

Monday 19th June

Themes: Case studies in entrepreneurship; E-commerce/technology;
 Family business; Finance (micro/angel/venture);
 Economic development; Globalisation;
 Growth, exit and development; Policy;
 Research and research methodologies;
 Small business; and General topics

8.30am to 10.30am	Plenary Session 1	Savoy Ballroom
9.00am	Allan Gibb, Professor Emeritus, Durham University	
9.40am	Carolyn Creswell, CEO and Founder Carmans Muesli	
10.30 to 11	Morning Tea	Savoy Reception area with exhibitors
11.00am to 12.30pm	Competitive and Invited Papers, Workshops and Symposia	

Mayfair 1 Small business Chair: Peter Sheldrake

- **Hypothetical: Life and Death of a Small Business**
 Facilitated by Professor Peter Sheldrake, Professor of Business
 Entrepreneurship at RMIT University

Panel:

David Latina (Executive Director, Office of Small Business, Victorian
 Department of Industry, Innovation and Regional Development);
 Barry Moltz (USA); Michael O'Hagen (CEO Mini-movers);
 Michael Schaper, (ACT Small Business Commissioner);
 Ivan Deveson AO; David Southwick (CEO Ice Events)

Mayfair 2 Policy Chair: Roger Arwas

- **Local Government Assistance for Home Based Businesses:
 Is it Working?**
 Professor John Breen, Victoria University, Shameem Ali, Victoria University,
 Elizabeth Walker, Edith Cowan University and Rafael Paguio, Victoria University
- **Government policy and SME financial performance**
 Stuart Locke, University of Waikato (New Zealand)

Monday 19th June



- **Encouraging high expectation entrepreneurship: The implications of Australian policy practices**
John Yencken, Swinburne University of Technology, Allan O'Connor, Swinburne University of Technology and Professor Kevin Hindle, Swinburne University of Technology (Victoria)
- **The Entrepreneurial Engine: An overview of the empirical evidence of the contribution of entrepreneurship to job creation**
Chris Hall, Macquarie University (NSW)

Mayfair 3 **Innovation, creativity and knowledge** **Chair: TBA**

- **Mobile Entertainment in Malaysia: An Empirical Study of Youth Segment**
Chin Chin Wong, British Telecommunications (Asian Research Centre) and Pang Leang Hiew British Telecommunications (Asian Research Centre) (Malaysia)
- **Entrepreneurial Creativity: The Merits of Associative and Bisociative Thoughts**
Stephen Ko, The Hong Kong Polytechnic University and Professor John E. Butler, University of Hawaii (USA)
- **Factors Influencing Innovativeness in Small and Medium Enterprises in Wielkopolska in 2001-2004**
Professor Hanna Mizgajska, Poznan University of Economics (Poland)
- **Identifying and Harnessing Knowledge, an Intrapreneurship Dilemma**
Professor William Keogh, Heriot-Watt University (UK)

Grosvenor 1 **Policy (Clustering)** **Chair: Julian Lowe**

- **Competence-Based Preconditions for the Operativeness of a Regional Marketing Cluster (Paper)**
Professor Cornelia Zanger, Chemnitz University of Technology, Hansjörg Gaus, Chemnitz University of Technology, Steffen Jahn, Chemnitz University of Technology, Sandra Kaminski, Chemnitz University of Technology and Michael Wenisch, Chemnitz University of Technology (Germany)

- **Talent and the Growth of Entrepreneurial Biotechnology Clusters (Refereed Paper)**
Anna Stephens, University of Queensland, Patricia A. Rowe, University of Queensland, Gregory S. Harper, Meat and Livestock Australia and Adjunct Professor Shaun Coffey,CSIRO Livestock Industries
- **Internationally Competitive Small Businesses and Clustering (Workshop)**
Professor Julian Lowe, Centre for Regional Innovation and Competitiveness (CRIC), (Victoria), George Fong (Lateral Plains) (Victoria); Patrice Braun (CRIC) (Victoria); Les Leckie, Regional Development Victoria; John Francis, City of Whittlesea (Victoria); Pam McRae-Williams (CRIC) (Victoria).

Grosvenor 2 **Case studies in entrepreneurship** **Chair: Colin Gray**

- **New Ventures' Dependence on their Parent Firm**
Leif Sanner, Örebro University (Sweden)
- **How Do Fast-Growth Companies Become Sustainable? Two Case Studies**
Vince Giuca, Monash University (Victoria), Associate Professor Rowena Barrett, Monash University (Victoria) and Susan Mayson, Monash University (Victoria)
- **Comparing Entrepreneurs in Coffs Harbour, New South Wales, Australia with Christchurch, New Zealand**
Margaret Drever, Southern Cross University (NSW) and Herb de Vries, Christchurch College of Education (New Zealand)
- **The Nature of 'Surprises' Experienced by Christchurch Entrepreneurs: A content analysis**
Peter Newman, Christchurch Polytechnic Institute of Technology & University of Hertfordshire and Graeme Martin, Christchurch Polytechnic Institute of Technology (New Zealand)

Bristol A **Economic** **Chair: Michael Christie**
 development

- **The Effect of Demand-Side Issues in Accessing External Funds on Performance of SMEs in Thailand**
Naruanard Sarapaivanich, University of New England (NSW) and Bernice Kotey, University of New England (NSW)
- **Micro-enterprises in a developing economy - challenges and sustainability**
Carol Dalglish, Queensland University of Technology and Rebecca Bradley, Queensland University of Technology
- **Developing Entrepreneurs in the Informal Economy**
Kristie Seawright, Julie Humberstone, Benjamin Wanamaker, Quan Mai and Jim Mortensen, Brigham Young University (USA)
- **Appropriate Risk Behaviour for Rapid Growth Entrepreneurs**
Lionel Boxer, Royal Melbourne Institute of Technology (Victoria)

Bristol B **Finance** **Chair: Richard McMahon**
 - Venture Capital

- **Are Venture Capitalists a catalyst for innovation or do they simply exploit it? An empirical evidence on the Italian market**
Stefano Caselli, Bocconi University , Stefano Gatti, Bocconi University and Francesco Perrini, Bocconi University (Italy)
- **A qualitative examination of Australian venture capitalist assessment of biotechnology enterprise applications for finance**
David Fox, CPA Australia
- **Owner Wealth
– The Hidden Alternative To Venture Capital And Debt**
Brian Gibson, Murdoch University (Australia)
- **Venture Capitalist Entrepreneurial Orientations in Developed and Developing Countries**
Professor Noel J. Lindsay, University of South Australia, Wendy A. Lindsay, University of South Australia and Gary Hancock, University of South Australia

Bristol C **Growth, exit** **Chair: Mark Weaver**
 and development

- **Factors Generating Opportunities for New Software Firm Growth: Theoretical Approach**
Sakari Sipola, University of Oulu, Vesa Puhakka, University of Oulu and Jukka Kontula, University of Oulu (Finland)
- **An Exploratory Investigation into the Importance Placed on Selected Goals by Small Businesses**
Elmarie Venter, Nelson Mandela Metropolitan University, Shelley van Eeden, Nelson Mandela Metropolitan University, Peter Johnson, Nelson Mandela Metropolitan University and Gary Sharp, Nelson Mandela Metropolitan University (South Africa)
- **The Conceptualization Of Growth: are employment and turnover interchangeable criteria?**
Professor Frank Janssen, Université Catholique de Louvain (Belgium)
- **Entrepreneurship in Network Economy: New Business models and new kind of entrepreneurship**
Tuija Toivola, Helia University of Business and Applied Sciences (Finland)

