

Small Business Institute Directors' Association
(SBIDA) 1996

- 1. Seeing What's Not There: The Enigma of Entrepreneurship**
 - JoAnn C. Carland, Western Carolina University
 - James W. Carland, Western Carolina University
 - Wayne H. Stewart, University of North Texas

- 2. Breaking the Silence: A Study of Small and Medium-Sized Firms' First Interaction in the Public Policy Process**
 - Ronald G. Cook, Rider University

- 3. A Business Success Versus Failure Prediction Model for Entrepreneurs with 0-10 Employees**
 - Robert N. Lussier, Springfield College
 - Joel Corman, Suffolk University

- 4. Diagnosing and Improving SBI Student Communication Skills**
 - Dewey E. Johnson, California State University, Fresno

- 5. The SBI Experience from the Students' Perspective: Implications for Student Learning**
 - Patricia Raber Hedberg, University of St. Thomas
 - David P. Brennan, University of St. Thomas

- 6. How Can We Help SBI Students Become More Effective Consultants?...By Turning the Process Upside Down!**
 - Kenneth R. Van Voorhis, University of South Florida

7. Influences on Business Students' Decisions to Pursue Entrepreneurial Opportunities or Traditional Career Paths

- David W. Whitlock, Southwestern Oklahoma State University
- Robert J. Masters, Southwestern Oklahoma State University

8. SBI Education Issues: New Variations on an Old Theme

- Sherrill Taylor, Texas Woman's University
- Chandra Schorg, Texas Woman's University

9. The Small Business Institute's Effect on Small Business

- Don B. Bradley III, University of Central Arkansas
- Tim L. Rodgers, University of Central Arkansas

10. Small Business Commercial Bank Borrowing: The Role of Government Regulation and Policy Initiatives

- Kathleen C. Brannen, Creighton University
- Tim R. Bruckner, General Electric Capital

11. Forging Ahead: A Survey of Pittsburgh Area Women-Owned Businesses

- Mary T. McKinney, Duquesne University
- Michelle Mioff, Duquesne University

12. What Would SBIs Do Without Federal Funding?

- David P. Brennan, University of St. Thomas
- Lynn Hoffman, University of Northern Colorado
- R. Vishwanathan, University of Northern Colorado

13. Entrepreneurship in Uganda: The Influences of Tradition and War

- Edward D. Bewayo, Montclair State University

14. Early Stage Venture Capital and Scor: Needs, New Developments, and Concerns

- Granger Macy, University of Missouri
- Chip Cooper, Missouri Innovation Center

15. Aladdin's Lamp of the 21st Century: How the Internet Can Make Your Business Wishes Come True

- William E. Smith, Stephen F. Austin State University
- GERALYN McClure Franklin, Stephen F. Austin State University
- Kelli J. Clawson, Stephen F. Austin State University

16. Experienced New Graduates for Hire

- Lowell E. Stockstill, Wittenberg University
- Pamela S. Schindler, Wittenberg University

17. How to Narrow the Small Business Equity Capital Gap

- Jonathan H. Sive, California State University, Fullerton
- Michael D. Ames, California State University, Fullerton

18. Responding to Hyper-Competitive Markets: Small Firm Strategies

- Eldon H. Bernstein, Lynn University
- Barbara C. Beliveau, University of Connecticut

19. An Inquiry into Entrepreneur Preparation and a Morning-After Evaluation of Results

- Lisa D. Spiller, Christopher Newport University

20. Beyond the Categorical Imperative: A Philosophical Examination of Codes of Ethics in the Financial Professions

- Inge Nickerson
- Michael Broihahn

21. What Do Clients Really Think About Their SBI Experience?

- David P. Brennan, University of St. Thomas
- Patricia Raber Hedberg, University of St. Thomas

22. Managing the Limited Liability Company (LLC): A Dilemma or Delight?

- Roosevelt D. Butler, Trenton State College

23. Computer Training and Appropriate Allocation: A Message to Small Businesses

- Marilyn Young, University of Texas at Tyler
- Atefeh S. McCampbell, Florida Institute of Technology

24. Computerized Accounting Software in the 1990's: A Small Business Update

- Michael S. Broida, Miami University
- Lowell E. Stockstill, Wittenberg University

25. Small Business Advertising: "Radio Gets Results"---Or Does It?

- Phil Harmeson, University of North Dakota
- Dennis Elbert, University of North Dakota

26. Research-Generated, Low-Cost, In-Store, Retailing Strategies

- Steve Vander Veen, Calvin College

27. Start-Up: Critical Success Factors from the Beginning

- Richard Hunt, Rockhurst College
- David C. Adams, Marywood College

28. Changing of the Guard for Family Businesses as "Boomers" Retire and "Busters" Take-Over

- Christopher F. Achua, Clinch Valley College

29. Wellness Programs as a Means to Reduce Healthcare Costs

- Dale Krueger, Missouri Western State College
- Jeanne Wampler, Missouri Western State College
- Margaret Adams, Missouri Western State College