

International Council for Small Business

Table of Contents - 1997

1. [The Training and Development Needs of Owner-Managers of Small Businesses With Export Potential](#)
 - Camille Carrier, Universite du Quebec at Trois Rivieres, Canada
2. [Where Do We Learn that Entrepreneurship is Feasible, Desirable and/or Profitable?](#)
 - Bjornar Reitan, The Norwegian University of Science and Technology, Norway
3. [On the Logic of Composition in Writing Business Plans: Teaching Argument Structure](#)
 - Jeff Trailer, Pennsylvania State University
 - Chester Wolford, Pennsylvania State University
4. [New Venture Survival: Ignorance, External Shocks and Risk Reduction Strategies](#)
 - Evan J. Douglas, Queensland University of Technology, Australia
 - Dean Shepherd, Northwestern University
5. [Cognition as a Research Object in the Scientific Literature on Small Business and Entrepreneurship](#)
 - Pierre Cossette, Universite du Quebec a Montreal
6. [From Entrepreneurship to Entrepreneurology](#)
 - Louis Jacques Filion, University of Montreal Business School
7. [Organizational Inhibitions: Perceptual Barriers to Opportunity Emergence](#)
 - Norris F. Krueger, Jr., Troy State University-Malstrom
8. [A Hotel Of Small Firms - An Oddity Of SME-Networking](#)
 - Elina Varamaki, University of Vaasa
 - Timo Pihkala, University of Vasa
9. [The Role of Different Theories in Explaining Entrepreneurship](#)
 - Markku Virtanen, Finland
10. [Leveraging Resources Under Threat of Opportunism: Predicting Networking in International Growth](#)
 - Erkkko Autio, Helsinki University of Technology, Finland
 - Helena Yli-Renko, Helsinki University of Technology, Finland
 - Harry Sapienza, University of South Carolina, America
11. [New Venture Entry Strategy: An Analysis of Venture Capitalists' Survival Assessments](#)
 - Dean A. Shepherd, Lally School of Management and Technology, America
 - J.L Kellogg, Northwestern University, America

12. [Researchers Of Venture Capitalists' Decision Making, Beware!](#)
 - o Dean A. Shepherd, Rensselaer Polytechnic Institute
13. [Triggers and Barriers Affecting Entrepreneurial Intentionality: The Case of Western Australian Nascent Entrepreneurs](#)
 - o Thierry Volery, Curtin University of Technology
14. [Competence Development in Swedish, South African and Russian Sme's: A Study of Attitudes and Preferences Across Countries](#)
 - o Hakan Ylinepaa, Lulea University of Technology, Sweden
 - o Klaas Havenga, Potchefstroomse Universiteit, Republic of South Africa
15. [Founding Family Controlled Firms: Efficiency, Risk, and Value](#)
 - o Daniel L. McConaughy, California State University
 - o Charles H. Matthews, University of Cincinnati
 - o Anne S. Fialko, University of Cincinnati
16. [ISO9000 and Small Business Quality Management: Empirical Evidence from the UK](#)
 - o Francis Chittenden, Manchester Business School, United Kingdom
 - o Panikkos Poutziouris, Manchester Business School, United Kingdom
 - o Syeda-Masooda Muhktar, Manchester Business School, United Kingdom
17. [Potential Capability and Organizational Transition: An Application of Elliott Jaques' Stratified Systems Theory in a Family-Owned Business](#)
 - o Sandra W. King, George Washington University
 - o George T. Solomon, George Washington University
 - o Kathryn Cason
18. [Profiling the Small Business Owner-Manager: Identifying Personal Characteristics Linked to "Growth-Orientation"](#)
 - o Paul Moran, Durham University, United Kingdom
19. [Entrepreneurship Development Amongst the Ethnic Community in Australia](#)
 - o Dr. Rakesh K. Agrawal, University of Western Sydney Nepean, Australia
 - o Meena Chavan, University of Western Sydney Nepean, Australia
20. [The Model for Economic Development: The South Carolian Enterprise Zone Act](#)
 - o J. Michael Alford, The Citadel
21. [Early Growth and External Relations in New Technology-Based Firms](#)
 - o Erkko Autio, Helsinki University of Technology, Finland
22. [Leveraging Resources Under Threat of Opportunism: Predicting Networking in International Growth](#)
 - o Erkko Autio, Helsinki University of Technology, Finland
23. [Electronic Markets: Collaborate if You Want to Compete](#)
 - o Don B. Bradley III, University of Central Arkansas