Lumina **Policy** **Chair: David Smallbone**

- **UK Government Policy and Small Business Research Agendas: How Compatible?**
Wing Lam, University of Central Lancashire and Professor Bob Ritchie, University of Central Lancashire (UK)
- **Making the Case for Culture: A Feasibility Study for Establishing an Art Center in the City of Frostburg, Maryland**
Keramat Poorsoltan, Frostburg State University and Sudhir Singh Frostburg State University (USA)
- **Locationa-I Factor Differentials as Determinants for High-Tech Start-ups Development in China**
Xiuhua Zeng, Research Assistant , University of Leipzig SEPT and Utz Dornberger, Director, University of Leipzig SEPT (Germany)

Kensington 1 **Women** **Chair: Claire Massey**
 entrepreneurship

- **Gender and the SME 'Finance Gap'**
 John Watson, University of Western Australia, Rick Newby, University of Western Australia and Annie Mahuka, University of Western Australia
- **The E-Factor - Developing Women's Entrepreneurship**
 David Gibson, Queens University Belfast, Sharon Porter, NICENT, University of Ulster and Renee S. Reed, NICENT, University of Ulster (UK)
- **A Study on the Critical Success Factors of Women Entrepreneurs in Small and Medium Enterprises (SMEs) in Malaysia**
 Selvamalar Ayadurai, CB Consultancy and Wan Rosnah Ahmad, WRA Agency & Consultancy, Kuala Lumpur (Malaysia)
- **Assessing the Needs of Mezzanine-Level Women Business Owners: An Exploratory Study and Workshop (Workshop)**
 Mary Riebe, Chatham College Center for Entrepreneurship (USA), Julie Weeks, Womenable (USA) and, as Discussant, Mary Barrett, University of Wollongong (NSW)

Kensington 2 **Small** **Chair: William Schulte**
 business finance

- **An Examination of the Relationship Between Taxation Payments and Cash Flow in Small Firms**
 Robert Blackburn, Kingston University (UK) and Mark Hart, Kingston University (UK)
- **The Financing Practices of SMEs: Evidence from Malaysia**
 M. Badri Rozali, Ruziah A. Latif and Hasniza M. Taib, Universiti Utara Malaysia
- **The proximity law of small business finance**
 Assistant Professor Olivier Torres, University of Montpellier III and E.M. Lyon (France)

- **Financial Management Practices and the Health of Manufacturing SMEs in Pakistan**
 Arif I. Rana, Lahore University of Management Sciences (Pakistan), Sarfraz A. Mian, State University of New York at Oswego (USA) and Usman Asad, National University of Singapore

12.30 pm to 2	Lunch with Amanda Gome Formerly of BRW. Australia's Fast100 companies – their characteristics	Savoy Ballroom
2 to 3.30	Competitive and Invited Papers, Workshops and Symposia	

Mayfair 1 **Growth, exit** **Chair: Alan Coetzer**
 and/or development

- **Growth-orientation, experience and the development of entrepreneurial absorptive capacity**
 Professor Colin Gray, Professor of Enterprise Development, Open University Business School (UK)
- **How do Fast-Growth Firms Compete?**
 Caroline Tan Swee Lin, RMIT University (Victoria) and Professor Kosmas X. Smyrniotis, RMIT University (Victoria)
- **Guarding SMEs against Opportunism when Partnering with a Large Company**
 Jill L. Sawers, University of Pretoria, Professor Marthinus Pretorius, University of Pretoria (South Africa) and Professor Leon A.G. Oerlemans, University of Pretoria (South Africa), Tilburg University (The Netherlands)
- **Human Capital for Successful Exploration and Exploitation in New Ventures**
 Jessica Kennedy, Senior Lecturer, Central Queensland University (Australia)

Mayfair 2 **Globalisation** **Chair: Lester Lloyd-Reason**
 (Workshop)

- **Trading Places: SMEs in the Global Economy (Workshop)**
 Professor Lester Lloyd-Reason, Anglia-Ruskin University, Cambridge (UK); Professor Leo Paul Dana, University of Canterbury, (NZ); Professor D. Ray Bagby, Baylor University (USA); Professor Tim Mazzaroll, University of Western Australia, (Western Australia); and Leigh Sear, Woodholmes Group, Newcastle (UK)

Mayfair 3 **Family business** **Chair: Mary Barrett**

- **Is the Family developing Business or the Business developing the family in Rural Ireland?**
 Cecilia Hegarty, University of Ulster (UK)
- **What Role do Financial Institutions Play in the Growth of Family Firms? A puzzle from the Italian Market**
 Stefano Caselli, Bocconi University (Italy)
- **Collective Psychological Ownership – A New Perspective on Family Business Definitions**
 Markku Ikävalko, Lappeenranta University of Technology and Iiro Jussila Lappeenranta University of Technology (Finland)
- **Bonding and Monitoring in Equity Agency Relationships: Non-family versus Family SMEs from Australia's Business Longitudinal Survey**
 Professor Richard McMahon, Flinders University of South Australia

Grosvenor 1 **E-commerce and** **Chair: John McCarthy**
 technology

- **Characteristics of knowledge interactions between new technology-based firms and universities**
 Nobuya Fukugawa, Nagasaki Prefectural University (Japan)

- **Information Systems and Business Process Alignment in Small Manufacturing Firms**
 Marco Tagliavini, Cattaneo University (Italy) and Paul Cragg, University of Canterbury (New Zealand)
- **On-line Training for Small Business: Creating a model of best practice**
 Elizabeth Walker, Edith Cowan University, (Western Australia) Associate Professor Rowena Barrett, Monash University, (Victoria) Associate Professor Beverley Webster, University of Hong Kong and Susan Stoney, Edith Cowan University (Western Australia)
- **Utilisation of E-business to Facilitate Sustained Strategic Development in SME's (Workshop)**
 John McCarthy, Buckinghamshire and Chiltern University College, Peter Wyer, Middlesex University Business School and Don Milne, Buckinghamshire and Chiltern University College (UK)

Grosvenor 2 **Small business** **Chair: Colin Dunn**

- **Opportunity recognition for would be entrepreneurs (Workshop)**
 Professor Jose Romaguera, University of San Juan (Mayaguez - Puerto Rico), Roger LaSalle (Victoria), Colin Dunn, RMIT University (Victoria)

Bristol A **Globalisation** **Chair: Frank Hoy**

- **Performance and strategic changes of SMEs in the Korean electronic parts industry 1990- 2001: A dynamic strategic group Approach**
 Professor Youngbae Kim, KAIST (Korea) and Seong-Wook Ha, KAIST (Korea)
- **Success and Failure Factors of Korean SMEs in China**
 Jung Wha Han, Hanyang University (Korea)
- **Creating an Enabling Factoring Environment for Financing Small Enterprises in Tanzania**
 Tadeo Andrew Satta, Institute of Finance Management & Leeds University (UK)

- **Cross Border Cooperation Based on Trust as Driver for the Internationalisation of SMEs Empirical Evidence from Austria and CEEC**

