

**International Council on Small Business**  
**(ICSB) 1996**

**1. Training the Trainers and Councilors in Small Business and Entrepreneurship: Considerations and Perspectives**

- J. J. Obrect, Universite Robert Schuman, France
- Mike Scott, University of Stirling, Scotland
- Lois Stevenson, Canada

**2. Building Business Support in Central and Eastern Europe: A Phare-Ace Research Programme in Six Countries**

- Lester Lloyd-Reason, Cambridge and Buckinghamshire Business School, England
- Trevor J Webb , Cambridge and Buckinghamshire Business School, England

**3. Personal Networks and Emerging Interconnecting Patterns Among Small Firms as Indicators of Firm Evolution**

- Bengt Johannisson, Scandinavian Institute for Research in Entrepreneurship
- Thomas C. Dandridge, The University of Albany , SUNY

**4. Small Firm, Large Firm Collaboration for Survival and Growth in the World Market: The Case of Schrader Electronics**

- Anita I. MacNabb, University of Ulster, Northern Ireland
- Ken E. O'Neil, University of Ulster, Northern Ireland

**5. Workshop: Technology, Innovation and Enterprise - The European Experience**

- Chairperson: Dr. Magnus Klofsten, Linkoping University, Sweden

**6. Small Business Exporting: Start-up Effectiveness Issues**

- Prof. Philip D. Olson, University of Idaho
- Newell Gough, Boise State University
- Donald W. Bokor, Business Consultant, Idaho

**7. Technological Cooperation for Growth**

- Heon Deok Yoon, Soong Sil University, Korea

**8. Technical Consultancy in Hungary, Poland and the U.K.: A comparative study of an Emerging Form of Entrepreneurship**

- David A. Kirby, Durham University, England
- Dylan Jones Evans, University College of Dublin, Ireland
- Peter Futo, Foundation for Market Economy, Hungary
- Stefan Kwiatkowski, University of Warsaw, Poland
- Joachim Schwalbach, Humboldt University of Berlin, Germany

**9. An Analysis of Key Success Factors of SMEs: A Comparative Study of Singapore/Malaysia and Australia/New Zealand**

- B C Ghosh, Nanyang Technological University, Singapore
- Wayne Kwan, Singapore Institute of Labour Studies

**10. Succession in Entrepreneurial Family Businesses in the US, Europe and Asia: A Cross Cultural Comparison of Offspring Intentions to Join and Take Over the Business**

- Eleni T. Stavrou, Center for Family Enterprise
- Eric K. Winslow, Center for Family Enterprise

**11. Ethical Issues of Entrepreneurs**

- Justin G. Longenecker, Baylor University
- Joseph A. McKinney, Baylor University

**12. Building of Small Firms - Supporting the Culture of Entrepreneurship**

- Anders Tornqvist, Chalmers University of Technology, Sweden
- Jukka Corander, University of Stockholm, Sweden

**13. Culture, Entrepreneurship and Networks Revisited**

- Elizabeth Chell, University of Newcastle upon Tyne, England

**14. Networks that Learn and Credit Evaluation**

- Barbara Summers, University of Bradford, England
- Allan L. Riding, Carleton University, Canada

**15. An Innovative Method for Accurately Predicting the Loan Payment of Small Businesses**

- Robert W. Pricer, University of Wisconsin-Madison
- Alec C. Johnson, University of Wisconsin-Madison

**16. Evaluation of Business Potential of High Growth Ventures by Using Fuzzy Logic Model**

- Timo Pihkala, University of Vaasa, Finland

### **17. How Do Macro-Economic Developments Affect SMEs?**

- Anette Granberg, NUTEK, Sweden
- Mats Marcuson, NUTEK, Sweden
- Christina Kvarnstrom, NUTEK, Sweden

### **18. Market Orientation for the Public Sector Providing Expert Services for SME's. Hunting for the "Heffalump"?**

- Niina Nummela, Finland
- Leila Hurmerinta-Peltomaki, Finland

### **19. Economic Convergence and Social Divergence in the European Union**

- Wessel Visser, The Netherlands

### **20. Workshop "Improve Your Business"**

- Joni Musabayana, Zimbabwe
- Arvind Nande, South Africa
- Martin Clemensson, Switzerland

### **21. Workshop Advancing Marketing/Entrepreneurship Knowledge: Challenging Existing Paradigms**

- Gerald E. Hills, University of Illinois at Chicago
- David Carson, University of Ulster, Northern Ireland
- Nicole Coviello, University of Auckland, New Zealand
- Claes Hultman, Swedish Foundation for Small Business Research
- David Kirby, Durham University Business School, United Kingdom
- Morgan P. Miles, Georgia Southern University

