

2000 (ICSB) International Council for Small Business, Brisbane, Queensland, Australia June 2000

Country Studies

1. [Factors underlying business growth in Sweden Per Davidsson](#), Bruce Kirchhoff, Abdunnasser Hatemi-J and Helena Gustavsson Jonkoping International Business School, Sweden
2. [The tribal organisation: implications for SME's in emerging economies](#) Robert Desman, Kennesaw State University, USA
3. [Marketing practices of Chinese small firms: A comparison among state owned, collective and private enterprises](#) Wai-sum Siu, Hong Kong Baptist University, Hong Kong

Determinants of New Venture Performance

4. [Financial performance and the size of a business](#) David Forsaith, Flinders University and Jon Hall, Australian Bureau of Statistics, Australia
5. [Gazelles in the 1990s: Why did they leap so high?](#) Jon Hall and Clem Tozer, Australian Bureau of Statistics, Australia
6. [The relation of training practices and Organisational Performance in SME's](#) Tung-Chun Huang, National Central University, Taiwan
7. [Determinants of home-based business sales performance Anthony Stanger](#), Flinders University, Australia E-commerce
8. [Electronic commerce and the use of website design consultants in Western Australian SMEs: Factors affecting the success of online small enterprises](#) Shirley Bode and Janice Burn, Edith Cowan University, Australia
9. [How the internet affects small business' future](#) Don Bradley III, University of Central Arkansas, USA
10. [Sustained competitive advantage in small firm virtual organisations](#) Grant Castner, University of Queensland, Australia
11. [Internet acceptance and use by small firms: A study of the pharmacy sector](#) Judy Drennan and Jessica Kennedy, University of Queensland, Australia

12. [On-line business development services for entrepreneurs: An exploratory study](#) Daniel Evans and Thierry Volery, EM Lyon, France
13. [Effective trust building strategies for electronic commerce](#) Dieter Fink, Edith Cowan University, Australia
14. [New product development in the internet era: An exploratory study](#) Charles Huang, Alan Brown, Edith Cowan University and Geoffrey Soutar, University of Western Australia, Australia
15. [The effectiveness of project-assisted adoption of E-commerce by small businesses in the tourism industry](#) Paul O'Brien, University of Queensland and Jeanette K Van Akkeren, University of the Sunshine Coast, Australia
16. [Internet selling by small manufacturers: Motives, strategies, performance and challenges](#) Philip Olson, University of Idaho and Newell Gough, Boise State University, USA
17. [SME entrepreneurialism: Models for sustained competitiveness in the internet environment](#) Ed Rhodes and Ruth Carter, Open University, United Kingdom
18. [E-commerce: A global perspective](#) Lloyd J. Southern, Robert G Schwartz, Mercer University and Sricharan Veeramachaneni, Georgia Institute of Technology, USA
19. [Factors impacting on entry-level electronic commerce adoption in the automobile industry in Australia](#) Jeanette K Van Akkeren, University of the Sunshine Coast and Angele L.M. Cavaye, Southern Cross University, Australia

Economic Development: Sectoral Studies

20. [Relatively speaking: Business goals and operating issues for rural, family owned / operated tourism and hospitality businesses](#) Jack Carlsen, Edith Cowan University, Australia and Don Getz, University of Calgary, Canada
21. [E-retailing: Success factors for entrepreneurial start-ups](#) Khai Sheang Lee, Soo Juan Tan and Guan Hua Lim, National University of Singapore, Singapore
22. [Creating a seamless local government and small business interface for better regional economic development outcomes](#) Robyn J. Morris, Edith Cowan University and Gary P. Brennan, Regional Corporate Support Services, Australia

Entrepreneurial Case Studies

23. [Employment relations in small business: A case study of registered clubs in NSW](#) Jeremy Buultjens and Dennis Howard, Southern Cross University, Australia

