academic interest has not yet reached sufficient attention in order to develop CI at various universities, the level of academic interest has not yet reached sufficient attention in order to develop CI as a prominent and respected field of study. Rigorous and relevant academic research is of critically importance in order for the CI discipline to grow and develop. The aim of this conference is to gather academics from around the world, who are interested in undertaking CI research and teaching, in order to stimulate networking and discussions, to ultimately contribute to the growth and development of the CI discipline.

Submission Deadline: April 30, 2004

For more information on this conference, please contact the Programme Chair, Prof. Dr. Ludo Cuyvers, Department IMD, Faculty of Applied Economics, 13 Prins street, B-2000 Antwerp, Belgium Tel +32-32755034, +32-32755025 Fax +32-32755026; e-mail: [ludo.cuyvers@ua.ac.be](mailto:ludo.cuyvers@ua.ac.be)

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## Conference

### "NCIIA 8th Annual Meeting"

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](http://www.nciia.net/news_events.html)

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## Conference

### "3rd International Training Course on Essential Consulting Skills"

Consultants and advisers are experiencing a growing demand for quality from their clients, being it internal organizational units, private companies or development agencies. Technical competences of the consultant need to be complemented by tools and methods, communication skills and personality. From October 24- 30, 2004, the third international training course on essential consulting skills in Berlin, Germany will be offered.

For more information on this conference, visit [http://www.change-management-toolbook.com/training\\_2004.html](http://www.change-management-toolbook.com/training_2004.html)

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## Conference

### "UK National Entrepreneurship & SME Development Conference"

The Institute of Small Business Affairs is organizing the UK National Entrepreneurship & SME Development Conference, which will be held on November 1-3, 2004 in Newcastle-Gateshead in the North-East of England

For more information on this conference, please contact Brian L Dunsby, Organizer ISBA National Conference 2004 P.O. Box 888, Dept E4, Harrogate hg2 8uh, UK, Tel: +44 (0) 1423 879208 Fax: +44 (0) 1423 870025 or E-mail at [info@isba2004.org](mailto:info@isba2004.org)

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## 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>

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## Announcement

### "Academy Of Family Business" An Academy of the Allied Academies "

The journal for the Academy Of Family Business is seeking reviewers. Please contact Editor Dr. Don B. Bradley III at [DonB@uca.edu](mailto:DonB@uca.edu) if you are interested, thank you.

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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](mailto:lestclem@hotmail.com)

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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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