## **22. Methodological Questions in Longitudinal Studies of SME**

### **Internationalization**

- Chairperson: Haans Pichleer
- Contributors
- Annti Haahti; Carin Holmqvist; Per-Anders Havnes; Arild Sather; Hakan Boter; johan Lambrecht; Margrit Habersaat; Hans Pleitner; Petri Ahokangas; Erwin Frolich

## **23. INTERSTRATOS: A Longitudinal Study of Internationalization in Five Manufacturing Industries in Eight European Countries During the Years 1991-1995. Structural Equation Models with Panel Data**

- Antti Haahti, University of Tampere, Finland

## **24. Entrepreneurial Profiles and Strategic Responses Relation to SME**

### **Internationalization**

- J. Hans Pichler,

## **25. The Economic Success of UK Innovative Small Firms**

- Pooran Wunarczyk, University of Newcastle on Tyne, England

## **26. Firm and Country Specific Factors in the Formation of Italian**

### **Biotechnological Industry**

- Renato Passaro
- Maria Patrizia Vittoria

## **27. Statistical Analysis of New Enterprises and Entrepreneurs 1990-1993 in**

### **Denmark**

- Peter Boegh-Nielsen, Statistics Denmark
- Kjartan Bjornsson, Statistics Denmark
- Soren Leth-Sorenson, Statistics Denmark

## **28. Franchising as a SME Development Issue: The Case of Transitional**

### **Economies**

- Nitin Sanghavi, Manchester Business School, England
- Igor Pavlin, International Center for Public Enterprises, Slovenia

## **29. Franchising - a Basis for Small and Medium-Sized Enterprises and Business**

### **Start-ups**

- Ramona Budde, Deutsche Ausgleichsbank, Germany

## **30. Uk Retail Banking Support for Franchising**

- Peter Stern, NatWest, Franchise Section, England

## **31. Innovation Management - Interfirm Relationships**

- Alan Pearson, Manchester Business School, England
- Catherine Powell, SmithKline Beecham, England

## **32. Organizational Networks: An Alternative Way of Organising the**

### **Development of Small Enterprises**

- Joakim Tell, M.Sc., Centre for Working Life Research and Development, Sweden
- Max Lundberg, M.Sc., Centre for Working Life Research and Development, Sweden

### **33. Survival of the Family Business**

- William S. Schulze, University of Connecticut
- Richard N. Dino, University of Connecticut

### **34. The Extent of Information-Seeking Behavior Among Small Business**

#### **Owner/Managers**

- George T. Solomon, The George Washington University
- William J. Dennis Jr., NFIB Education Foundation
- Lloyd W. Fernald Jr., University of Central Florida
- Don B. Bradley III, University of Central Arkansas

### **35. Industry Electronic Markets - Why They are Strategic to Small Business**

- Don B. Bradley III, Ph.D, University of Central Arkansas
- Don Peters, University of Auckland, New Zealand

### **36. Connect: A University Initiative to Support the Exploitation of Internet**

#### **Related Technologies by Small Business**

- Paul Leng, University Liverpool, England
- Colin Charlton, University of Liverpool, England
- Chris Gittings, University of Liverpool, England
- Janet Little, University of Liverpool, England
- Irene Neilson, University of Liverpool, England

**37. Individualist and Collectivist Orientation of Canadian Anglophone and Francophone Managers: Issues for the Development of an Entrepreneurial Culture**

- Yvon Gasse, Universite Laval, Canada
- Marlene Major
- Michael McCarrey
- Pierre Mercier

**38. Entrepreneurial Strategy Management for Development: The Case of Eritrea**

- Tsegai Emmanuel, Grambling State University

**39. Eureka: Collaboration for Industrial Competitive Advantage**

- Erik von Bahr, Sweden
- Martin I. Ridge, Belgium
- Johan Ahlander, Sweden

**40. Making the (Business) Link: The Prospects for Greater Coherence and Effectiveness in Local Business Support**

- Leigh Sear, Durham Business School, United Kingdom
- Aidan While, Leeds Metropolitan University, United Kingdom

**41. The Entrepreneur and Important Others - Tracking the Subjective World of Entrepreneurs**

- Timo Pihkala, University of Vaasa, Finland

**42. The Extent of Over Estimation of Small Firm Job Creation - an Empirical Examination of the "Regression Bias"**

- Per Davidson, Jonkoping International Business School, Sweden
- Leif Lindmark, Jonkoping International Business School, Sweden
- Christer Olofsson, Swedish University of Agricultural Sciences, Sweden