24. [The impact of a new high technology manufacturing facility on the small business sector of a rural community: A case study](#) Tyler W. Norton and Richard T. Dailey, University of Montana, USA
25. [Factors associated with the performance of small British firms](#) Graham Hall, Manchester Business School, United Kingdom
26. [An SME in the land of the giants: The case of Benefon](#) John Rice and Mark Shadur, Queensland University of Technology, Australia

Education: Building an Entrepreneurial Business Culture

27. [Setting up a favourable environmental framework to promote and develop Entrepreneurship](#) Education Alain Fayolle, E M Lyon, France
28. [A new, more entrepreneurial generation A Development Plan for Entrepreneurship 2000 – 2006](#) Vesa Routamaa, University of Vaasa, Kimmo Nissila, Ministry of Labour and Eero Vanne, Finland

Entrepreneurial Development: Country Studies

29. [An evaluation of small firm research in Taiwan](#) Ting-ling Lin and Wenshang Fang, National Chung Hsing University, Taiwan and Wai-sum Siu, Hong Kong Baptist University, Hong Kong
30. [Financing entrepreneurial development in central and eastern Europe in the new millennium: some lessons from Bulgaria](#) Lester Lloyd Reason, Anglia Polytechnic University, United Kingdom, Milena Marinova, European Profiles Consultant Group, Bulgaria and Ovidiu Nicolescu, International Management and Marketing Institute, Romania
31. [Barriers to growth and employment in Finnish small enterprises](#) Katja Maki and Tommi Pukkinen, Turku School of Economics and Business Administration, Finland
Entrepreneurial Education
32. [Entrepreneurial education and the MBA curriculum](#) Evan J. Douglas, Queensland University of Technology, Australia•
33. [Training Entrepreneurship at Universities: A Scandinavian Case Study](#) Magnus Klofsten, Linkoping University, Sweden
34. [Do formal business plans really matter? – A survey of small business owners in Australia](#) Tim Mazzarol, Curtin University of Technology, Australia

Entrepreneurial Education: General

35. [Running a small business at Queen's School of Business – a Canadian experience](#), Perry Bamji, Queen's University, Canada
36. [Understanding entrepreneurship – a new direction in research?](#) Bjorn Bjerke, Stockholm University, Sweden
37. [Entrepreneurship education in a virtual learning environment](#), Paula Kyro, Jyväskylä University, Finland
38. [Delivering entrepreneurship education across borders, across cultures](#), Michael Schaper, Curtin University of Technology, Australia

Entrepreneurial Education: High School and Undergraduate

39. [University entrepreneurship programs for high school students: Three case studies](#) Don B. Bradley III, University of Central Arkansas, Kenneth J. Lacho, University of New Orleans and Tammy A. Rapp, North East Louisiana University, USA
40. [Entrepreneurial traits of undergraduate students at selected tertiary institutions in South Africa](#) Lynette Louw, D.J.L. Venter, J.K. Bosch and S.M. van Eeden, University of Port Elizabeth, South Africa
41. [A study about the students' attitudes toward entrepreneurship in Teuva Secondary School and the attitude changes after a short, intensive business course](#) Erkki Nevanpera, University of Jyväskylä, Finland

Entrepreneurial Education and Training

42. [Training entrepreneurs and small business enterprises in South Africa: A situational analysis](#) Gideon Nieman, University of Pretoria, South Africa
43. [Evaluation of a proposed training methodology to enhance micro and small business start-ups in South Africa](#) Marius Pretorius, Pretoria Technikon, South Africa
44. [Young Achievement Australia – The innovative approach to entrepreneurial and business enterprise education](#) Melinda Rolland, Young Achievement Australia, Australia
45. [An exploratory analysis of small business training and development issues between entrepreneurs who start or purchase a business in the United States](#) George T. Solomon, George Washington University, Lloyd W. Fernald, University of Central Florida and Ayman Tarabishy, George Washington University, USA