- Don Peters, University of Auckland, New Zealand
- 24. [Survey of Small Business Owners in Togo, West Africa Using the Kirton Adaptor-Innovator Scale](#)
 - Scott Brunger, Maryville College
- 25. [The Role of the Board of Directors in the Successful Startup of New Ventures](#)
 - Dr. S. Michael Camp, James Madison University
- 26. [The Exportation of the American Model of Entrepreneurship: Reality or Illusion? A Comparative Trait Study of American and Finnish Entrepreneur](#)
 - James W. Carland, Western Carolina University
 - JoAnn C. Carland, Western Carolina University
 - Matti Koiranen, University of Jyvaskyla
- 27. [The Training and Development Needs of Owner-Managers of Small Businesses with Export Potential](#)
 - Camille Carrier, Universite du Quebec a Trois-Rivieres
- 28. [Exploring a Classification Scheme for Closely-Held Businesses: Getting to Workable Definitions of Family Firms](#)
 - Alan L. Carsrud, UCLA
 - Sol Elvira Perez Torres Lara, Monterrey Institute of Technology, Mexico
 - Richard J. Sachs, Bond University, Australia
- 29. [A National Programme for Dissemination of the Discipline New Venture Creation in Brazilian Universities: One Proposed Methodology](#)
 - Francis Chittenden, Manchester Business School, United Kingdom
 - Panikkos Poutziouris, Manchester Business School, United Kingdom
 - Syeda-Masooda Muhktar, Manchester Business School, United Kingdom
- 30. [Estimating the Extent Entrepreneurial Intentions Become Reality: A Note](#)
 - James J. Chrisman, University of Calgary, Canada
- 31. [Cognition as a Research Object in the Scientific Literature on Small Business and Entrepreneurship](#)
 - Pierre Cossette, Universite du Quebec a Montreal
- 32. [International Entrepreneurship: A Literature Review](#)
 - Larry W. Cox, Florida International University
- 33. [The Role of Customer Service in Small Business Strategic Planning](#)
 - Marcus Z. Cox, Stephen F. Austin University
 - Alicia B. Gresham, Stephen F. Austin State University
- 34. [Entrepreneurial Companies as Job Creators in Belgium: The Processes of Professionalization of Management and Institutionalization of Ownership](#)
 - Hans Crijns, De Vlerick School voor Management, Belgium

- Hubert Ooghe, University of Ghent
- 35. [Entrepreneurism Rising From the Ashes of Communism](#)
 - Jeffrey C. Dilts, University of Akron
 - Stephen F. Hallam, University of Akron
 - Fletcher Birmingham
 - Frank Craig
- 36. [New Venture Survival: Ignorance, External Shocks and Risk Reduction Strategies](#)
 - Evan J. Douglas, Northwestern University
 - Dean Shepherd, Northwestern University
- 37. [Toward Conceptual Consistency In The Foundations Of Entrepreneurship](#)
 - Deborah V. Brazeal, California State Polytechnic University, Pomona
 - Theodore T. Herbert, Crummer Graduate School of Business, Rollins College
- 38. [A Model for SME Economic Development: The South Carolina Enterprise Zone Act](#)
 - J. Michael Alford, Ph.D., The Citadel
- 39. [Small Business Training and Development: An Analysis of Manager/Employee Needs and Practices](#)
 - Lloyd W. Fernaldo, Jr. D.B.A. University of Central Florida
- 40. [The Export Practices and Internationalisation Strategies of Australian Biotechnology Companies](#)
 - Dr. Frederick A. Frost, Curtin University of Technology, Australia
 - Diana Wearing-Smith, Curtin University of Technology, Australia
- 41. [Dimensionality and Performance Effects of Social Networking in Small Business 1](#)
 - Gerard George, Virginia Commonwealth University
 - D. Robley Wood Jr., Virginia Commonwealth University
- 42. [A study of Small Businesses in the Northern Region of England: Developing a Taxonomy of Small Firm Growth and Development](#)
 - Francis Greene, Durham University Business School, England
 - David A. Kirby, Middlesex University Business School, England
 - Bahadur Najax, Durham University Business School, England
- 43. [Family Business Strategies: A comparative Study](#)
 - Donald Gudmundson, University of Wisconsin
 - E. Alan Hartman, University of Wisconsin
 - C. Burk Tower, University of Wisconsin
- 44. [The Ugly Duckling of Organizing - On Entrepreneurialism and Managerialism](#)
 - Daniel Hjorth, Lund University, Sweden
 - Bengt Johannisson, Lund University, Sweden
- 45. [Intellectual Entrepreneurship - Emerging Identity In a Learning Perspective](#)