**43. Convergent Interviewing: An Application to Small Business Research**

- Chris McDowell, Southern Cross University, Australia
- Damian Hine, Southern Cross University, Australia
- Patricia Bakker, Southern Cross University, Australia

**44. Goal Oriented Business Process Consultancy and Innovative Networks-Two Ways of Improving Competence in SMEs**

- Geir S. Kuvas, National Institute of Technology, Norway
- Karsten Bogh, Technological Institute, Denmark
- Bo Forsstrom, Business R&D Center, Finland

**45. Workshop Development of Enterprises in the Post-Start-up Phase**

- Prof. Josef Mugler, University of Economics, Austria
- Herta Wanzenbock, University of Economics & Business Administration, Austria
- Robert Cressy, University of Warwick, England
- Rudiger Schiller, Deutsche Ausgleichsbank, Germany

**46. The Development of Manufacturing SMEs in the Baltic States: Employment and Labour Market Issues**

- David Smallbone, Middlesex University, England
- Urve Venesaar, Estonian Academy of Sciences, Estonia
- Danute Budreikate, Lithuanian Academy of Sciences, Vilnius
- Laimonis Rumpis, Latvian Academy of Sciences, Riga

**47. Growth Patterns of East European SMEs-Developing a Conceptual Framework**

- Violina Ratcheva, Nottingham Trent University, United Kingdom

**48. The Distinctiveness of SME Development in Poland: Some Empirical Evidence From Manufacturing**

- David Smallbone, Middlesex University, United Kingdom
- Bogdan Piasecki, University of Lodz, Poland

**49. Workshop: Intellectual Entrepreneurship**

- Bengt Johannisson, Vaxjo University, Sweden
- Maria Aggestam, Lund University, Sweden
- Stefan Kwiatkowski, SPIME and College of Entrepreneur and Management, Poland
- Thomas C. Dandridge, SPIME and School of Business
- Feiwei Kupferberg, Aalborg University, Denmark
- Mette Monsted, Copenhagen Business School, Denmark

**50. Growth paths of Medium-Sized Entrepreneurial Companies**

- Hans Crijns, De Vlerick School voor Management, Belgium
- Hubert Ooghe, De Vlerick School voor Management, Belgium

**51. Start-up Characteristics and Growth**

- Sophie Manigart, Belgium

**52. A New Theory of the growth of the Firm**

- Elizabeth Garnsey, University of Cambridge, England

**53. Enterprise Education: The Swedish Experience**

- Bo Sillen, Sweden

**54. Internet Technologies for Enhancing Entrepreneurship Education, Research and Professional Development: Demonstration and Discussion**

- Jerome A. Katz, Saint Louis University, USA
- Magnus Aronsson, Nutek, Sweden
- Don B Bradley III, Small Business Advancement National Center, USA

**55. Developing an Enterprise Culture Through the Basic Education System at all Levels-Concept and Practise**

- Allan A. Gibb, Durham University Business School, United Kingdom
- Judi Cotton, Durham University Business School, United Kingdom
- Basil Favaro, Mount Allison University, Canada
- Jouko Havunen, University of Vaasa, Finland
- Colin Dunn, Curriculum Corporation, Australia

**56. The Agency Advantage of Debt Over the Life cycle of the Firm**

- Ed Vos, University of Waikato, New Zealand
- Carolyn Forlong, University of Waikato, New Zealand

**57. Financial Planning Activity in Small Firms--The Use of Formal Financial Budgets**

- Joakim Winborg, Halmstad University, Sweden

**58. The Impact of Franchising on Return and Risk for Small Firms-An Australian Study**

- Rick Newby, Edith Cowan University, Australia

**59. Large/Small Company Cooperation in Global Strategy**

- Eugene T. Bonk, ICSB External Relations, USA
- Dr. Yoshio Sato, Toyohashi Sozo College, Japan
- Dr. Gerald E. Hills, University of Illinois at Chicago, USA

**60. Key Issues in Developing a Multi Country Research Agenda: The Case of Strategic Alliances: A synergistic Choice for Small to Medium Sized Enterprises**

- K. Mark Weaver, The University of Alabama, USA
- Dr. George Solomon, The George Washington University, USA
- Dr. Leslie Davies, Bodo Graduate School of Business, USA
- Brian Gibson, University of Newcastle, Australia
- Dianne Wingham, M&D Consultants, Australia