Entrepreneurial Growth and Performance

46. [The effects of asymmetric strategic resources on firms competitiveness: An empirical comparison of practices in the French computer industry](#), Gregory Denglos, Universite de Lille, France

47. [Patterns in the creation of cooperative enterprises in service sectors](#) Louis Jacques Filion, Montreal Business School, Canada

48. [An empirical study of measures of success in micro businesses](#), Elizabeth Walker, Edith Cowen University, Australia

49. [Improving the odds of success: The effect of screening and professional advice](#) John Watson, Jim Everett, University of Western Australia and Rick Newby, Edith Cowan University, Australia

Entrepreneurial Research: Taxonomies and Research Design

50. [Enterprise, entrepreneurship and small business: Where are the boundaries?](#) John P. Breen, Victoria University of Technology, Australia

51. [Seeking an empirical development taxonomy for manufacturing SMEs using data from Australia's business longitudinal study](#) Richard G. P. McMahon, Flinders University of South Australia, Australia

52. [Access and rigour in qualitative research in the SME sector](#) Jill Thomas, University of South Australia, Australia Entrepreneurial Success

53. [Benchmarking small business performance: barriers and benefits](#) Sue Bergin, Victoria University, Australia

54. [Lessons from the Blue Chip Enterprise Initiative: Learning to compete Leo Haller? Professional Administrative Services, Frank Hoy, University of Texas, El Paso and Bobby C. Vaught, South West Missouri State University, USA](#)

55. [Measuring the proficiency of the new product development process in SME's: an extended logistic modelling approach](#) Geoffrey N. Soutar, University of Western Australia, Alan Brown, Charles Huang and Russell Waugh Edith Cowan University Entrepreneurship and Growth: Country Case Studies

56. [Unravelling small business owner/managers' networking activities](#) Youness Alizadeh, Southern Cross University, Australia

57. [The relationship with large scale distributors: building distribution strategies for entrepreneurs](#) Luc Drapier Group EDHEC and Olivier Masclef, Catholic University of Lille, France

58. [Employment in Finnish SME's](#) Ulla Hytti, Small Business Institute, Finland

Entrepreneurship Research and Theory

59. [Cognitive maps of entrepreneurship: Describing policy makers' subjective models of local development](#) Mauri Laukkanen, University of Kuopio, Finland
60. [A new venture's cognitive legitimacy: An assessment by customers](#) Dean A. Shepherd, University of Colorado, and Andrew Zacharakis, Babson College, USA
61. [Entrepreneurial opportunity assessment: An optimal search strategy](#) Dean A. Shepherd, University of Colorado and Moren Levesque, Rensselaer Polytechnic Institute, USA

Family Business

62. [Succession and survival of family businesses](#) Khai Sheang Lee, Wei Shi Lim and Guan Hua Lim, National University of Singapore, Singapore
63. [Corporate governance processes in family firms: The role of influential actors and the strategic arena](#) Leif Melin and Mattias Nordqvist, Jonkoping International Business School, Sweden
64. [So similar yet so different: A comparison of Malaysian and Finnish family business preconditions](#) Minna Tunkkari and Matti Koironen, University of Jyväskylä, Finland

Family Business: The Succession Issue

65. [Organisation of successions of small and medium sized enterprises within the family](#) Per-Olof Bjuggren and Lars-Goran Sund, Jonkoping International Business School, Sweden
66. [Structuring family business succession](#) Dean A. Shepherd, University of Colorado and Andrew Zacharakis, Babson College, USA
67. [Small firm competitive strategy: A conceptual model and research propositions](#) Jay Weerawardena, University of Queensland, Australia

Financial Management

68. [Implementation of realism in case study research methodology](#) Michael Christie, Queensland University of Technology, Pat Rowe, University of Queensland, Chad Perry, University of Southern Queensland, Australia, John Chamard, St. Marys University, Canada
69. [Empowering SME's growth and R&D through financing intangible investments. Finnish experiences from Business Development Loan](#), Jari Naukkarinen, and Jari Pirinen, Finnvera Plc, Finland