Associate Professor Matthias Fink, Vienna University of Economics and Business Administration, Carl Henning Reschke, University of Witten/Herdecke, Slawomir Teodorowicz, Vienna University of Economics and Business Administration and Stephan Loidl, Vienna University of Economics and Business Administration (Austria)

Bristol B **Small Business** **Chair: Richard Scott**

- **How to Find that Winning Business Name? The Process of Choosing a Business Identity for a New Venture**

John Van Beveren, University of Ballarat (Victoria) and Hermina Burnett (RMIT) University (Victoria)

- **Path Dependency in Becoming an Entrepreneur**

Kaisu Paasio, Turku School of Economics and Tommi Pukkinen, Turku School of Economics (Finland)

- **Connecting Stakeholders Theory and Conventions Theory to Highlight the Adhesion of Stakeholders to the Business Model of a Start-up**

Professor Thierry Verstraete, University Montesquieu Bordeaux IV (France) and Estèle Jouison, University Montesquieu Bordeaux IV (France)

- **Characteristics of Venture Start-up Teams**

Philip Olson, University of Idaho (USA)

Bristol C **Research and** **Chair: Robert Blackburn**
research methodologies

- **Characteristics of home-based businesses: Essential background for future research**

Wendy Earles, James Cook University, Robyn Lynn, James Cook University and Ron Pierce-Lyons, James Cook University (Queensland)

- **The Social Representation of Entrepreneurs in the French Press: Desirable and Feasible Models?**

Miruna Radu, Advancia - Paris Chamber of Commerce and Industries and Renaud Redien-Collot, Advancia - Paris Chamber of Commerce and Industries (France)

- **Accounting for the Process, Context and Outcomes of Entrepreneurship: Necessary, but not Sufficient**

Silvia Massa, University of Genova, Pier Paolo Puliafito, University of Genova and Stefania Testa, University of Genova (Italy)

- **Publishing Opportunities for Research on Knowledge Management and Entrepreneurship (Workshop)**

William Schulte, Shenandoah University (USA)

Lumina **Policy** **Chair: Judy Hartcher**

- **Implementation of the Victorian Government's Prompt Payment Policy for Small Business – An Organisational Case Study**

Roger Arwas, Office of Small Business, Victorian Department of Innovation, Industry and Regional Development (DIIRD) (Victoria)

- **Engaging the Invisible Home-Based Business (HBB) Sector: Challenges and Best Practices in Local Government**

Professor John Breen, Victoria University, Rafael Paguio, Victoria University, Shameem Ali, Victoria University, and Carmine Sellitto, Victoria University (Victoria)

- **Creating Competitive Advantages through Innovation Networks: Evidence from Business-to-Business SMEs**

Professor Geoffrey R Durden, La Trobe University (Victoria), Vijaya Thyl, La Trobe University, (Victoria), Marcel Truche, Groupe ESC Dijon Bourgogne (France) and Professor Sophie Reboud, Groupe ESC Dijon Bourgogne (France)

- **Environmental Awareness and Practices in Small and Medium Businesses**

Professor David Gadenne, Central Queensland University, and Jessica Kennedy, Central Queensland University

Kensington 1 Finance Chair: Brian Gibson

- **Financial Record-Keeping as a Tool for Small Business Success: A Case Study of Free State Province, South Africa**
Isaac Mohan, University of the Free State School of South Africa
- **Venture capital advantage and value added?**
Professor Markku Virtanen, Helsinki School of Economics (Finland) and Associate Nina Ritvanen, PricewaterhouseCoopers (Finland)
- **Change in pricing system and the pricing of initial public offerings: a case of Korea**
Professor Moon-Kyum Kim, Soongsil University (Korea)
- **Financing Small Businesses: Does The Loan Officer To Small Business Owner Relationship Count? Japan: An Exploratory Study (Workshop)**
Zakaria Boulanouar, University of Otago (New Zealand)

Kensington 2 Growth, exit and development Chair: Antti Paasio

- **A Framework for the Successful Start-up of Small Nature Based Tourism Operations**
Sue Bergin-Seers, Victoria University and Elspeth Frew, La Trobe University (Victoria)
- **Exploring the Relevance and Applicability of 'Built To Last' and 'Built To Flip' Frameworks for Growth in Small and Medium-Sized Enterprises**
Keith Herrmann, Durham University (UK)
- **A Comparative View of Employee Perceptions of Their Workplaces as Learning Environments**
Alan Coetzer, Senior Lecturer, Massey University (New Zealand)
- **A Study of the Performance Factors of Small Tourism Ventures (Stvs)**
Kojo Saffu, Brock University, Samuel Aporih, Takoradi Polytechnic. Angela Elijah-Mensah, Takoradi Polytechnic, and Jonathan Ahumata, Takoradiolytechnic (USA)

3.30pm to 4.00pm Afternoon Tea Savoy Reception area with exhibitors

4.00pm to 5.00pm Competitive and Invited Papers, Workshops and Symposia

Savoy 1 Small business (Keynote) Chair: Colin Dunn

- **You would have to be crazy to start a small business**
Barry Moltz

Savoy 2 Globalisation Chair: Chris Graves

- **Overcoming The Distrust Hurdle When Partnering Overseas**
Associate Professor Wee-Liang Tan, Singapore Management University and So-Jin Yoo, North-east Wales Institute of Higher Education (Singapore and UK)
- **Intermediated Internationalization: Born Local Software Start-Ups in Ireland and India**
Siri Terjesen, Max Planck Institute of Economics (Germany), Colm O'Gorman, University College, Dublin (Ireland) and Professor Zoltan Acs, Max Planck Institute of Economics (Germany)
- **Ethnic Diversity, Entrepreneurship and Competitive Advantage in a Global City**
David Smallbone, Kingston University, Rosemary Athayde, Kingston University and John Kitching, Kingston University (UK)

Savoy 3 Entrepreneurship education Chair: Bill Keogh

- **Creating Entrepreneurs through Action: A 6-Country Review of Action Learning in Entrepreneurship in China, US, Australia, New Zealand, Korea and Singapore**
Associate Professor Jens Mueller, University of Waikato, Olga Muzychenko, University of Adelaide, Wee Liang Tan, Singapore Management University and Professor Hu Hanjun, Fudan University, Shanghai (China)

- Using ICT to educate entrepreneurs; a consortium approach to on line learning as a means of improving access to knowledge and finance for SMEs
Chris Hall, Macquarie University (NSW) and Gina Lok, SME Entrepreneur Consortium (Hong Kong)
- The Three Rs in Teaching Ethics in Enterprise
Roger Cook, Thames Valley University and Janet Munro, Thames Valley University

Mayfair 1 Growth, Chair: Colin Jones

development and
financial practices

- Bridging the Gap: A Study of Strategic Change and Thinking within Small Firms
Tim Mazzarol, University of Western Australia, Sophie Reboud, Groupe ESC (France) and Ciro J. Olivares, In-Focus Solutions Pty Ltd (Western Australia)
- The Role of Diversification in the Innovation Input-Performance Relationship: Empirical Evidence from German SME
Nina Rosenbusch, University of Giessen, Kathi Zickert, University of Applied Sciences Schmalkalden and Friedrich Kugler, University of Applied Sciences Schmalkalden (Germany)
- The Financing Practices of SMEs: Evidence from Malaysia
M. Badri Rozali, Hasniza M. Taib Ruziah A. Latif and Mahfuzah Salim