## **61. Tracking Business Start-Ups: Harmonization of a Cross National Research**

### **Initiative**

- Annarette Lumme, Finland (Chairperson)
- Paul Reynolds, Babson College, USA
- Murray Gillin, Swinburne University of Technology, Australia
- Lois Stevenson, Canada
- Matti Koiranen, University of Jyväskylä, Finland
- Bjorn Olsen, Nordland Research Institute, Norway
- Ian Malcom, Scotland
- Per Davidsson, Jonkopings University, Sweden

## **62. Loan Support Scheme for Women in Sweden**

- Anne Lofquist, Sweden (Chairperson)
- Margareta Bergmark, Sweden
- Stina Hubendick, Sweden

## **63. The Not-Yet Firm: Understanding The Entrepreneurial Project**

- Feiwei Kupferberg, Aalborg University, Denmark

## **64. An Empirical Study on Sustaining Entrepreneurial Behaviour in University**

### **Enterprises in PRC**

- Theresa Lau, Polytechnic University, Hong Kong
- K.F. Chan, Polytechnic University, Hong Kong

## **65. The Public Sector's Deregulation: Entrepreneurship-Female Liberation or Male Encroachment?**

- Elisabeth Sundin, Linkoping University, Sweden

## **66. SME Policy in the Transition Economies**

- Dr. Zoltan Roman, Hungarian Small Business Association
- Dr. Alexander V. Vilensky, Institute of Small Business, Moscow
- Joseph Mugler, University of Economics, Vienna
- Bohdan Piasecki, University of Lodz
- Joop Vianen Eim, Zoetermeer

## **67. SME Development in Eastern Europe**

- Roger Cheesley, United Kingdom
- Tom Aman, Deloitte & Touche Tohmatsu International and USAID  
Business Development program

## **68. SMES - The engines of Transition**

- Peter Lorincze, Deloitte & Touche, Hungary

## **69. Understanding The Relationship Between SME and Their Advisors and Counsellors: An Application of The Divergent/Convergent Paradox in Respective Thinking Patterns**

- John Day, University of Huddersfield, England
- Paul Reynolds, University of Huddersfield, England

## **70. Firm-Specific Assets, Size and Internationalization[1]**

- Pontus Braunerhjelm, The Industrial Institute for Economics and Social Research, Sweden

## **71. Information Control: A Key Factor in Small Business Development**

- Pierre-Andre Julien, University of Quebec at Trois-Rivieres, Canada

**72. Some Characteristics of SMBs Engaged in R&D Activities in The Province of Quebec**

- Rene Gelinas, University of Quebec at Trois-Rivieres
- Luc Pellerin, University of Quebec at Trois-Rivieres

**73. Technology Selection in the Development of Small Firms**

- Richard Ferguson, Swedish University of Agricultural Sciences, Sweden

**74. Technology and Small Business: A New Zealand Case Study**

- Prof. Bruce R. Dixon, University of Waikato, New Zealand

**75. Network Collaboration of Small Australian Agribusiness Exporters**

- Jan Mattsson, University of Southern Queensland, Australia
- Les Brown, University of Southern Queensland, Australia

**76. Service Management for Internationalization of Small Firms**

- Antonio Minguzzi, National Research Council, Italy
- Alessandra De Chiara, National Research Council, Italy

**77. Performance of Exporting Small and Medium Sized Enterprises: A longitudinal Pan-European Study**

- Harold G.J. Gankema, University of Groningen, Netherlands
- Peter S. Zwart, University of Groningen, Netherlands
- Koos A. van Dijken, EIM Small Business Research and Consultancy, Netherlands

## **78. Individual Differences in Farmers' Behaviour in Problem Detection**

- Bo Ohlmer, Swedish University of Agricultural Sciences, Sweden
- Berndt Brehmer, University of Uppsala, Sweden
- Kent Olson, University of Minnesota

## **79. The Entrepreneur and the Venture's Life Cycle Stage: An Integrative Model**

### **Exploring Roles and Relationships**

- Sandra King, Center for Family Enterprise, USA
- George Solomon, Center for Family Enterprise, USA

## **80. Building Strategic Awareness Capability -- The Cognitive Tools and Modes of Thinking of Small Business Owner-Managers**

- Andrew Atherton, Durham University, United Kingdom
- Paul Hannon, Durham University, United Kingdom

## **81. Lending to Small Business in Australia**

- Raymond Day, University of New England, Australia
- Sudin Haron, University of New England, Australia

## **82. The Relationship Between SME Finance and Structural Changes in Banking:**

### **A Nordic Perspective**

- Petri Laine, University of Tampere, Finland

## **83. Small Firm Failure: Failure to Fund or Failure to Learn by Doing**

- Robert Cressy, University of Warwick, United Kingdom

## **84. Accounting Performance in Small Tourist Firms**

- Bertil Gandemo, Lund University, Sweden
- Jan Mattsson, Roskilde University, Denmark