- Bengt Johannison, Scandinavian Institute for Research in Entrepreneurship, Vaxjo University
 - Stefan Kwiatkowski, Academy of Entrepreneurship and Management
 - Thomas C. Dandridge, Small Business Research Institute, School of Business State University of New York at Albany
 - Bengt Johannisson, Lund University, Sweden
46. [Nurturing Local Economic Resilience: How Communities Can Develop Entrepreneurial Potential](#)
- Norris F. Krueger, Entrepreneurial Strategies
47. [Matching Enthusiasm and Opportunity: Entrepreneurial Field Experience in Global SME's](#)
- John LeVering (Student), Boise State University
 - Kevin Learned, Boise State University
 - Nancy Napier, Boise State University
48. [Entrepreneurship and SME Development - The Need For Business Support in Eastern Europe: Policy Issues and Recommendations](#)
- Lester Lloyd-Reason, Central and Eastern European Business Research Unit, UK
 - Dr. Trevor J Webb, Centre for European Developmental Studies, UK
49. [Global Enterprise: Creating and Nurturing An Entrepreneurial Culture On the Edge of Existing Structures](#)
- Gene Luczkiw, The Institute for Enterprise Education
50. [The Influences of Technology and Export Orientation on the Growth of Small and Medium-sized Enterprises](#)
- Ted Mallett, Canadian Federation of Independent Business
51. [Business Incubators And Enterprise Development: Neither Tried or Tested?](#)
- Frank Martin, University of Stirling, UK
52. [The Determination of the Teaching Methodology of Entrepreneurship as Established by the Underlying Philosophy of Pragmatism](#)
- William M. Mayfield, Glasgow Caledonian University, Scotland
 - Richard Y. Weaver, Glasgow Caledonian University, Scotland
53. [A New Look At Undergraduate Entrepreneurship Education](#)
- Anne McCarthy, Colorado State University
 - Pamela J. Morris, Individual Efforts, INC.
 - Joan Winn, University of Denver
54. [Testing A Psychological Typology: Relation To Subsequent Entrepreneurial Activity Among Graduate Students In Business Management](#)
- John B. Miner
55. [Profiling the Small Business Owner-Manager: Identifying Personal Characteristics Linked](#)

to "Growth-Identifying Personal Characteristics Linked to "Growth- Orientation"

- Paul Moran, Small Business Centre, UK
- 56. Economic Openness and Small Business Employment in Australia, 1983-84 To 1994-95
 - Muhammad Mahmood, Victoria University of Technology MCMC, Australia
- 57. The Informal Sector, Entrepreneurship and Economic Development
 - Michael H. Morris, University of Cape Town, South Africa
 - Peter Jones, University of Cape Town, South Africa
 - Deon Nel, University of Cape Town, South Africa
- 58. Cooperative Marketing for Small Business Growth and Regional Economic Development: A Case Study in Wine Tourism
 - Robyn Morris, Edith Cowan University, Australia
 - Chris King, Edith Cowan University, Australia
- 59. Entrepreneurial Values and New Venture Success
 - David B. Newton, Westmont College
- 60. Export Planning and Performance: An Organizational Culture Perspective on Small Firms
 - Philip D. Olson, University of Idaho
 - Newell Gough, Boise State University
- 61. Catching the Wave: Frame work for Youth Entrepreneurship Success
 - Gary Rabbior, Canadian Foundation for Economic Education
 - Jim Lang, Lang and Ackroyd Productions Inc.
 - Lori Cranson, The Learning Partnership
 - Larry Smith, University of Waterloo
- 62. Estimating the Determinants of Financial Performance of Very Small Service Firms
 - Peter Risseeuw, Vrije Universiteit, The Netherlands
- 63. Small Firms' Competitive Strategies and The Firms' Reliance on Resources Acquired Through Networks
 - William R. Sandberg, University of South Carolina
 - John E. Logan, University of South Carolina
- 64. The Decision to Participate in Entrepreneurial Networks: The Case of Singapore
 - Teck-Meng Tan, Nanyang Technological University, Singapore
 - Wee-Liang Tan, Nanyang Technological University, Singapore
 - John E. Young, University of New Mexico
- 65. The Impact of National Culture on the Emergence of Entrepreneurship
 - Robert D. Russell, Penn State-Harrisburg
- 66. Entrepreneurship and Management Skills: the Case of Management Buy-outs
 - Charles M. Weir, The Robert Gordon University, Scotland
- 67. Assessing the Environment: Conditions For Female Entrepreneurship