Mayfair 2 Small business Chair: Sandra King- Kauanui

- Social Networks and Technology Adoption in Small Business
SherRhonda Gibbs, Jackson State University, Jennifer Sequeira The University of Southern Mississippi and Hyongsong Chong Jackson State University (USA)
- Cultures and subcultures in the implementation of economic development: Local Government as a new force
Michael J. Christie, Murdoch University and Patricia A. Rowe, The University of Queensland

- Business Models in Small and Medium Sized Enterprises
Marcel Truche, Groupe ESC Dijon Bourgogne, Sophie Reboud, Groupe ESC Dijon Bourgogne (France), Vijaya Thyil and Professor Geoffrey R Durden, La Trobe University (Victoria)

Mayfair 3 Family business Chair: Rowena Barrett

- An Analysis of the Unique Challenges Facing Family Businesses in South Africa
Stephan P. Van der Merwe, Northwest-University in Potchefstroom (South Africa)
- Factors Influencing the Success of Sibling Partnerships in Family Businesses: A Proposed Theoretical Model
Shelley van Eeden, Nelson Mandela Metropolitan University and Elmarie Venter, Nelson Mandela Metropolitan University (South Africa)
- Agency Conflict in Family Business: An Exploratory Study of the Role of the Board of Directors and Family Dependence on Risk-taking Behaviour
Edith C. Busija, The University of Memphis (USA)

Grosvenor 1 E-commerce Chair: Celia Hegarty

and technology

- Information Systems Competencies in Small Manufacturing Firms
Paul Cragg, University of Canterbury (New Zealand), Mário Caldeira, ISEG (Portugal), and John Ward, Cranfield University (UK)
- "From garage to global" The Internet's influence on international market growth An Australian SME perspective
Shane Mathews, Associate Lecturer, Queensland University of Technology and Marilyn Healy, Visiting Fellow, Queensland University of Technology
- Critical Elements in ERP Implementation among Manufacturing SMEs in Malaysia
Wei Shiong Lee, The University of Manchester and Alemayehu Molla, RMIT University (Victoria)

Grosvenor 2 Finance Chair: Margaret Drever
(behavioural)

- **Behavioural Finance, Entrepreneurial Cognition and SME Financial Management**
Professor Richard McMahon, Flinders University of South Australia
- **Owner Managers' Preferences for Financing: A Study of Singaporean SME**
Charlton Low, University of Western Australia and Tim Mazzarol, University of Western Australia
- **Are Small Family Firms Financially Sophisticated?**
Stefano Caselli, Bocconi University, Alberta Di Giuli, Harvard University and Stefano Gatti, Bocconi University (Italy)

Bristol A Small business Chair: Brian Gibson

- **The Relationship Between Intellectual Capital and New Venture Performance: An empirical investigation of the moderating role of the environment**
Norma Juma, Washburn University and Jeffrey McGee, University of Texas at Arlington (USA)
- **Factors Influencing Small Medium Enterprise (SME) Performances***
Hotniar Siringoringo,, Gunadarma University, Dharma Tintri Ediraras, Gunadarma University and Prihandoko, Gunadarma University (Indonesia)
- **New Venture Team Composition, Persistence and Performance**
Siri Terjesen, Queensland University of Technology and Max Planck Institute of Economics, Paul Steffens, Queensland University of Technology and Per Davidsson, Queensland University of Technology and Jonkoping Business School (Sweden)

Bristol B Economic Chair: Bernice Kotey
development

- **Puerto Rico Entrepreneurship and Small Business Advancement Programs, Their Survival and Success**
Ramachan K. Asundi, University of Puerto Rico (Mayagüez Campus) and David F. Muñoz, University of Puerto Rico (Mayagüez Campus)
- **A Cross Cultural Study of Entrepreneurial Competencies Among Business Owners in SMEs: Evidence from Australia and Malaysia**
Noor Hazlina Ahmad, The University of Adelaide, Elizabeth Kummerow, The University of Adelaide and Carlene Wilson, The University of Adelaide.
- **Economic Performances and the Duration of Small Business**
Joyup Ahn, Korea Labor Institute (Korea) and Jaimie Sung, Korea University of Technology and Education (Korea)

Bristol C Case studies Chair: Rob van der Horst
in entrepreneurship

- **Small Business Structural Dynamics and Distribution: A Comparative Analysis of Australia, New Zealand and Canada**
Michael Schaper, Leo Paul Dana, University of Canterbury, Robert B. Anderson, University of Regina and Peter Moroz University of Regina (New Zealand and Canada)
- **Strategic Alliances of Small Trading Firms in Australia: Case study**
Fang Zhao , Royal Melbourne Institute of Technology University, Australia and John (Hua) Zhong, Royal Melbourne Institute of Technology University (Victoria)
- **How do small business owners assess financial performance? Evidence from Australia.**
Robyn Dyt and Abdel Halabi, Monash University

Kensington 1 Growth, exit Chair: Jaime Santiago Canet
and development
(Marketing)

- **Customer Value Based Marketing Activities in Fast-growth Firms**
Caroline Tan Swee Lin, RMIT University and
Professor Kosmas X. Smyrniotis, RMIT University (Victoria)
- **An Assessment of The Practices of Small Businesses and
Entrepreneurs of Online Marketing Tactics to Achieve
Marketing Objectives in The United States and Australia:
an Exploratory Study**
Associate Professor William F. Lewis, University of Dayton,
Irene J. Dickey, University of Dayton and John Van Beveren,
University of Ballarat (Victoria)
- **Relationship marketing as a service quality tool in small to
medium enterprises**
Alex Maritz, Unitec, New Zealand and Denisa Hebblethwaite, Unitec,
New Zealand

Kensington 2 Policy Chair: Paul Brush
(Workshop)

- **The Impact of Entrepreneurship Policy and Practice in
Northern Ireland, Wales and Scotland**
Graham Davis, Invest Northern Ireland (UK), Ian Wilcox, Welsh
Development Agency (UK) and Brian McVey, Scottish Enterprise
Facilitated by: Paul Brush, Invest Northern Ireland (UK)

5.00pm	SEAANZ Annual General Meeting	Mayfair
5.30pm to 6.30pm	Big Bottle Happy Hour	Savoy Reception
7.30pm to 11.00pm	Winemakers Dinner with Coriole and Pizzini winemakers (Entry by ticket only)	Lumina

Tuesday 20th June

Themes: Business start-ups/incubation; Consulting, facilitating and
advising; Entrepreneurial behaviours; Franchising;
Indigenous, ethnic and minority entrepreneurship;
Women Entrepreneurship; Entrepreneurship education;
Global Entrepreneurship; Social entrepreneurship;
and General topics

8.30am to 10.30am	Plenary Session	Savoy Ballroom
10.30 to 11	Morning Tea	Savoy Reception with exhibitors
8.45	Patricia Greene Provost, Babson College, Massachusetts, USA	
9.40	Peter Irvine CEO Gloria Jean's Coffee, Franchisor of the Year 2005	
11am to 12.30	Competitive and Invited Papers, Workshops and Symposia	

Mayfair 1 Franchising Chair: Peter Sheldrake

- **Be in business for yourself but not by yourself
- fact or fantasy? (Workshop)**
Panelists: Peter Irvine (Gloria Jean's Coffee);
Richard Evans, President Franchise Council of Australia;
Professor Lorelle Frazer, Griffiths University (NSW); Jacqui Walker, BRW

