

Small Business Institute Director's Association

(SBIDA) 1992

- 1. Awareness and Practice of Concept of Motivation in A Small Enterprise**
 - Samuel M. K. Anyomi, Allen University
- 2. Fourteen Points for Quality and Leadership in Managing Successful Firms**
 - Robert Masters, Fort Hayes State University
- 3. The Under-Utilization of Computerization in Small Business: A Matter of Perspective**
 - JoAnn C. Carland, Western Carolina University
 - James W. Carland, Western Carolina University
- 4. Strategic Management and Management by Objectives**
 - Dale Krueger, Missouri Western State College
- 5. Expanding Entrepreneurial Vision: Leadership Techniques for Guiding Successful Growing Ventures**
 - Steven A. Hanks, Utah State University
- 6. A Step Toward Literacy in Small Businesses: The Awareness of Illiteracy by Managers of Veterinary Practices**
 - Ted Halatin, Southwest Texas State University
 - Roger Scow Southwest Texas State University
- 7. A Strategic Direction for CPA Firms**
 - Stan Mendenhall, Eastern Montana College
 - Jerry Hansen, CPA, Billings Montana

8. From Inmate to Entrepreneur: A Preliminary Analysis

- Matthew C. Sonfield, Hofstra University

9. Evaluating Expansions of Small Businesses

- Laurence R. Steenberg, University of Evansville

10. Recruiting Graduating MBA Students to Help Build World Class Small Businesses

- Michael D. Ames, California State University, Fullerton
- John T. Emery, California State University, Fullerton

11. The Impact of Workforce 2000 on Smaller Businesses: A Look From the Perspective of Women

- Diana Reed, Drake University
- Robert A. Kemp, C.P.M., Drake University

12. Business Improvement Groups: A Basis for SBI Strategic Alliances

- John Wallace, Marshall University
- George G. Stollings, President, George G. Stollings, Inc

13. Small Business and the New Quality Standard

- Steven Brown, Eastern Kentucky University
- Charles F. Falk, Eastern Kentucky University

14. JIT, QR, KANBAN, WCM, ZIPS: Clearing Up The Confusion

- David T. Boyd, Grambling State University
- Sanithia C. Boyd, Northeast Louisiana University
- Steven M. Flory, Louisiana Tech University

15. Competitive Intelligence Systems for Small Businesses

- Troy A. Festervand, Middle Tennessee State University
- Jack E. Forrest, Middle Tennessee State University

16. The 1992-93 International Marketing Environment for Small Business is Affected by the Outcome of GATT Negotiations

- Alfred C. Holden, Fordham University

17. Auto Buying Behavior: Military and Civilian

- Samuel K. Moak, Virginia State University
- Krishan Rana, Virginia State University
- Richard T. McKinney, Florida Institute of Technology

18. Can the SBI Help Smaller Firms Organize to Control Costs in International Operations?

- Robert A. Kemp, C.P.M., Drake University

19. Strategies of Italian Small Businesses Engaged in Exporting: Can We Learn Anything?

- Howard F. Rudd, Jr. , College of Charleston
- Paul E. Jursa, College of Charleston

20. How Small Town Retailers Can Compete with Discounters

- David P. Brennan, University of St. Thomas
- Pamela M. Flottemesch, University of St. Thomas
- Kevin S. Rowekamp, University of St. Thomas

21. Simplifying A Complex Environment: An Environmental Scanning

Approach for SBI Teams

- Roger D. Scow, Southwest Texas State University
- Charles W. Hubbard, Southwest Texas State University

22. The Americans with Disabilities Act and Its Impact on Small Business

- D. Lynn Hoffman, University of Northern Colorado
- Gwen Fontenot, Texas Woman's University
- Daniel Rowley, University of Northern Colorado
- Shahrokh Dalpour, University of Maine, Farmington

23. Practicing Accountants, Entrepreneurs, and Small Business Finance Strategy

in Startup Situations: A National Study

- Paul Dunn, Northeast Louisiana University
- Leo Cheatham, Northeast Louisiana University
- Carole Cheatham, Northeast Louisiana University

24. State Tax Incentives to Encourage Exporting

- David H. Culpepper, Millsaps College
- Steven C. Wells, Millsaps College

25. Developing Small Business Cost Accounting Systems: A Live Case Study

Approach

- David E. McNabb, Pacific Lutheran University
- Eldon L. Schafer, Pacific Lutheran University

26. Entrepreneurship: A Change Agent for the Economy of the U.S.S.R.

- Gary F. Young, University of Tennessee at Martin
- James W. Carland, Western Carolina University
- JoAnn C. Carland, Western Carolina University

27. Development Strategies for Small Ventures in Eastern Europe: The Case of Poland, Hungary, and Czechoslovakia

- Maria Aggestam, Lund University, Sweden
- Richard Hunt, Rockhurst College
- John Wallace, Marshall University

28. Internationalizing the SBI Program

- Richard L. Singson, California State University-Hayward

29. Bankruptcy 1990 Style

- Don B. Bradley III, University of Central Arkansas
- Homer L. Saunders, University of Central Arkansas

30. Net Income vs Cash Flow: If I'm Making So Much Money, Why am I So Broke?

- William L. Boyd, Western Carolina University
- Gary Williams, Western Carolina University

31. An Exploration of SBI Activities, Structures, Budgets, and Curriculum Across SBI Schools: Opportunities for Marketing these Services

- Sherman A. Timmons, The University of Toledo
- Dwaine R. Tallent, St. Cloud University

32. Business Incubation and the Small Business Institute: A Case Study

- Georgina Nadas, JEDCO Enterprise Center
- Ernest Nordtvedt, Loyola University, New Orleans
- John Vinturella, Tammany Supply Company, Inc

33. Criteria for Expansion of a Successful Industrial Incubator

- Joseph C. Latona, University of Akron
- Michael D. LeHere, Midwest Business Development Group

34. Enhancing SBI Reports with Computer Graphics

- Edward H. Osborne, Marietta College
- Grace J. Johnson, Marietta College