- Joan Winn, University of Denver
- 68. [The Entrepreneur in the Community](#)
 - Linda Dyer, Concordia University, Canada
 - Christopher Ross, Concordia University, Canada
- 69. [More Rigor in Sampling Procedures for Informal Investor Research: Towards Reaching a More Representative Angel](#)
 - A. Ellen Farrell, Saint Mary's University, Canada
- 70. [Entrepreneurism Rising from the Ashes of Communism](#)
 - Jeffrey C. Dilts, University of Akron
 - Stephen F. Hallam, University of Akron
 - Fletcher Birmingham, Roadway Express, Inc.
 - Frank Craig, SCORE
- 71. [Comparison of the Ownership and Growth of Family Businesses and Small Firms](#)
 - Edward M. Hufft, Jr., Indiana University Southeast
- 72. [Can MNCs Learn From Small Business in Staffing Global Ventures? Some Australian Evidence](#)
 - Pam Swain, Curtin University of Technology
- 73. [Is Management Education Developing, or Killing, the Entrepreneurial Spirit](#)
 - Evan Douglas, Queensland University of Technology and Visiting Professor, Northwestern University
- 74. [Entrepreneurial Attitudes and Intentions of Career Decision Makers](#)
 - Dean A. Shepherd, Lally School of Management and Technology Rensselaer Polytechnic Institute
 - Evan Douglas, Queensland University of Technology and Visiting Professor, Northwestern University
- 75. [Strategies of Small and Medium Foreign Enterprises in Northern China: Application of Resource Based, Strategic Options and Bargaining Power of Theories](#)
 - Gene R. Simmons, Lally School of Management & Technology Rensselaer Polytechnic Institute
 - Anne J. Tan, Rensselaer Polytechnic Institute
 - Frank X. Wright, Rensselaer Polytechnic Institute
 - Steven T. Walsh, New Jersey Institute of Technology
- 76. [Investment Criteria of Singapore Venture Capitalists](#)
 - Wee-Liang Tan, Senior Lecturer, Dattatreya G. Allampalli., Research Associate, Ravinder Zutshi and Patrick T. Gibbons, Senior Lecturers Nanyang Business School, Nanyang Technological University
- 77. [Major Features of the Successful Romanian Entrepreneurs](#)

- Nicolescu Ovidiu, National Council of Romanian Small and Medium-sized Enterprises
- 78. [What Is New? A Proposal for Advancing the Concept of New Ventures](#)
 - Dean A. Shepherd, Lally School of Management and Technology
 - Andrew Crouch, Bond University
 - Alan L. Carsrud, University of California, Los Angeles
- 79. [Sex-Bias and Sexual Harassment Investigation Outcomes: Survey Results from U.S. Small Business Owners/Managers](#)
 - GERALYN McClure Franklin, Stephen F. Austin State University
 - Robert K. Robinson, University of Mississippi
 - Brian J. Reithel, University of Mississippi
- 80. [Scientists as Entrepreneurs: The Importance of Entrepreneurial Districts](#)
 - Erik Poutsma, University of Nijmegen, Netherlands
- 81. [Capitalizing Microenterprise Funds: The Virginia Enterprise Initiative](#)
 - William Lewis Randolph, Norfolk State University
- 82. [The Potential Supply of University Educated Agribusiness Entrepreneurs: A Sri Lankan Perspective](#)
 - Peter Rosa, University of Stirling, Scotland
 - Weejaye Jayatilaka, University of Peradeniya, Sri Lanka
 - Sarath Kodithuwakku, University of Peradeniya, Sri Lanka
- 83. [Employment Generation in Manufacturing SMEs in Contrasting External Conditions](#)
 - David Smallbone, Middlesex University, UK
 - David North, Middlesex University, UK
- 84. [The Contribution of SMEs to the Process of Transforming a Centrally Planned Into a Market Economy: The Case of Estonia](#)
 - David Smallbone, Middlesex University, UK
 - Urve Venesaar, Estonia Institute of Economics, Estonia
- 85. [The Role of Trust In SME Business Network Relationships](#)
 - Sharyn Smith, University of Newcastle, Australia
- 86. [Small Entrepreneurial Business: A Potential Solution To Female Poverty In Rural America](#)
 - Pauline Sullivan, University of Vermont
 - Elizabeth Scannell, University of Vermont
 - Catherine Halbrendt, University of Vermont
- 87. [The Promotion of Self-Employment as a Labour Market Adjustment Policy in Model C Employment Centres](#)
 - George Edward (Ted) Treller, Whyte Reynolds International, Inc., Canada

88. Strategy Differences Among Small and Large Firms in a Technology Intensive Industry
 - o Steven T. Walsh, New Jersey Institute of Technology
 - o Bruce A. Kirchoff, New Jersey Institute of Technology
 - o Marylouise K. Dowd, Rensselaer Polytechnic Institute
89. SME-Based Alliance Use: A Three Country Comparison of Environment Determinants and Individual Level Moderators
 - o K. Mark Weaver, University of Alabama
 - o Pat H. Dickson, University of Louisville
 - o Bryan Gibson, University of Newcastle
90. First Moves Into Entrepreneurship Teaching in Scottish Universities; A Consortium Approach
 - o Sarah Williams, Robert Gordon University, Scotland
 - o Andrew Turnbull, Robert Gordon University, Scotland