

USASBE/SBI 2006  
The University of Texas  
of the Permian Basin  
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*Don't miss the*

# USASBE/SBI 2006 Joint Conference

JW Marriott Starr Pass Resort & Spa  
Tucson, Arizona  
January 12-15, 2006

USASBE

SBI

# Call for Papers & Workshops

**Submission Deadline:**

**August 15, 2005**

(via online submission system at <http://www.usasbesbi2006.org>)

**Conference Dates:**

**January 12-15, 2006**

(Preconferences and Opening Reception on January 12)

**JW Marriott Starr Pass Resort & Spa • Tucson, Arizona**

*Join friends, colleagues, educators, scholars, professionals, practitioners, policymakers, and economic developers at the*

**JW Marriott Starr Pass Resort & Spa  
Tucson, Arizona  
January 12–15, 2006**

**(Preconferences and Opening Reception on January 12)**

*– for the –*

# **USASBE/SBI 2006 Joint Conference**

**(Go to <http://www.usasbesbi2006.org> for complete details and updates)**

***20<sup>th</sup> Annual Conference of the United States Association for Small Business and Entrepreneurship  
and  
30<sup>th</sup> Annual Conference of the Small Business Institute®***

## **“The Changing Entrepreneurial Landscape”**

***We invite you to submit papers, case studies, workshops,  
and symposia that deal directly or indirectly with***

- Accounting and Finance Issues
- Community Development, Outreach, and Fundraising
- Corporate Entrepreneurship
- E-Business, Information Systems, and Technology
- Entrepreneurial Consulting
- Entrepreneurial Support Organizations
- Entrepreneurship Across the Curriculum
- Entrepreneurship Education
- Entrepreneurship in the Arts
- Family Business
- Free Enterprise Issues
- Individual Entrepreneurship
- International Entrepreneurship
- Management and Marketing Issues
- Minority and Women Entrepreneurship
- Small Business
- Social Responsibility and Legal and Environmental Issues
- Teaching Cases
- Technology Entrepreneurship

***...or other topics of interest and value to the memberships of USASBE and SBI.***

***Keep in mind that you must answer the “So What?” question  
in relation to your contribution to the field.***

***General Program Chair***

Dr. Geralyn McClure Franklin  
USASBE Program Chair  
The University of Texas of the Permian Basin  
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Odessa, TX 79762-0001  
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***General Program Co-Chair***

Dr. Kirk Heriot  
SBI Program Chair  
Western Kentucky University  
1 Big Red Way  
Bowling Green, KY 42101  
Phone: (270) 745-4343  
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## Submission Requirements and Process for Papers and Teaching Cases

- Authors must designate a division/track (see previous page for listings) for submissions in the online submission system.
- All submissions must be entirely original and must not be under concurrent consideration or scheduled for presentation elsewhere.
- All submissions must be typed, double spaced with one-inch margins using 12-point Times Roman font in a Word or PDF file.
- All submissions from students should be noted as such when author information is entered into the online submission system.
- All submissions must include an academic abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary is intended for business practitioners and should provide a summary of the findings, implications for practice, how the findings can be implemented, and the “So What?” question.
- All submissions must include a “So What?” section prior to the “Conclusion” section. This section should address the paper or case’s contribution to the field for practitioners.
- Teaching cases may be based upon a primary or secondary data source reflecting the situation of an actual organization. Teaching case submissions must be accompanied by a copy of an instructor’s manual or teaching note.
- The entire paper or teaching case, including the abstract, executive summary, references, and figures, should not exceed 30 pages in length.
- All submissions will be blind reviewed. Authors must avoid revealing their identity in the body of the paper.
- Selection for inclusion in the conference program will be based upon quality, originality, and relevance in the judgment of at least two independent reviewers. Reviewers will be directed to look for the “So What?” issue.
- Authors having papers accepted for presentation must agree to follow a specific format in preparing Word files of a one-page academic abstract along with the executive summary and full paper by November 1, 2005. Detailed instructions will be provided with the acceptance notice. The *USASBE/SBI 2006 Proceedings* will be in CD-ROM format.

Papers and case submissions must be submitted via an online submission system at <http://www.usasbesbi2006.org>. You may access the system as of April 20, 2005. **The deadline for submissions is August 15, 2005.**

If you have questions, please contact **Dr. Rebecca J. White, USASBE/SBI Competitive Papers Chair**, at [usasbe@nku.edu](mailto:usasbe@nku.edu).

