

1. **Cash Flow--The Oil that Keeps the Small and Family Business Organization Running Smoothly**
Andrew J. Potts
2. **An Empirical Examination of Managerial Competencies Among Black Women Entrepreneurs and Black Women Corporate Executives**
Joe Singer
3. **Basic Skills Deficiencies at Work: Perceptions of Small and Large Employers**
Geraldyn McClure Franklin
4. **"Real Riches" to Girtown**
Lawrence Halpern
5. **The Quiet Revolution: Accounting Made Easy**
Michael D. Ames
Richard A. Houston
6. **Small Business Owners Lack of Understanding and Communication with Their Accountant**
Homer L. Saunders
Don B. Bradley III
7. **Gainsharing Plans in the Family-Owned Enterprise: A Preliminary Prospectus**
Jeffery C. Susbauer
Dennis J. Cahill
Norton E. Marks
Fred Hebein
8. **The Practice of Financial Management and the Use of Computers: Survey Results**
Susan Belden
9. **Assessing Marketing Potential for Exporting: A Market Typological Approach using Lotus 1- 2-3**
Ronald S. Rubin
10. **Some Thoughts on Why the Nirvana of Computer - Based Strategic Decision Support Systems Is Not a Reality for Small Businesses**
Richard G. Stone
11. **Effective Use of Computers in Small Businesses: The Need for Training and Assistance**
Marilyn Young

12. **Utilizing SCORE to Enhance the SBI Program**
Sharon T. Alpi
Richard Decker
13. **The Impact of Student Consulting Programs on Decision Making, Operations and Financial Performance of Small Businesses**
Lisa F. Borstadt
Austin Byron
14. **Strategic Planning Demographics for the National Small Business Institute Program**
Don B. Bradley III
Tim L. Rodgers
15. **Assessing the Need for Small Business Management/Entrepreneurship Courses at the University Level**
Lloyd W. Fernald
George T. Solomon
16. **Franchising: A Golden Opportunity for the SBI**
William T. Jackson
17. **Developing Employee Handbooks Through the SBI Program**
Gundars E. Kaupins
Newell Gough
18. **Realities and Emerging Realities of Adapting to Changing Global Economic Conditions: Rethinking the Role of SBI/SBIDA in Entrepreneurial Education**
Thomas Marchigiano-Monroy
19. **The Response of the Working Capital Position of Small Firms to Changes in the Business Cycle**
Morris Lamberson
20. **How Underwriting Spreads Are Assigned: Empirical Evidence for S.M.E.'s to Consider When Going Public**
David B. Newton
21. **The Challenge of Securitizing Small Business Loans**
Abderrahman Robana

22. **Monitoring: Self-Monitoring: Does Exporting Make a Difference?**
David C. Adams
Richard E. Hunt
23. **Challenges and Opportunities for Small Businesses in the Changing Global Environment**
Jim Lew
Jerry McCoy
Laura Maclellan
Ray Thompson
24. **Covering Exchange Rate Risk Exposure for Small Businesses**
Thomas J. Liesz
Peter H. Burkhardt
25. **The Uniqueness and Challenges of the SBI Program in Romania**
Corneliu I. Munteanu
26. **International Market Selection for the Small Firm: A Literature Synthesis and Suggestions for Future Research**
George E. Nakos
Robert C. Moussetis
27. **Illinois / Mexico Trade Conference**
Michael Winchell
Joel Nicholson
Lee Graf
Masoud Hemmasi
28. **Small Business and Hazardous Materials**
Timothy S. Brady
James W. Vigen
Brian McNamara
Howard F. Rudd, Jr.
29. **Legal Challenges for Small Business: Frivolous Lawsuits**
James J. Carroll
Herbert Sherman
30. **Entrepreneurship: A Strategy for Rural Development**
Frank Hoy
31. **The ADA Revisited: Small Business Awareness After One Year**
Timothy E. Paul
Lewis A. Paul Jr.

32. **Preparing For and Defending Against Claims Under the Americans with Disabilities Act**
Timothy E. Paul
Lewis A. Paul Jr.
33. **The Emergence of Eco- Accounting and Its Impact on the Small Business Owner**
Mark E. Steadman
34. **The Interaction of Motives and Communication: Emergence of Expressivism in Human Resources Management**
Roosevelt D. Butler
35. **Before Starting a Business Consider Reasons Businesses Fail and How to Avoid Failure**
Joel Corman
Robert Lussier
36. **Extending TQM to Small Manufacturing Companies: The Batesville Experience**
Troy A. Festervand
George W. Haufler
37. **Small Business Strategic Alliances**
D. Lynn Hoffman
Daniel Rowley
Shahrokh Dalpournd
Vishwanathan
38. **Small Business Management: Right Brain or Left Brain?**
John F. Hulpke
Don F. Harvey
39. **Competitive Intelligence for Small Business Management in the Global Environment**
Jokull Johannesson
40. **Establishing an Effective Selection Process Within a Small Business**
Robert J. Oppenheimer
Marie-Helene Adrien
Charles Lusthaus
41. **What Managers Need to Know About Microcomputer Utilization in Small Business**
Diana Reed

42. **The Impact of Diversity in the Small Business Workplace: A Test of the Assumptions of the Workforce 2000 and Tower-Perrin Reports**
Arthur Shriberg
Thomas Clark
Sandy Eustis
Diana Hamann
43. **How to Compete With Discounters**
David P. Brennan
Matthew A. Meyer
Julie L. Melcher
44. **Post-Purchase Communication: A Step Toward Total Quality Management in Small Businesses**
Judy Dietert
Ted Halatin
Roger Scow
45. **Marketing Orientation in Small Businesses: Development of a Diagnostic Instrument**
Sharon Galbraith
David McNabb
46. **Big Ideas For Small Businesses: The Strategic Matrix as a Generic Consulting Framework**
Hugh J. Sloan III
47. **Barter: A Small Business Strategic Option in a Weak Economy**
Matthew C. Sonfield
48. **Effective Paradigms For Small Business in the Changing Global Economy: A Case Study of a Flexible Manufacturing Network**
Harriet B. Stephenson
Emily Duncan
49. **Adapting to Change: Preparing for the Disaster Response**
Chester R. Williams
John A. Boyd