Mayfair 2 Women Chair: Annette St. Onge
entrepreneurship

- **Women Entrepreneurship – Really making a difference?**
Panel Session: Patti Greene; Lois Stevenson;
Deb Shugg (Award Bookkeeping); Leonie Still

Mayfair 3 Entrepreneurial Chair: John Dalrymple
behaviours

- **Self-Commitment in Cooperative Relationships as a Successful Entrepreneurial Behaviour**
Associate Professor Matthias Fink, Vienna University of Economics and Business Administration (Austria), Univ-Prof Dietmar Roeschl, Vienna University of Economics and Business Administration (Austria), and Associate Professor Alexander Kessler, Vienna University of Economics and Business Administration (Austria),
- **Accounting for the Process, Context and Outcomes of Entrepreneurship: Necessary, but not Sufficient**
Colin Jones, University of Tasmania
- **Encouraging Entrepreneurship? Australia has a long way to go**
Margaret Jackson, RMIT University (Victoria), Clive Morley, RMIT University (Victoria) and Rosemary O'Connor, RMIT University (Victoria)
- **Antecedents of Planning in Small and Entrepreneurial Ventures**
Charles H. Matthews, University of Cincinnati and Mark T. Schenkel, Belmont University (USA)

Grosvenor 1 Globalisation Chair Leo Paul Dana
and trade

- **Cross-cultural Entrepreneurial Competence in Identifying International Business Opportunities**
Olga Muzychenko, Lecturer, University of Adelaide (South Australia)
- **Indian SMEs at the Crossroads**
Aparajeeta Borkakoty, University of Gauhati (India) and Ashima Sharma Bora, College Gauhati (India)
- **Exporting Matters: Job creation performance of exporters, 1993-2002**
David Halabisky, Industry Canada

- **Traditional vs. 'Born-again' Pathways to Internationalisation: The Family Business Experience**
Chris Graves, University of South Australia and Jill Thomas, University of Adelaide (SA)

Grosvenor 2 Globalisation Chair: Stuart Locke

- **Overcoming The Distrust Hurdle When Partnering Overseas**
Associate Professor Wee-Liang Tan, Singapore Management University and So-Jin Yoo, North-east Wales Institute of Higher Education (Singapore and UK)
- **Strategic Planning and Business Practices and Firm Performance in Arabian Gulf Region**
Kojo Saffu, Brock University (Canada) and Attahir Yusuf, Nigeria National Petroleum Corporation (Nigeria)
- **The Entrepreneurial Process in a Chinese Context**
Xiao Jianzhong, China University of Geosciences, Wuhan and David Smallbone, Kingston University (UK)
- **A study on the role of Korean SMEs in business service sector, using the input-output table**
Wooill Sim and Namki Chung, Korea Small Business Institute, Seoul, (Korea)

Bristol A Growth, exit Chair: Michael Christie
and development

- **Valuation and Business Wealth Development Issues for SME Professional Service Firms**
Daryll Cahill, RMIT University, Louise Robinson, Deloitte Touche Tohmatsu and Paul J. Myers, RMIT University (Victoria)
- **The Establishment of Cooperative Agreements by Thai Firms**
Sunee Thechatakerng, Maejo University, Josep Rialp-Criado, Edificio B and Alex Rialp-Criado, Universidad Autónoma de Barcelona (Spain)

- **“We Can’t Find the Right Staff!”**
An Exploration of Why this is a Problem for Small Firms
Robyn Neeson, Innovative Practical Marketing Australia,
Leo Billington, Latrobe City Council and
Associate Professor Rowena Barrett, Monash University (Victoria)
- **Cooperation and Innovation Strategies of the SME**
Mining Suppliers in Chile
Associate Professor Miguel Atienza , Universidad Católica del Norte, and
Associate Professor Gianni Romani, Universidad Católica del Norte (Chile)

Bristol B **Networks** **Chair: John Parke**

- **The Role of Farmers’ Markets in Stimulating Rural Entrepreneurship: a Case Study of Fielding Farmers’ Market, New Zealand**
Alan Cameron, Massey University and Herb de Vries, Christchurch College of Education (New Zealand)
- **The Pacific Entrepreneurship Network (Workshop)**
John Parke, Pacific Entrepreneurship Network
- **The Response of Entrepreneurs to Natural Disasters: Lessons Learned from Katrina and Rita (Workshop)**
William Schulte, Shenandoah University (USA)

Bristol C **Growth, exit and development** **Chair: Sue Bergin-Seers**

- **Determinants of firm innovative performance: Empirical findings from German SMEs**
Rudolf Doemoetoer, Vienna University of Economics and Business Administration (Austria)
- **Motivational theories in the context of growth orientation**
Kaisu Paasio, Turku School of Economics and Tommi Pukkinen, Turku School of Economics (Finland)

Lumina **Entrepreneurship education** **Chair: Beth Walker**

- **A Conceptual Framework for Testing the Effectiveness of Entrepreneurship Education Programs towards Entrepreneurial Intention**
Professor Thierry Volery, University of St Gallen and Susan Mueller, University of St Gallen (Switzerland)
- **From spotting - to sustaining the window of opportunity**
Henrik Knudsen, Denmark: & Aarhus University & Aalborg University and Lindgren Lindgren, Aalborg University (Denmark)
- **Appropriation of Knowledge Created Within Strategic Alliances: The SatCo Case**
Jean Verhardt, Maastricht School of Management (Netherlands)
- **Entrepreneurship/Enterprise Education in Schools and Colleges: Are we really building the onion or peeling it away?**
Allan Gibb, Professor Emeritus University of Durham (UK)

Kensington 1 **Consulting and advising** **Chair: John Mercer**

- **Small Enterprise Business Fitness: A Conceptual Framework**
Stuart Young, AUT University (NZ)
- **Small Enterprise Advisors: A model for industry-relevant education**
Associate Professor Jayne Elizabeth Bisman, Charles Sturt University (NSW)
- **Factors Contributing to Success: A Performance Measurement Model Specific to Small Service Sector Firms**
Vicki Baard, Australian Catholic University and Edmund Watts, University of Wollongong (NSW)
- **Application of Darwinian principles in the evolution of business strategies via a Learning Network Model**
Philip McGovern, Institute of Technology Tallaght and Gerard Colleran, Institute of Technology Tallaght (Ireland)

Kensington 2 Entrepreneurship Chair: Paul Brush

Education

- **A Meeting of Minds - Entrepreneurship Education in Northern Ireland (Workshop)**
Convenor, presenter and Open Forum Leader: Paul Brush, Entrepreneurship Development Team, Invest Northern Ireland (UK)
Presenters:
Sharon Porter, NICENT, University of Ulster, Cecilia Hegarty, NICENT, CAFRE and David Gibson, NICENT, Queens University Belfast UK

12.30pm to 2.00pm SENSIS Lunch Savoy Ballroom
.... With Steven Shepherd,
Senior Economist, SENSIS

2.00pm to 3.30pm Competitive and Invited Papers,
Workshops and Symposia

Mayfair 1 Franchising Chair: Max Chapman

Workshop

- **Franchising - the inside story (this workshop goes to 4pm)**
Max Chapman

Mayfair 2 Women Chair: Muhammad Roomi

entrepreneurship

- **Women's leadership journeys in family firms: preliminary results from a qualitative study**
Professor Mary Barrett, University of Wollongong (NSW) and Professor Ken Moores, Bond University (Queensland)
- **Beyond Push and Pull Factors: Exploring the process of how women and men decide to become entrepreneurs**
Jodyanne Kirkwood, University of Otago and Colin Campbell-Hunt, University of Otago (New Zealand)

