

# 1998 USASBE

Clearwater, Florida  
January 15-18, 1998

United States Association for Small Business and Entrepreneurship

1. Differences Between Aspiring Minority and Established Non-Minority Business Owners: Is There a Goal Gap?
  - o Myung-Soo Lee, Baruch College
  - o Edward G. Rogoff, Baruch College
  - o Alvin N. Puryear, Baruch College
2. Non-Traditional vs. Traditional Entrepreneurs: Emergence of a Native American Comparative Profile of Characteristics and Barriers.
  - o Diane J. Garsombke, University of Wisconsin
  - o Thomas W. Garsombke, St. John's University
3. Developing Small Disadvantaged Federal Contractors: The DOD Mentor Protege Program
  - o Mel Adams, University of Alabama in Huntsville
  - o Mary S. Spann, University of Alabama in Huntsville
4. Team Journal Writing in the International Entrepreneurship Curriculum
  - o Peter H. Hackbert, California State University at Monterey Bay
5. Artichokes, The Big Apple, and the Institute for Management and International Entrepreneurship; An American Family Success Story
  - o Peter H. Hackbert, California State University at Monterey Bay
6. Seed Funding for High Technology Ventures: The Role of the Bridge Business
  - o Mary S. Spann, University of Alabama in Huntsville
  - o Mel Adams, University of Alabama in Huntsville
7. Integrating Family Business Courses into the Entrepreneurship Curriculum
  - o Charles H. Matthews, Ph.d, University of Cincinnati
8. International Entrepreneurship, NAFTA, and Venturing Expertise
  - o Ronald K. Mitchell, University of Victoria
  - o Brock Smith, University of Victoria
  - o Kristie W. Seawright, Brigham Young University
  - o Eric A. Morse, University of Victoria
9. The Impact of Distribution of Ownership on the Use of Financial Leverage in Family Firms
  - o William S. Schulze, University of Connecticut
  - o Richard N. Dino, University of Connecticut
10. Venture Capital Funding of Transition in Family-Owned Business: An Exploratory Analysis
  - o Nancy Upton, Baylor University
  - o William Petty, Baylor University
11. The Synergistic Use of Resources for Small Business Expansion: A Case Study on Wyatt Earp Restaurant
  - o Jonathan L. Alpert, Franklin and Marshall College

- Joo-Gim Heaney, Franklin and Marshall College
- 12. [Toward the Development of a Competency Model of Family Firm Leadership](#)
  - James M. Hunt, Babson College
- 13. [A Failure Story An Evolutionary Approach](#)
  - Ethel Brundin (Student), Jonkoping International Business School
- 14. [Entrepreneurship, Religion, and Business Ethics](#)
  - Justin G. Longenecker, Baylor University
  - Joseph A. McKinney, Baylor University
  - Carlos W. Moore, Baylor University
- 15. [Dead Poet's Society: Eight Lessons for Entrepreneurs](#)
  - Heidi M. Neck (Student), University of Colorado
  - Christopher P. Neck, Virginia Polytechnic Institute & State University
  - G. Dale Meyer, University of Colorado
- 16. [The Future of the Corporation: Corporate Entrepreneurship on the Fly](#)
  - Theodore T. Herbert, Crummer Graduate School of Business, Rollins College
  - Deborah V. Brazeal, California State Polytechnic University, Pomona
- 17. [Industrial Districts and Innovation Networks: New Theories and Concepts for Entrepreneurship Development](#)
  - Diane-Gabrielle Tremblay, Tele-University, University of Quebec, Canada
- 18. [The Feminization of Entrepreneurship: A Case for a Woman's Model in Fostering Economic Development](#)
  - Barbara K. Mistick, Seton Hill College
- 19. [Are Entrepreneurs the Same Across Cultures?](#)
  - Anisya S. Thomas, Florida International University
  - Stephen L. Mueller, Florida International University
- 20. [Trust as a Defining Characteristic of Entrepreneurs](#)
  - Richard P Green (Student), Saint Louis University
  - Pamela M Williams (Student), Saint Louis University
  - Jerome A Katz, Saint Louis University
- 21. [Economic Disparity Between DBE and Non-DBE Contractors in Competition for Government Contracts](#)
  - Eugene F. Fregetto, University of Illinois at Chicago
- 22. [The SBDC DICHOTOMY and Reconciliation Through Reflective Practice](#)
  - Robert E. Bernier, University of Nebraska at Omaha
- 23. [Public Policy and Private Enterprise: A Study of Small Business Owner Perceptions](#)
  - Jeffrey S. Hornsby, Ball State University
  - Donald F. Kuratko, Ball State University
  - Douglas W. Naffziger, Ball State University
- 24. [The Role of Climate in Fostering Innovative Behavior in Entrepreneurial SME's](#)
  - George T. Solomon, The George Washington University
  - Erik K. Winslow, The George Washington University
  - Ayman Tarabishy (student), The George Washington University
- 25. [The Internet and Small Business in Australia: Unfulfilled Dreams?](#)
  - Paul Darbyshire, Victoria University of Technology

- Andrew Wenn, Victoria University of Technology
- Stephen Burgess, Victoria University of Technology
- 26. [Groeth and Ownership of Small Firms: And Some Methodology Concerns](#)
  - Edward M. Hufft, Indiana University Southeast
- 27. [The Impact of Planning on the Acquisition of Start-Up Capital](#)
  - Howard E. Van Auken, Iowa State University
  - Lynn Neeley, Northern Illinois University
- 28. [A Bayesian Decision Model for the Purchase of an Ongoing Concern: A Theoretical but Pragmatic Approach to Valuation](#)
  - R. W. Pricer, University of Wisconsin-Madison
  - J. G. Udell, University of Wisconsin-Madison
- 29. [Applying a Three Phase, Multi-Mission Strategic Framework to Entrepreneurial Biotechnology Companies](#)
  - Neal Gersony, University of New Haven
  - Andrew Wenn, Victoria University of Technology
  - Stephen Burgess, Victoria University of Technology
- 30. [Information Technology in Small Business in Australia: A Summary of Recent Studies](#)
  - Stephen Burgess, Victoria University of Technology
- 31. [Predicting Small Business Mortality Using High Risk Marketing Behaviors: An Exploratory Consideration](#)
  - Dr. Richard E. Hunt, Rockhurst College
  - Dr. Janes E. Puetz, Rockhurst College
- 32. [The Relationship Between Strategic Scanning Activities of Small and Medium-Sized Entreprises and Their Performance: A Multi- Site Study Approach](#)
  - Jose Audet (Student), Universite Laval
  - Gerald d'Amboise, Universite Laval