70. [Fiscal advantages and economic impacts of "tax free zones" on SME's](#), Ottavio Nocerino and Gabriella Reale, Seconda Università degli Studi di Napoli, Italy

71. [Dynamic financial management for the entrepreneur: a breakthrough in financial management techniques for growing SME's](#), William Snaith and Jane Walker, University of Durham, United Kingdom

Franchising and the Future

72. [Formality, intentionality and planning: Features of successful entrepreneurial SMEs in the future?](#) Colin Gray, Open University Business School, United

Kingdom

73. [Limitations of franchising for small firm development: Public attitudes and awareness in Britain](#) David A. Kirby and Anna Watson, Middlesex University Business School, United Kingdom

74. [How does investing in information technology enhance the franchisor-franchisee relationship?](#) Chad Perry, University of Southern Queensland, Angele Cavaye, Southern Cross University, Len Coote, University of Queensland and Col McCosker, University of Southern Queensland, Australia

Gender Issues in Entrepreneurship

75. [A new model for analysing female entrepreneurship](#) Muriel Orhan, Southern Cross University, Australia

76. [Motivational background as an explanation for differences between male and female entrepreneurship](#) Timo Pihkala, Jukka Vesalainen and Riitta Viitala, University of Vaasa, Finland

77. ["I want to make a difference" Women small business owners: Their businesses, dreams, lifestyles, and measures of success](#) Leonie V. Still, University of Western Australia and Wendy Timms, Curtin University of Technology, Australia

General Interest

78. [Organisational life cycles in small enterprises](#) Michael Beverland, UNITEC Institute of Technology, New Zealand

79. [Ethnic entrepreneurship in Canada: Comparison of the Chinese communities in three Canadian cities: Montreal, Toronto and Vancouver](#) G.A. Brenner, C. Ramangalahy and Louis Jacques Filion, University of Montreal Business School, Canada, R.H. Amit, University of British Columbia, Canada, T.V. Menzies, Brock University, USA

80. [A macro-environmental framework for researching SME's in the twenty-first century](#) Carolyn Fausnaugh, Griffith University, Australia

81. [Development and study of a taxonomy of stage configurations of the life-cycle, applied to the SME of the Beira interior region](#) Joao Ferreira, Beira Interior University, Portugal

82. [An internal conceptual model of the sustainable firm](#) Gus M. Geursen, Monash University, Australia

83. [Small enterprise growth through internal marketing and employee satisfaction](#) Kodicara Gunaratne, Unitec Institute of Technology, New Zealand

84. [The internationalisation process of Australian manufacturing SMEs](#) Muhammad Mahmood, Victoria University, Australia

85. [Patterns of SME cooperation, strategic alliances and networking a European perspective](#) Hanns Pichler, University of New Venture Governance Economics, Austria

86. [What causes the discrepancy between environmental \("green"\) attitudes and practices in SMEs?](#) Michael Schaper, Curtin University of Technology, Australia

Government Assistance for New Businesses

87. [The New Zealand experiment – Has it worked for SMEs?](#) Alan Cameron and Claire Massey, Massey University, New Zealand

88. [Stakeholder-relations in the start-up phase](#) Dietmar Roessl, Vienna University of Economics and Business Administration, Austria

89. [Stimulating corporate entrepreneurship in the public sector](#) Robert J. Sadler, Chisholm Institute of Technical and Further Education and Southern Cross University, Australia

90. [Industrial awards or workplace agreements? – An examination of industrial relations in Australian small business](#) Lawson Savery and Tim Mazzarol, Curtin University of Technology, Australia

Indigenous Entrepreneurs

91. [A case study analysis of successful indigenous Australian Entrepreneurs](#) Dennis Foley, University of Queensland, Australia