- **Sources and Use of Business Assistance by Women Owned Businesses: A Comparison of Generations and Business Location Context.**
Professor Leonie Still, The University of Western Australia, Professor G.N. Soutar, The University of Western Australia and Elizabeth Walker, Edith Cowan University (Western Australia)

Mayfair 3 Indigenous, Chair: Tim Mazzarol

entrepreneurship

- **A Fresh Start and the Learning Experience of Black and Ethnic Minority Entrepreneurs**
Ignatius Ekanem Middlesex University Business School (UK) and Peter Wyer, Middlesex University Business School (UK)
- **Characteristics and Antecedents of African-American high-technology venture success: a descriptive framework**
SherRhonda Gibbs, Jackson State University (USA)
- **Ethnic Minority Enterprise in England: Diversity and Challenges**
Stella Mascarenhas-Keyes, Small Business Service London (UK)
- **The Second Generation Female Entrepreneur in Zimbabwe: An exploratory study**
Tariro Jabangwe, University of Gloucestershire and Gerald Watts University of Gloucestershire (UK)

Grosvenor 1 Entrepreneurship Chair: Leslie Barcus

education

- **Meeting the Challenge of Microfinance in Entrepreneurship Education: A Global Opportunity for Business Schools (Workshop)**
Leslie Barcus: President Microfinance Management Institute (MFMI), Washington, USA and Director, Global Microfinance in MBA Initiative.
Contributors and Facilitators:
Professor Gerhard Coetzee, Director, Centre for Microfinance, Graduate School of Management, University of Pretoria, South Africa. Professor Ronald Chua, Academic Champion, Microfinance in MBA Programme, Asian Institute of Management, Manila, Philippines

Grosvenor 2 **Entrepreneurship** **Chair: Thierry Volery**
 education

- **Technology Entrepreneurship Education: The University Of South Florida Philosophy, Pedagogy, and Curriculum**
 William G. Marshall, Jnr. University of South Florida, Stephen R. Budd, University of South Florida, Paul E. Givens, University of South Florida and Michael W. Fountain, University of South Florida (USA)
- **Antecedents of High-Expectancy Entrepreneurship in South Africa: The Relevance of Business Knowledge and Work Experience on Success**
 Boris Urban, University of Johannesburg, J.D. Barreira, University of Johannesburg and Associate Professor J. Van Vuuren, University of Pretoria (South Africa)
- **The Effects of a Mandatory Business Development Project on Business School Students and Graduates' Attitudes Towards Entrepreneurship Teaching,**
 Professor Jean-Charles Cachon, Laurentian University and Associate Professor Barry Cotton, Laurentian University (Canada)
- **Eliciting and shaping Tacit Knowing af University Intrapreneurship Students for Meta-Innovation: A case study of a South African Intrapreneurship programme**
 Professor Cama Brandt, University of South Africa, Ms Hannelize Jacobs, University of Johannesburg and Professor Stephen Kruger, University of Johannesburg (South Africa)

Bristol A **Business** **Chair: Charles Matthews**
 start-ups/incubation

- **The Effects of Business Planning on Performance of Small and Medium-Sized Enterprises**
 Sascha Kraus, University of Oldenburg (Germany), B. Sebastian Reiche, University of Melbourne (Victoria) and Carl Henning Reschke, University of Witten/Herdecke (Germany)

- **A Research on Current Conditions of Business Incubators and Development of their Measurement Indices in Korea**
 Professor Up KWON, Kiemyung University (Korea) and Seung-Ho Kim, Kiemyung University (Korea)
- **Profiling Finnish Technology Incubators: Common elements and particular features**
 Ulla Hytti, Turku School of Economics and Katja Mäki, Turku School of Economics (Finland)
- **Enterprise Virtual-Representation to Support Comprehensive Diagnosis and Remedy Plan for SMEs - Industrial Zone, El Minya, Upper Egypt**
 Mohamed Abdel-Razzak Hegazi, Professor Mohamed Nagib El-Sheikh and Ashraf Farouk Eweas (Egypt)

Bristol B **Entrepreneurship** **Chair: Ed Leach**
 education

- **The Shad Valley Experience (Workshop)**
 Ed Leach Dalhousie University (Canada)

Bristol C **E-Commerce** **Chair: Bettina Hurni**
 and Technology

- **Strategic Value And E-Commerce Adoption: An Empirical Study Of Small Medium Enterprises (SMEs) In Ghana**
 Kojo Saffu, Brock University, John Walker, Brock University and Robert Hinson, University of Ghana
- **Electronic Commerce forSMEs in Developing Countries**
 Edward J. Cherian, George Washington University
- **Real E-Business- New Wave of Finnish SME E-Businesses**
 Pasi Malinen, Turku School of Economics, Jussi Puhakainen, Turku School of Economics (Finland)
- **Is the 'Digital Divide' a Barrier for Small Australian Exporters? Perceptions of the Sri Lankan Importers**
 Anura Amarasena, Monash University (Victoria), Associate Professor Rowena Barrett, Monash University (Victoria) and Ramanie Samaratunge, Monash University (Victoria)

Lumina Social Chair: Lindsay Jeffs
entrepreneurship

- **Overcoming Barriers to SME Community Engagement**
Kym Madden, Queensland University of Technology and Wendy Scaife, Queensland University of Technology
- **Evolution of Research Instruments: Entrepreneurship, Spirituality and Work**
Sanda King-Kauanui, Cynthia L Sherman, Kevin D Thomas, Gail Ross Waters, Cal State Polytechnic U. (USA)
- **Social Attitudes Toward Entrepreneurship in Poland**
Ursula Braun-Moser, Uniwersytet Szczeciński (Poland) and Lloyd Fernald, University of Central Florida (USA)
- **Building a Social Entrepreneurial Partnership: An Australian Case**
Sciona Browne, Meridian Capital Pty Ltd., Carole Theobald, Cormorant Technical Services P/L and Rae Weston, Macquarie Graduate School of Management (NSW)

Kensington 1 Entrepreneurial Chair: Hermina Burnett
behaviour

- **Improve your Small Firm Performance: The Benefits of an Interactive IT Consulting System**
Vicki Baard, Australian Catholic University (NSW)
- **Relational Dynamism: A new entrepreneurial orientation dimension to measure business performance?**
Max Coulthard, Monash University (Victoria)
- **Intuition, intention and collaborative learning: The keywords in the accommodation of competitive intelligence in small food business**
Terri Kupiainen, MTT Economic Research (Finland)
- **Decision making by Christchurch entrepreneurs faced with a 'surprise'**
Peter Newman and Paul Wisby Christchurch Polytechnic Institute of Technology (New Zealand)