**85. Workshop: Business Society and Politics: Public Policy Programs to Foster Entrepreneurship**

- Morton Huse (Chairman), Norland Research Institute, Norway
- Odd Jarl Borch, Norland Research Institute, Norway
- Aage Mariussen
- Knut Senneseth

**86. Workshop: Learning by Running SME's Programmes at French Universities**

- Jean Jacques Obrecht (Chairperson), Universite Robert Schuman, France
- Gerard marie Henry, Universite Champagne-Ardenne, France
- Bertand Saporta, Universite de Bordeaux 1, France

**87. Workshop: International Forum on Issues Relevant to the Future of SMEs**

- Lois A. Steveneson (Chairperson), Canada
- Klaas Havenga
- George Solomon
- Michael G. Scott
- Wee-Liang Tan
- Peter Sagar

**88. Workshop: The Process of Business Development in SMEs--The ALMI**

**Model for Success**

- Klas Akerlund, Sweden
- Sven Fernlund, Sweden

**89. Interest in the Use of Consulting Services by Small Business: A Comparison of Gender and Ethnicity**

- Howard R. Toole, San Diego State University
- Donald Sciglimpaglia, San Diego State University
- Natasha Brkovic, San Diego State University

**90. Measuring Success and Avoiding Failure in Small Business Management Training**

- Nigel Cushion, City College Norwich, England

**91. Another Look at Schumpeter's Theory of Entrepreneurs: A Comparison of Entrepreneur and Managers in East Germany**

- Andreas Utsch
- Rainer Rothfuss
- Andreas Rauch
- Michael Frese, University of Amsterdam, the Netherlands

**92. Post-Soviet Managers at the Gate of the European Union--Estonian Managers' EU Opinions Under a Magnifying Glass**

- Kari Liuhto, Turku School of Economics, Finland

**93. Small Enterprises and Environmental Protection**

- Jana Jezkova, University of Economics, Czech Republic

**94. Outcomes Assessment of Small Business Assistance in Poland**

- Frank Hoy, University of Texas at El Paso
- Przemyslaw Kulawczuk, Poland

**95. A Dynamic View of SME Cooperation and Market Concentration in Dutch**

**Retailing**

- Enno Masurel, Netherlands

**96. The Impact of Globalization on Manufacturing SMEs in Australia**

- Muhammad Mahmood, Victoria University of Technology, Australia

**97. Technology Strategy and Entrepreneurship-from Implicit to Explicit**

**Technologies**

- Harry Nystrom, Institute of Economics, Sweden

**98. Developing Small Enterprise Capabilities to Create the Retail Frontiers of**

**Tomorrow**

- Bill Merrilees, University of Newcastle, Australia
- Dale Miller, University of Newcastle, Australia

**99. Educational Resources for the Field of Entrepreneurship**

- Jerome A. Katz, Saint Louis University
- Richard P. Green II, Saint Louis University

**100. Skill Formation, Labour Mobility and Network Evolution -**

**Theoretical Ideas, Organization and Implementation**

- Karl-Heinz Schmidt, University of Paderborn, Germany

**101. Government's Desire for Competition is Forcing Australian Small to**

**Medium Professional Service Practices to Consider Marketing--Relationship**

**Marketing Could be a Good Option**

- Les Kirchmajer, University Of Wollongong, Australia

- 102. Creating Entrepreneur Through Technological Innovation**
- M. Masykur Wiratmo, Indonesia
- 103. Characteristics of Successful Entrepreneurs in Mexico**
- Pablo Mrtin Buitron Morales, Mexico
- 104. Workshop: Culture and Entrepreneurship The Indian Experience**
- Subhash Bhave, India
  - Ajit Kanitkar, India
  - Ashok Ranade, India
- 105. SMEs and Financial Markets: In What Way is this a Mutual Interest?**
- Bernard Belletante, Group ESC Lyon, France
- 106. A Study of Financial Structures for Small and Medium Industries in Korea**
- Song-Yul Choi, Keimyung University, Korea
- 107. The Role of the Banker in Financing Medium-Sized Firms: Lender or Adviser?**
- Frank Janssen, Belgium
  - Robert Wtterwulghe, Belgium
- 108. Establishing Resource Development Priorities in SMEs**
- Kenneth E. Marino, San Diego State University
  - Michael A. Belch, San Diego State University
  - George E. Belch, San Diego State University
- 109. SMEs Financing Market Imperfection**
- Jung-Dae Suh, Korea