92. [Indigenous small enterprise and the community development employment projects scheme](#) Don Fuller, Myles Howard, Eileen Cummings and Scott Holmes, Flinders University, Australia

Leadership and Entrepreneurship

93. [Charismatic leadership, followership, and the entrepreneurial culture of the organisation](#) Iris Aaltio-Marjosola, Lappeenranta University of Technology, Finland
94. [Entrepreneurship versus leadership](#) Carol Dalglish and Peter Evans, Queensland University of Technology, Australia
95. [Leadership development for entrepreneurs](#) Carol Dalglish, Queensland University of Technology, Australia Minority and Ethnic Businesses: USA
96. [Marketing family businesses: Do "family businesses" attract more business? The impact of ethnicity](#) Catherine Ashley-Cotleur, Frostburg State University and Sandra King and Deborah Brazeal, California State Polytechnic University, USA
97. [Fostering minority business development in the US and the United Kingdom: A comparative review of government practices, 1950 – present](#) Kyle Farmbry, Grand Valley State University, USA and Uday K. Dholakia, Global Consulting UK Ltd, United Kingdom
98. [Dimensions of the financial obstacles faced by African American businesses in the US](#) Millicent Lownes-Jackson, Festus Olorunniwo, James Ellzy and Ruthie Reynolds, Tennessee State University, USA
99. [A method for values based risk assessment in entrepreneurial decision-making](#) John Oesch, Daniel Tzabbar, University of Toronto, Raphael Amit and Kenneth MacCrimmon, University of British Columbia, Canada,
100. [CEOs in circulation: Can new CEO blood revitalize the small firm? A research proposal](#) Mats Westerberg, Lulea University of Technology, Sweden
101. [Top management team characteristics and resource recombination among new ventures](#) Shaker A. Zahra, Georgia State University, USA and Jonkoping International Business School, Sweden and Johan Wiklund, Johkoping International Business School, Sweden and Queensland University of Technology, Australia

New Venture Human Resource Management

102. [Significance of entrepreneurship training for emerging SME's in the central region of the northern province](#), South Africa M.W. Ladzani, University of the North and J.J. van Vuuren, University of Pretoria, South Africa
103. ["Shaping a preferred future" – A study of business enterprise centres in Western Australia](#) Tim Mazzarol, Curtin University of Technology, Australia and Tim Atterton, University of Durham, United Kingdom

104. [Management style in small and medium sized enterprises](#) Jim McDonald and Retha Wiesner, University of Southern Queensland, Australia

105. [Human capital of small-scale business owners and business success: A longitudinal study on moderators and mediators](#) Andreas Rauch, University of Amsterdam and Michael Frese, University of Amsterdam, now at University of Giessen, Netherlands

New Venture Strategy

106. [The influence of information and advice on strategy definition in small and medium enterprises](#) Ian Burke, La Trobe University and Denise G. Jarratt, Charles Sturt University, Australia

107. [Factors for business establishment in regional Australia \(An analysis of the Mid North Coast region of NSW\)](#) Douglas Neil, Margaret Drever, Bruce Armstrong Southern Cross University and Don Dingsdag, University of Western Sydney, Australia

108. [Modelling growth clusters in the new web economy](#) Romano Aldo, Passiante Giuseppina and Elia Valerio, University of Lecce, Italy

Sectorial Studies

109. [Attitudes to small business in the wine industry](#) Steve Charters and Kate Loughton, Edith Cowan University, Australia

110. [The entrepreneurship in elderly care](#) Sirkka-Liisa Karttunen, University of Oulu, Finland

111. [The role of tourism in a small economy of Montpelier, Vermont](#) Nancy Wood, Catherine Halbrecht, and Chyi-lyi (Kathleen) Liang, University of Vermont, USA

Strategic Alliances

112. [Capturing value from the deployment of strategic resource within technological alliances of small firms: An empirical examination](#) Boualem Aliouat and Gregory Denglos, University of Lille 2, France

