

Small Business Institute Director's Association
(SBIDA) 1990

1. SBIDA On The Move to Serve Small Business

- Dewey Johnson, California State University-Fresno

2. A Social Accounting Action Plan for SBI Programs

- Warren Schlesinger, Ithaca College

3. Capital Budgeting Techniques for Small Firms

- Jeryl L. Nelson, Wayne State University
- Roy A. Cook, Fort Lewis College

4. Obtaining Capital for a Small Business: A Method that Leads to Success

- Roosevelt D. Butler, Trenton State College
- Joao Neves, Trenton State College
- Rajib N. Sanyal, Trenton State College

5. Determinants of End-User Computing in Small Business: The Case of Saudi Arabia

- Abdulla H. Abdul-Gader, King Fahd University of Petroleum and Minerals

6. Small Business Software Usage

- Lois A. Davis, Casper College

7. The SBI Student Consultant's Tool Kit for Initial Interventions

Computerized Accounting Systems Cases

- Jack Stewart, University of Northern Colorado
- John Elsea, University of Northern Colorado
- Lynn Hoffman, University of Northern Colorado

8. Will Tomorrow's Computers Re-Draw the Profile of Small Business?

- Joseph S. Merrill, University of Alaska Anchorage

9. An Evaluation of Consultant Services for Small Businesses

- Steve Jones, Musket Corporation
- Bobby Vaught, Southwest Missouri State University
- Lynda K. Timmerman, Southwest Missouri State University
- Robert Trewatha, Southwest Missouri State University

10. Small Business Consultation: Issues for the SBI Case Experience

- Charles Matthews, University of Cincinnati

11. A Rural Economic Development Pilot Program: A Critical Analysis

- Devin Bent, James Madison University
- Roger H. Ford, James Madison University

12. The Use of the Small Business Institute Program in Rural Development

- Don Bradley, University of Central Arkansas

13. A Realistic Job Preview for the Entrepreneur

- David Adams, Marywood College

- 14. An Exploratory Evaluation of the Effectiveness of the SBI Program as Perceived by Quantitative and Non-Quantitative Majors**
- Lynn Hoffman, University of Northern Colorado
 - Gwen Fontenot, University of Northern Colorado
 - R. Viswanathan, University of Northern Colorado
- 15. An Investigation of Attitudinal and Conceptual Differences Between Minority and Non-Minority Entrepreneurs**
- Samuel M. K. Anyomi, Allen University
- 16. Differentiating the Entrepreneur: A Functional- Personality Trait**
- Joseph F. Singer, University of Missouri-Kansas City
- 17. Innovation in Small Business Institute Programs**
- Robert Rose, Central Missouri State University
- 18. Program Assessment of the Tennessee Entrepreneurship Development Institute Network**
- Reginald M. Beal, University of Wisconsin-Whitewater
- 19. Reflections on Our Art: The True Objectives of the Counseling Process**
- Michael D. Ames, California State University-Fullerton
- 20. Small Business Training to Assist Entrepreneurs: A Rural Missouri Project**
- Dale Krueger, Missouri Western State College
- 21. Students as Marketing Consultants: A Methodological Framework and Client Evaluation of the Small Business Institute**
- Art Weinstein, Florida International University

22. Beyond the Simple Structure: Structural Adjustments for the Small Business

In a Dynamic-Complex Environment

- Isaiah O. Ugboro, North Carolina A & T State University

23. Franchising: Anatomy of a Start-Up

- Robert T. Justis, Louisiana State University
- Peng Chan, California State University-Fullerton
- Chun-Cheong Wan, Louisiana State University
- Paul Busch, Louisiana State University

24. Organizing Small Enterprise Development Programs

- John B. Wallace, Jr., Marshall University

25. Succession in the Small Business

- Charles Hubbard, Southwest Texas State University
- Roger Scow, Southwest Texas State University

26. Using Nontraditional Compensations and Retaining Employees in a Small

Business Environment

- Stephen Holoviak, Shippensburg University

27. Citrus Management Practices Needed to Comply with Common Market

Standards of 1992

- Walter E. Greene, The University of Texas--Pan American
- Daniel Fernandez, The University of Texas--Pan American

28. Entrepreneurship in Tourism: Developing a Model of Innovation Potential

- S. J. Pettitt, Teeside Polytechnic

29. Target Marketing the Senior Citizen in the Lodging Industry

- Don Bradley, University of Central Arkansas
- Homer Saunders, University of Central Arkansas

30. Yellow Pages: Some Exploratory Findings

- Wilke English, University of Texas at El Paso
- Maria Zampini, University of Texas at El Paso

31. A Profile and Analysis of Potential Entrepreneurs

- Joanne B. Sheridan, Eastern Montana College
- Joe W. Floyd, Jr., Eastern Montana College

32. Black-Owned Franchise Units: An Analysis

- Matthew Sonfield, Hofstra University

33. Changing Profiles: Minorities in Small Business

- Walter E. Greene, The University of Texas--Pan American

34. New Challenges for SBIs

- Diana Reed, Drake University

35. Conference Meeting Facilities: Varying Perceptions of Hoteliers and Clients

- Jodi McCoy, University of Northern Colorado

36. Impact of Government Legislation on Small Business

- Lonnie G. Hansen, Jr., California State University-Fullerton

37. Young Entrepreneurs Get a Head Start in Business with Education

- Cynthia A. Crane, Xavier University