Kensington 2 Learning and Chair: Ann Gallon
training

- **A role based view of the firm as a knowledge creating entity**
Associate Professor Jørgen Lund, Norwegian Institute of Economics and Business Administration (Norway)
- **Managerial Competencies in the Australian Wine Industry**
Elizabeth Walker, Edith Cowan University, Steve Charters, Edith Cowan University, Alan Brown, Edith Cowan University, Marilyn Clark-Murphy, Edith Cowan University and Nicole Davis, Edith Cowan University (Western Australia)
- **Does Training of Entrepreneurs Support Entrepreneurial Learning? A Study of Training Programmes for Existing and Potential Entrepreneurs in Seven European Countries**
Elisa Akola, Turku School of Economics (Finland) and Associate Professor Jarna Heinonen, Kingston University (UK)
- **Are We Fostering The Skills of our Future Entrepreneurs? A Study of Young People in Education in the Outer East of Melbourne**
Anne Langworthy, Swinburne University of Technology, Fiona Mawson, Swinburne University of Technology and Allan O'Connor, Swinburne University of Technology (Victoria)

3.30pm to 4.00pm	Afternoon Tea and Coffee	Savoy Reception with exhibitors
4.00pm to 5.00pm	Competitive and Invited Papers, Workshops and Symposia	

Savoy 2 Chair: Jodyanne Kirkwood

Women entrepreneurship

- **Outback Women Business Owners and Their Businesses: Similar or Different To Their Urban Sisters?**
Professor Leonie V. Still, The University of Western Australia and Viti Simmons, Centre for Women & Business, The University of Western Australia
- **An Exploration of the Role and Contribution of Women in Small Business**
Christine Kris Macauley, University of Canberra (ACT)
- **Women's Entrepreneurship: A Systematic Review of Contemporary Perspectives**
Muhammad Azam Roomi, University of Luton (UK)

Savoy 3 Chair: Mike Sewell

Family Business

- **Leaving a Legacy: A Driver for Successful Entrepreneurs**
Professor Janice Langan-Fox, Swinburne University of Technology and Susanna Roth, The Rothcorp Group Pty Ltd (Victoria)
- **How does the Succession Process take Place in Tunisian Family Firms?**
Salma Fattoum, Ecole de Management de Lyon and Professor Alain Fayolle, Ecole de Management de Lyon (France)
- **Gender Differences in Family Business Management: An Empirical Investigation of Mexican-American and Korean-American Businesses in the United States**
Professor Myung-Soo Lee, Baruch College-CUNY (USA), Professor Alvin N. Puryear, Baruch College-CUNY (USA), Professor Edward G. Rogoff, Baruch College-CUNY (USA), Associate Professor Joseph I. Onochie Baruch College-CUNY (USA) and Associate Professor George W. Haynes, Montana State University (USA)

Mayfair 1 Chair: Ed Leach

Entrepreneurship education

- **Enterprise Curriculum: Guided by Ghosts, Experts and our Students' Here and Now**
Colin Jones, University of Tasmania (Australia)
- **University Challenge? Innovation Policy and SMEs in Welsh Economic Development Policy: Towards a New Framework**
David Pickernell, University of Glamorgan, Gary Packham, University of Glamorgan, Chris Miller, University of Glamorgan, Brychan Thomas, Department of Enterprise and Economic Development, Business School, Pontypridd and Robyn Keast, Queensland University of Technology.
- **Making Singapore University Graduates More Entrepreneurial: Has Entrepreneurship Education Helped?**
Pi-Shen Seet, University of Adelaide, Australia and Lip-Chai Seet, Nanyang Technological University (Singapore)

Mayfair 2 Chair: Judy Gray

Women entrepreneurship

- **Women in entrepreneurship: Analysis of factors influencing Growth-Oriented women entrepreneurs in rural Kenya**
Peter B. Kibas, MKIM (Kenya)
- **Theory, Practice and Policy: An Integrated View on Gender, Networks and Social Capital**
Eleanor Shaw, University of Strathclyde Business School, Wing Lam, University of Central Lancashire, Professor Sara Carter, University of Stirling and Professor Fiona Wilson, University of Glasgow (UK)
- **The Invisible Women: Behind the scenes in New Zealand SMEs**
Associate Professor Claire Massey, Massey University and Kate Lewis, Massey University (New Zealand)

Mayfair 3 Entrepreneurship Chair: Edward Cherian

- **The Small Enterprise as the Authentic Learning Environment Opportunity (SEALEO)**
Janette Munro, Thames Valley University and Roger Cook, Thames Valley University (UK)
- **Institutional Strategies for Introducing Innovative Entrepreneurship Education: A case study**
Geraldine Hammersley, Coventry University (UK), Elizabeth Read, Coventry University (UK) and Professor David Gillingham, Coventry University (UK)
- **Training, Coaching, and Mentoring: Supporting High-Technology Entrepreneurs Through Commercialisation and Market Entry Stages**
Bernadette M. Crompton, RMIT University and Kosmas X. Smyrniotis, RMIT University (Victoria)

Grosvenor 1 Entrepreneurship education Chair: Leslie Barcus

- **Meeting the Challenge of Microfinance in Entrepreneurship Education. A Global Opportunity for Business Schools (Continuation of Workshop)**
Leslie Barcus: President Microfinance Management Institute (MFMI), Washington, USA and Director, Global Microfinance in MBA Initiative.
Contributors and Facilitators:
Professor Gerhard Coetzee, Director, Centre for Microfinance, Graduate School of Management, University of Pretoria, South Africa.
Professor Ronald Chua, Academic Champion, Microfinance in MBA Programme, Asian Institute of Management, Manila (Philippines)

Grosvenor 2 Policy Chair: Jack English

- **Dispute Resolution - An Innovative Government Intervention**
Mark Brennan, Victorian Small Business Commissioner and Alan Wein Ilb

Bristol A Corporate entrepreneurship Chair: Evan Douglas

- **A Comparative Study on the Determinants of International Competitiveness of Korean and Taiwanese SMEs.**
Jin-Kyo Shin, Keimyung University (Korea), Yong-Ho Choi, Kyungpook National University (Korea) and Man Kee Choe, Keimyung University (Korea)
- **Corporate social responsibility: activities of small businesses in city and rural Western Australia**
Helen Grzyb, Curtin University of Technology and Laurence Dickie, Curtin University of Technology (Western Australia)
- **Identifying and Harnessing Knowledge, an Intrapreneurship Dilemma**
Professor William Keogh, Heriot-Watt University (UK)

Bristol B Growth, exit and development/behaviour Chair: Daryll Cahill

- **The Nature of Innovation in Small and Medium Tourism Enterprises (SMTEs) in the Tourism Sector**
Sue Bergin-Seers, Victoria University and Associate Professor Linda Roberts, Victoria University (Victoria)
- **Entrepreneurial Self-Regulation and Decision Speed**
Peter Bryant, The University of Sydney (NSW)
- **An Exploratory Investigation into the Importance Placed on Selected Goals by Small Businesses**
Elmarie Venter, Nelson Mandela Metropolitan University, Shelley van Eeden, Nelson Mandela Metropolitan University, Peter Johnson, Nelson Mandela Metropolitan University and Gary Sharp, Nelson Mandela Metropolitan University (South Africa)

Bristol C General Chair: Charles Matthews

- **Running an ICSB Conference – the nuts and bolts**
Susan Duffy, Colin Dunn, Kathy Griffiths, Claire Massey, Zulma QuinÃones

Lumina **Facilitation** **Chair: John Mercer**

- **John Bailey Award (AIEF)**
Presentation to John Hetherington of this business facilitation award and a presentation by him of the winning methodology.