113. [An examination of some substantive conditions for the successful establishment of closer collaborative interorganisational relationships in the industrial marketing channels of small entrepreneurial firms](#) Greg J Brush, University of Western Australia, Australia

114. [Alliance formation in emerging economies in crisis: The influences of strategic posture and perceived environmental uncertainty on firm intentions to use strategic alliances and preferred governance structures](#) Mark Weaver, Louis D Marino, and John Hill University of Alabama, USA

Success Determinants for Entrepreneurship

115. [Regional development and small business success in rural Western Australia](#) Fiona Haslam McKenzie and Maria M. Ryan, Edith Cowan University, Australia

116. [Home-based business marginality: A review of home-based business performance and its determinants](#) Anthony M.J. Stanger, Flinders University, Australia

117. [Determinants of successful co-preneurship](#) George H. Tompson and Holly B. Tompson, University of Waikato, New Zealand

Technological Entrepreneurship

118. [The emergence of a growth industry: a comparative analysis of the Swedish, Dutch & German Wind Turbine Industries](#) Anna Johnson, Staffan Jacobsson, Chalmers University of Technology, Sweden

119. [What enables new technology-based firms to grow into medium-sized firms](#) Rognvaldur Saemundsson, Chalmers University of Technology, Sweden

120. [Including small firms in the technology transfer process](#) Steve Walsh, University of New Mexico, USA, Bruce Kirchhoff, Jonkoping International Business School, Sweden, Paul McWhorter,

Theory: The Nature of Entrepreneurs

121. ["Entrepreneurs: more honest than we think?" A preliminary investigation into the characteristics and values of owner- managers.](#) Alan Blackman, Tony Hurd and Nils Timo, Griffith University, Australia

122. [Employment or self employment: A dynamic utility maximising model, Moren Levesque, Rensselaer Polytechnic Institute,](#) Dean Shepherd, University of Colorado, and Evan Douglas, Queensland University of Technology, Australia

123. [Reasons for small to medium enterprise start ups: a correspondence analysis,](#) Geoffrey N. Soutar, Leonie V. Still, University of Western Australia, Australia

Virtual Incubators and Venture Capitalists

124. [An exploratory study of venture capital in regional Australia](#) Stephen J Kelly, Margaret Drever and Jeremy Bultjens, Southern Cross University, Australia

125. [The virtual support centre as basis for stimulating growth in a developing country](#) Gideon Maas, Port Elizabeth Thechnikon, South Africa

126. [A method for evaluating the non-financial contributions of venture capitalists](#) Peter S. Wagner and George H. Tompson, University of Waikato, New Zealand

Women Entrepreneurs: Four Studies

127. [The training of entrepreneurial women at Louvain la Neuve, Placide](#) Muamba Mulumba, University of Anvers, and Aurelie Potakey, Collectif des femmes, Belgium

128. [Female entrepreneurs in the guest house industry: the use of promotion in the marketing mix](#) Gideon Nieman and TS Bovill, University of Pretoria, South Africa

129. [Food, clothes and care – Finnish female entrepreneurs from 1750 to 2000](#) Kirsi Vainio-Korhonen, University of Turku, Finland

130. [Women entrepreneurs: The price of success](#), Hilka Vier Machado, Universidade Estadual de Maringa-Pr, Brazil•General Interest

131. [Sweet talking to ethnic customers: A field experiment on the links between entrepreneurial business planning, cultural sensitivity and sales growth](#) Kevin Hindle, Swinburne University of Technology and Andrew Lloyd, James Dickson & Co Pty Ltd, Australia

Economic Development: Sectoral Studies

132. [International marketing strategy of SMEs: a comparison of born-global vs non-born global firms in Australia](#) Selvi Kandasaami and Charles Huang, Edith Cowan University, Australia

Click here to return to [The Small Business Advancement National Center](#) homepage.