## Submission Requirements and Process for Workshops and Symposia

- Presenters must designate a division/track (see previous page for listings) for submissions in the online submission system.
- All submissions must be typed, double spaced with one-inch margins using 12-point Times Roman font in a Word or PDF file.
- All submissions must include an academic abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary is intended for business practitioners and should provide a summary of the purpose and outcomes of the workshop or symposium and the “So What?” question.
- Workshop and symposia submissions must be no more than five (5) pages in length. Submissions must provide details on the purpose, procedures, and contributions of each participant.
- All submission must include a “So What?” section prior to the “Conclusion” section. This section should address the workshop or symposium’s contribution to the field for practitioners.
- Selection for inclusion in the conference program will be based upon quality, originality, and relevance in the judgment of at least two independent reviewers. Reviewers will be directed to look for the “So What?” issue.
- Presenters having workshops or symposia accepted for presentation must agree to follow a specific format in preparing a Word file of a one-page academic abstract and executive summary by November 1, 2005. Detailed instructions will be provided with the acceptance notice.

Workshop and symposium submissions must be submitted via an online submission system at <http://www.usasbesbi2006.org>. You may access the system as of April 20, 2005. **The deadline for submissions is August 15, 2005.**

If you have questions, please contact **Dr. Ron Cook, USASBE/SBI Competitive Workshops Chair**, at [cookr@rider.edu](mailto:cookr@rider.edu).

**IMPORTANT NOTICE:** The USASBE/SBI 2006 Joint Conference will utilize a “Rule of 3” for submission purposes. No one may submit more than three (3) competitive submissions (papers and/or workshops/symposia) to the USASBE/SBI 2006 Joint Conference or appear in more than three (3) competitive sessions during the refereed scholarly program. Appearances include roles as authors and/or presenters. Multiple appearances in a single session count as one session. Exceptions will be made for invited workshops/symposia, officer roles, and general and division sessions.

## Attendance Requirements

At least one paper or case author and all workshop and symposium presenters of accepted submissions are required to register and attend the USASBE/SBI 2006 Conference. Conference registration fees for authors and presenters of all accepted submissions must be paid by November 1, 2005. Failure to pay fees by this date will result in the deletion of the submission from the program.

## Want To Volunteer?

Individuals who would like to serve as session chairs, discussants, and facilitators should send requests detailing specific role(s) and for what division(s)/track(s) via e-mail **by September 1, 2005** to **Dr. Geralyn McClure Franklin, USASBE Program Chair, at franklin\_g@utpb.edu.**, or **Dr. Kirk Heriot, SBI Program Chair, at kirk.heriot@wku.edu.**

## Want To Sponsor or Exhibit?

If you are interested in becoming a sponsor for USASBE/SBI 2006, please contact Dr. Howard Van Auken, USASBE President-Elect, at vanauken@iastate.edu. If you are interested in exhibiting at USASBE/SBI 2006, please contact Janet Nixdorff, USASBE/SBI Director of Exhibitor Relations, at nixdorff@gwu.edu.

## Deadlines and Acceptance Date

**Submission Deadline: August 15, 2005**

(via online submission system at <http://www.usasbesbi2006.org>)

**Acceptance Notice Date: October 10, 2005**

**Final Submission for Proceedings: November 1, 2005**

## Conference and Organizational Awards

USASBE/SBI awards for best papers are sponsored by The Coleman Foundation, *Entrepreneurship Theory & Practice*, *Journal of Developmental Entrepreneurship*, *Journal of Small Business Management*, *Journal of Small Business Strategy*, and the United States Small Business Administration. USASBE provides awards for "Excellence in Entrepreneurship Education" in multiple categories. SBI offers awards for the "Case of the Year" across various categories. Information about these awards may be found at <http://www.usasbesbi2006.org>.

## Conference Location

Tucson is Arizona's "Other Natural Wonder." Nestled in a valley of five magnificent mountain ranges, Tucson is an international travel destination where the sun shines 350 days a year. A diverse blend of culture, endless natural beauty, and a relaxed lifestyle combine to create a city that captures the essence of the southwest. For more information on Tucson, go to <http://www.visitTucson.org>.

Nestled in the stunning Tucson Mountains, the JW Marriott Starr Pass Resort & Spa is Southern Arizona's newest, largest, and most luxurious resort. Groups bask in the natural beauty of the Sonoran Desert, the only place in the world the majestic saguaro cactus grows, but never lack for elegant gathering space or state-of-the-art facilities. For more details, go to <http://www.jwmarriottstarrpass.com>.

## Membership Information

**For USASBE membership information, contact:**

Joan Gillman, USASBE Executive Director, at [jgillman@wisc.edu](mailto:jgillman@wisc.edu) or go to <http://www.usasbe.org>.

**For SBI membership information, contact:**

Dr. Chandra Schorg, SBI Vice President of Marketing and Membership, at [caschorg@loyno.edu](mailto:caschorg@loyno.edu) or go to <http://www.smallbusinessinstitute.org>.

## Conference Questions?

Contact Dr. Geralyn Franklin, USASBE/SBI 2006 General Program Chair, at [franklin\\_g@utpb.edu](mailto:franklin_g@utpb.edu)

or

Dr. Kirk Heriot, USASBE/SBI 2006 General Program Co-Chair, at [kirk.heriot@wku.edu](mailto:kirk.heriot@wku.edu).