### Upcoming Conferences

**UNM Mentoring Institute**
- **What:** 2014 Annual Mentoring Conference
- **When:** October 21-24, 2014
- **Where:** Albuquerque, NM, USA
- **Deadline:** October 10, 2014

**Society of Business Research**
- **What:** SBR International Conference 2014
- **When:** October 23-25, 2014
- **Where:** Nashville, TN, USA
- **Deadline:** October 1, 2014

**Assn. for Global Business**
- **What:** 26th Intl. Conference
- **When:** November 13-15, 2014
- **Where:** Orlando, FL, USA
- **Deadline:** September 30, 2014

**Small Business Institute**
- **What:** 39th Annual Academic Conference
- **When:** February 12-15, 2015
- **Where:** St. Pete Beach, FL, USA
- **Deadline:** October 10, 2014

**International Economic Development Council**
- **What:** 2014 IEDC Conference
- **When:** October 19-22, 2014
- **Where:** Fort Worth, TX, USA

---

**Quote of the Week**

“Success in business requires training and discipline and hard work. But if you’re not frightened by these things, the opportunities are just as great today as they ever were.”

- David Rockefeller

---
### Future Conferences

<table>
<thead>
<tr>
<th>Conference</th>
<th>Who</th>
<th>What</th>
<th>When</th>
<th>Where</th>
<th>Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>NASBITE</td>
<td>NASBITE International</td>
<td>28th Annual Conference</td>
<td>April 13-17, 2015</td>
<td>St. Louis, MO, USA</td>
<td>November 30, 2014</td>
</tr>
<tr>
<td>ICGBS</td>
<td>GIBERI</td>
<td>Intl. Conf. for Business, Economics &amp; Social Science</td>
<td>June 4-6, 2015</td>
<td>Durban, South Africa</td>
<td>January 1, 2015</td>
</tr>
<tr>
<td>ITWVF</td>
<td>Rice Alliance</td>
<td>12th Information Technology &amp; Web Venture Forum</td>
<td>December 11, 2014</td>
<td>Houston, TX, USA</td>
<td>October 17, 2014</td>
</tr>
<tr>
<td>AIJCR</td>
<td>American International Journal of Contemporary Research</td>
<td>AIJCR Journal Vol. 4 No. 9</td>
<td>October 10, 2014</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Call for Papers

<table>
<thead>
<tr>
<th>Conference</th>
<th>Who</th>
<th>What</th>
<th>When</th>
<th>Where</th>
<th>Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>AIJCR</td>
<td>American International Journal of Contemporary Research</td>
<td>AIJCR Journal Vol. 4 No. 9</td>
<td>October 10, 2014</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The Small Business Advancement National Center aims at increasing your knowledge of small business and entrepreneurship. All questions and comments are greatly appreciated.

The Department of Marketing and Management at the University of Central Arkansas invites application for a tenure-track position in Innovation & Entrepreneurship beginning Fall 2015. The appointment is at the Assistant Professor level.

The Department of Marketing and Management at the University of Central Arkansas invites applicants for the position of Executive in Residence, beginning January 2015.

The Small Business Institute is seeking a Sponsor for the Journal of Small Business Strategy. The SBI seeks an academic institution as a Sponsor to provide all editorial and production services required to maintain the academic integrity of the JSBS efficiently and effectively.

The Athens Institute for Education and Research is having its 2nd Annual International Conference on Business, Law & Economics May 4-7, 2015, in Athens, Greece, and is accepting paper submissions for the conference. The paper deadline is October 6, 2014.

The University of Malta is having its 14th European Conference on Research Methodology for Business and Management Studies June 11-12, 2015, on its campus in Valetta, Malta, and is accepting paper submissions. The deadline is November 20, 2014.

The European Scientific Institute and Jawaharlal Nehru University in New Delhi, India, is having its 2nd Global Academic Meeting from April 1-4, 2015. The deadline for papers is March 1, 2015.
Commitment. Like all entrepreneurs, successful franchisees must be committed to making their businesses successful. For franchisees, that means learning how the franchisor’s system works and how to apply it in their individual markets.

Learning attitude. Franchisees must exhibit a learning attitude and be willing to learn from the franchisor, other franchisees, and other experts. “Franchisors are not necessarily looking for experts in their industry,” says one franchise consultant, “but for individuals with a great work ethic, broad business knowledge, and a willingness to follow a proven system.”

Willingness to work with others. Franchising success requires a willingness to work with the franchisor in a close, mutually beneficial relationship.

Patience. Franchisees must understand that franchising is not a ticket to overnight success; success often requires years of hard work.

Positive attitude. Franchisors look for franchisees who have a positive outlook and are focused on success.

General business skills. Although franchisors usually do not require franchisees to have years of experience in the particular industry in which they operate, they do look for people who have general business experience. Sound leadership and communication skills are important in every industry.

Leadership ability. Getting a franchise up and running successfully requires every ounce of leadership ability that a franchise has.

Coachability. In addition to being successful leaders, franchisees also must be good followers. Franchisors say that their most successful franchisees are coachable and are willing to learn from the experience of others. Reaping the advantages of the franchisor’s experience is one of the primary benefits of franchising, and franchisees should take advantage of it. “Be prepared to listen to others who have blazed the path for you,” says John Hewitt, founder of the Jackson Hewitt Tax Service franchise.

Perseverance. Successful franchisees are dedicated to making their franchises successful and work hard to get the job done.

Solid people skills. Whatever field they enter, successful franchisees require good people skills because they will be managing employees and working with customers.

Adequate capital. Franchisors look for franchisees who have adequate financial resources to launch their businesses and to keep them going until they can generate enough cash flow to support themselves.

Compatible values. Successful franchisees have value systems that are compatible with those of the franchisor.

Willingness to follow the system. Some people enter the world of franchising because they have an entrepreneurial streak, which could be a mistake. Although creativity and a fresh approach are valuable assets in any business, franchising boils down to following the system that the franchisor has established. Why pay a franchisor for the benefit of experience if you are not willing to put that experience to work for yourself?

Are You Franchisee Material?

“Successful franchisees are dedicated to making their franchises successful and work hard to get the job done.”
Survey Results of a Problem-Based Learning Business Planning Coursework Impact on Student Entrepreneurial Intentions.

This paper was written by Joseph Bell of the University of Arkansas at Little Rock.

Abstract:
This study examines how a Problem-Based Learning (PBL), business-planning course affects student entrepreneurial intentions. Data is collected using a survey issued to students and designed to address various aspects of entrepreneurial intentions, in addition to some general related demographic information. Student responses were gathered at the point of concept adoption and again at the completion of the written coursework. This analysis seeks to address two primary aspects of the coursework: the student’s attitude toward the success of the new business venture chosen, and the student’s attitude toward the pursuing or acquiring a new business, before and after the completion of the course (James and Bell, 2013). This analysis is used to identify and understand factors associated with entrepreneurial students’ decisions to pursue an entrepreneurial career.

Read Entire Paper Here

The Small Business Advance-
ment National has recently
made immense changes to the
layout of its website,
SBAER.UCA.EDU, as well as
its Newsletter.

We welcome constructive criti-
cism, comments, and of
course, all questions through-
out this transition.

Contact Us

Email:
SBANC@UCA.EDU
Phone:
1 (501) 450-5300
Mail:
UCA Box 5018
201 Donaghey Avenue
Conway, AR 72035-0001

To Subscribe, please click HERE. To Unsubscribe, please click HERE.