

# **United States Association for Small Business and Entrepreneurship**

## **USASBE 1996**

### **1. A Theory of Leadership Succession in the Family Firm**

- o Charles H. Matthews, University of Cincinnati
- o Terrence W. Moore, University of Cincinnati
- o Anne S. Fialko, University of Cincinnati

### **2. Inter-Generational Differences Call Into Question the Future of the Family Business. Two Contrasting Viewpoints**

- o Christopher F. Achua, Clinch Valley College

### **3. Myths and Realities: Family Businesses' Contribution to the U.S. Economy**

- o Melissa Carey Shanker, Loyola University

### **4. An Evaluation of Family Firm Research From a Strategic Management Perspective**

- o Pramodita Sharma (Student), The University of of Calgary
- o James J. Chrisman, The University of Calgary
- o Jess H. Chua, The University of Calgary

### **5. Small Firm Capital Structure Decisions: The Effects of Agency Cost**

- o Edward M. Hufft,JR., Uric Dufrene, Indiana University Southeast

### **6. The Financial Life Cycle Model: An Analytic Tool for Predicting Financial Distress in Entrepreneurial Firms**

- o Howard S. Rasheed, The University of West Florida

**7. Determining Venture Capitalist Criteria in Evaluating New Ventures**

- o Lindle Hatton, California State University Sacramento
- o Josef Moorehead, California State University Sacramento

**8. Entrepreneurs' Use Of Nontraditional Start-Up Capital**

- o Howard E. Van Auken, Iowa State University
- o Lynn Neeley, Northern Illinois University

**9. The Individual Entrepreneur's Reputation for Social Responsibility as an Economic Asset in the Franchise: The Body Shop Controversy**

- o John F. Quinn, University of Dayton
- o Joseph A. Petrick, Wright State University

**10. An Examination of the Student Consultant Method of Teaching Small Business Management: A Participant-as-Observer Approach**

- o Elisabeth J. Teal (Student), The University of Georgia
- o Charles W. Hofer, The University of Georgia

**11. An Evaluation of the Venture Development Program at the University of Calgary**

- o James J. Chrisman, University of Calgary

**12. Utilization of the Family Business Network: Behavioral and Structural Predictors in Transforming Economies**

- o Joseph Roberts, University of Chicago
- o David Pistrui, University of Barcelona
- o Harold P. Welsch, De Paul University

**13. Teaching Notes for Jerry's Famous Frozen Desserts: A Case Study**

o Todd A. Finkle, University of North Carolina at Charlotte

o Phil Greenwood, Caminar Business Strategies Group

**14. Defining Corporate Entrepreneurship: A Review and Reconciliation**

o Pramodita Sharma (Student), University of Calgary

o James J. Chrisman, University of Calgary

**15. Developing an Entrepreneurial Perspective in Contemporary Organizations**

o Donald F. Kuratko, Ball State University

o Jeffery S. Hornsby, Ball State University

**16. The Relationship Between Technological Strength and Initial Offering Size  
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o Todd A. Finkle, University of North Carolina at Charlotte

**17. The Planning-Performance Relationship in Small Firms: Past Research and  
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o Philip D. Olson, University of Idaho

o Newell Gough, Boise State University

**18. Testing a Model of Risk and Firm Performance in Small Corporations**

o Gary McNamara, University of Tennessee at Chattanooga

**19. Does Increasing Environmental Turbulence Result in Elephants Learning to Dance?**

- o B. Wayne Rockmore, East Tennessee State University
- o Thomas W. Zimmerer, East Tennessee State University
- o Norman M. Scarborough, Presbyterian College
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**20. Entrepreneurial Activity and Firm Size: Re-Examining Schumpeter's Hypothesis**

- o Daniel F. Jennings, Baylor University

**21. Small Business and Entrepreneurship in Kazakhstan**

- o Anatoly V. Zhuplev, Loyola Marymount University
- o Allen P. Gray, Loyola Marymount University
- o W. F. (Fred) Kiesner, Loyola Marymount University
- o Asylbeck B. Kozhakhmetov, Almaty Management School, Kazakhstan

**22. Entrepreneurial Orientation, Cooperative Behavior and Perceived Outcomes Among Small to Medium Sized Enterprises: An Exploratory Study of Norwegian Firms**

- o B. K. Mark Weaver, The University of Alabama
- o Pat H. Dickson, The University of Alabama
- o Leslie Davies, Bodo Graduate School of Business

**23. Small-Scale manufacturing in Kenya: Characteristics, Problems, and**

**Sources of Finance**

- o Kenneth R. Gray, Florida A&M University
- o William Cooley, Jackson State University
- o Jesse Lutabingwa, Jackson State University

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- o Paul G. Simmons, Florida State University

**25. The Effect Of Entrepreneurial Goal Setting And Self-Efficacy On Small Firm Performance: An Empirical Study Of Founder-Managed Retail Natural Food Stores**

- o Gerald J. Segal, Fairleigh Dickinson University
- o George W. Rimler, Virginia Commonwealth University

**26. Women, Men, and the Nature of Entrepreneurship**

- o Gina Vega, St. John's University

**27. The Genesis of Entrepreneurship: Change, Innovation, and Creativity**

- o Deborah V. Brazeal, California State Polytechnic University
- o Theodore T. Herbert, Crummer Graduate School of Business

**28. Community Developmental Lending: The Virginia Enterprise Initiative**

- o William Lewis Randolph, Norfolk State University
- o Wold Zemedkun, Norfolk State University
- o Granville M. Sawyer, Jr., Norfolk State University

**29. Nurturing Entrepreneurial Potential: Community Prescriptions**

o Norris F. Krueger, Jr., Ph.D., Entrepreneurial Strategies

**30. The Information Revolution and its Impact on Global Strategy**

o Eugene T. Bonk, International Council for Small Business