Kensington 1 **Franchising** **Chair: Tony Clemenger**
and Ethics

- **Multi-unit Franchising Paradox: An entrepreneurial perspective**
Alex Maritz, Swinburne University of Technology (Victoria)
- **Recognizing Opportunities in Franchising**
Professor Frank Hoy, University of Texas at El Paso, Carolyn Gough, University of Texas at El Paso, Timothy Orlando, President CMC Worldwide and Kathryn Boe Morgan, International Franchise Association (USA)
- **Who is the franchisee leasing from and does it matter anyway?**
Jennifer Mary (Jenny) Buchan, University of New South Wales (NSW)

Kensington 2 **Ethics** **Chair: Michael Schaper**

- **The Three Rs in Teaching Ethics in Enterprise**
Roger Cook, Thames Valley University and Janette Munro, Thames Valley University (UK)
- **Are our Efforts To Improve Students' Ethics Awareness Working? A Comparison of Ethics Views of Contemporary Students**
Prof essor J. Michael Alford, The Citadel Military College of South Carolina and Professor Mark A. Bebensee, The Citadel Military College of South Carolina (USA)

5.00pm	ICSB Business Meeting	Mayfair 1
5.30pm to 6.30pm	Big Bottle Happy Hour	Savoy Reception
7.30pm to 11.00pm	Gala Dinner – with Graeme Wood of WOTIF.com (Entry by ticket only)	Savoy Ballroom

Wednesday 21st June

Themes: Social Entrepreneurship; Spirituality;
Corporate entrepreneurship; Enterprise and Entrepreneurship
Education; Ethics; Women entrepreneurship;
Youth Entrepreneurship and General topics

8.30am to 10.30am	Plenary Session 1	Savoy Ballroom
8.45am	Di Williams, CEO and Founder Fernwood Gyms	
9.40am	Jim Stynes, Reach Foundation	
10.30am to 11.00am	Morning Tea and Coffee with exhibitors	Savoy Reception
11.00am to 12.00 pm	Competitive and Invited Papers, Workshops and Symposia	

Mayfair 1 Entrepreneurship Chair: Colin Dunn in different social contexts

- **Entrepreneurship in different social contexts (Workshop)**
Jim Stynes, Reach Foundation, Milly Parker, (Happy Yappers),
Di Williams, Fernwood and Anne Howie, (Slingshot)

Mayfair 2 Youth Entrepreneurship Chair: John Breen

- **Telling it how it is: Young New Zealanders' experiences of business start-up**
Kate Lewis, Massey University and Candice Harris,
Auckland University of Technology (New Zealand)
- **Supporting Our Students' Entrepreneurial Efforts after Graduation**
Associate Professor Gregory V. Gibson, Brigham Young University
Hawaii, Professor Craig Allen, Brigham Young University Hawaii,
Professor David C. Bangert, University of Hawaii at Manoa,
Associate Professor Leonard Huff, Brigham Young University Hawaii
and Professor Robert Robinson, University of Hawaii at Manoa (USA)

- **Developing a Social Return On Investment (SROI) Framework: Measuring the Social Value of Youth Entrepreneurship Programs**
Associate Professor Mary Kilfoil, Dalhousie University (USA)

Mayfair 3 Women Chair: Annette St Onge entrepreneurship

- **Nascent Entrepreneurship and Informal Investment in Italy: A gendered comparison**
Siri Terjesen, Max Planck Institute of Economic and Vanessa Ratten
Queensland University of Technology (Germany)
- **Women's Business: Do Female Executives in SMEs Have a Different Perspective on Leadership, Culture, and Climate for Innovation?**
Judy H. Gray, Monash University, Iain L. Densten, University of New
South Wales at ADFA and James C. Sarros Monash University (Victoria)
- **Why do Male Owner-managers Perform Better than Female Owner-Managers: An Investigation in a Transition Economy Context**
Rosemond Boohene, University of New England, Bernice Kotey, University
of New England and Associate Professor Alison Sheridan, University of New
England (NSW)

Grosvenor 1 Entrepreneurship Chair: Elizabeth Read Education

- **Entrepreneurship and Management Education: A Case for Change**
Evan J. Douglas, Queensland University Technology
- **Exploring The Effects Of Failure And Learning On Non-Linear Thinking**
Allan O'Connor, Swinburne University of Technology and
Alistair Campbell, University of South Australia (South Australia)

- **AACSB and Entrepreneurship Education and Research: An Update (Workshop)**
William Schulte, Shenandoah University (USA) and Randy Boxx, Shenandoah University (USA)

Grosvenor 2 **Entrepreneurship** **Chair: Bill Marshall**
Education

- **Instruction-Based Action Guidelines Based on Blooms Revised Framework: Setting Objectives for Entrepreneurship Teaching**
Ed Leach, Dalhousie University (Canada)
- **Developing an Enterprising Culture: The Case of Puerto Rico's Initiatives for Youth Entrepreneurship**
Professor Jose Romaguera, University of Puerto Rico at Mayaguez (Puerto Rico) and MariRosa Rodriguez, International Entrepreneurship Institute, Mayaguez, (Puerto Rico)
- **'Start a Business' An Experimental Innovation in Entrepreneurship Education**
Paul Vincett and S. Farlow, Wilfrid Laurier University, Waterloo (Canada)

Bristol A **Social** **Chair: Megan Vassarotti**
entrepreneurship

- **Social Entrepreneurs and Social Enterprises - Do they have a future in New Zealand?**
Lindsay Jeffs, Unitec (NZ)
- **Theoretical Perspectives on Individual and Institutional Social Entrepreneurship**
Robert S. D'Intino, Rowan University (USA)
- **Not for profit? Not likely! The need for small business and enterprise development support for the community sector. (Workshop)**
Facilitated by Allison Oldfield-Hiosan and Phil I'Dell

Bristol B **Ethics** **Chair: Michael Schaper**

- **The Ethical Orientations of Entrepreneurially-inclined Managers**
David A Robinson, Queensland University of Technology
- **Effects of Corruption on Entrepreneurship**
Sameeksha Desai, George Mason University (USA)
- **Can the Business of Small Business Merely Be Business? An ethical perspective on the responsibilities of entrepreneurs**
Professor Gideon J de Klerk, Dean, North-West University, and Professor S Kruger, Vice Dean, University of Johannesburg (South Africa)

Bristol C **Research** **Chair: Robert Blackburn**
and research
methodologies

- **Evaluation of a programme targeting high-growth potential SMEs in New Zealand**
Mei Lin Harley, Simon Webber and David Bartle, Ministry of Economic Development (New Zealand)
- **Two New Measures of Organizational Performance**
Charles Hofer, University of Georgia (USA)

Kensington 1 **Behaviours** **Chair: John Dalrymple**
family and policy

- **Are Members of Fast-Growing Family Businesses More Committed to Their Organisations?**
Yuen Ching Ho, Deakin University and George Tanewski, Monash University, (Victoria)
- **Reviewing habitual entrepreneurs**
Andrea Bowen, Peter Jones and Spinder Dhaliwal, University of Surrey (UK)

- **Government Research Programs and Technological Entrepreneurs: Commercializing Technologies**
Roxanne Zolin, Naval Postgraduate School, Monterey, CA and
Fredric Kropp, Monterey Institute of International Studies (USA)

12.00pm to 2.00pm	Best Papers Lunch	Savoy Ballroom
	Presentation by Finland for the ICSB2007 Conference Reflection on the Conference with Allan Gibb Presentation of Awards for Best Papers	
2.00pm	Conference closes.	
