

Entrepreneurship

Program Chair: Robert Hisrich, Case Western Reserve University

Workshop Chair: Thomas Dean, University of Tennessee

	Start	Regular Program	Shared Program
Friday	8:00 am	437. ENT Case Writing Project • HW: Sandburg	
	1:00 pm	438. ENT Doctoral Consortium • HW: Addams 439. ENT Workshop on Case Method • HW: McCormick	76. ENT, MED & MOC Workshop on Creative Classroom Action • HW: Ogden
	3:00 pm	440. ENT Refreshment Break • HW: Addams	
	3:30 pm	441. ENT: How Learn to be Entrepreneurial? • HW: Ogden 442. ENT: Non-U.S. Scholar and the AOM • HW: Wright 443. ENT in Franchising, Co-ops, MLMs • HW: McCormick	
	5:00 pm	444. ENT New Faculty Consortium • HW: Ogden	
	6:00 pm		85. Reception for the New Doctoral • S: Gball I
	7:30 am	445. ENT Coffee and Croissants • HE: Grandballroom Lobby	
Saturday	8:00 am	446. Entrepreneurship Research in M • HE: GndBall C(N)	88. ENT & ODC Workshop on Entrepreneurship Portfolios • HE: GndBall D(N) 95. New Doctoral Student Consortiu • S: Gball I
	8:30 am	447. Entrepreneurship Doctoral Consortium • HW: Addams 448. ENT New Faculty Consortium • HW: Ogden	100. IAOM: Managerial Effectiveness in Latin America • S: Alpine II
	9:00 am	449. Central Problems for the Field • HE: GndBall C(N)	
	10:00 am	450. Refreshment Break • HE: Grandballroom Lobby	
	10:30 am	451. ENT: Revise and Resubmit • HW: Ogden	109. SME Development Programs in Ec • HW: McCormick 110. IAOM: Competing in Latin America • S: Alpine II
	12:00 pm	452. ENT Endowed Chairs Council Lunch • OS: See Contact	
	1:00 pm		113. IPC: SME Development Programs • HW: McCormick
	1:30 pm	453. ENT: McGraw-Hill Irwin Innovation Award • HE: GndBall D(N)	116. Resources and the Growth of En • HE: GndBall C(N) 118. IAOM: Challenges & Approaches to Quality • S: Alpine II
	2:45 pm	454. ENT Innovation in Education • HW: Ogden	
	3:00 pm	455. Cognitive and Social Factors i • HE: GndBall C(N) 456. ENT: Teaching Entrepreneurship • HE: GndBall D(N)	123. Management of the Tenure Proce • S: Alpine II
	6:00 pm		127. IAOM: Business Meeting & Dinner • S: Alpine II
	7:00 pm	457. Entrepreneurship Division Pre- • OS: See Contact	
	7:30 am	458. ENT Coffee • HE: Grandballroom Lobby	
Sunday	8:00 am	459. ENT Doctoral Consortium • HW: Addams	
	8:30 am	460. ENT New Faculty Consortium • HW: Ogden	
	9:00 am	461. ENT Doctoral Ed. Study Findings • HE: GndBall C(N) 462. ENT: eSocrates Online Learning • HE: GndBall D(N)	
	10:00 am	463. ENT Break • HE: Grandballroom Lobby	
	10:30 am	464. ENT: National Startups Study • HE: GndBall C(N) 465. ENT: Univ. Incubators Linkages • HE: GndBall D(N)	
	8:30 am	466. ENT Opening Welcome • HW: Wrigley	
	9:00 am	467. S: Sustaining the 'Sustainable'? • HW: Wrigley	
Monday	10:40 am	468. P: University & Home Business • HW: Wrigley	
	12:20 pm	469. P: Financing and the ENT Firm • HW: Wrigley	
	1:00 pm		308. IP: Entrepreneur Strategic Issues • HE: Wacker West (1)
	2:30 pm	470. P: HR and Human Capital • HW: Wrigley	282. JP: Outside Directors • HE: Columbus E/F
	4:10 pm	471. P: Family Business Succession • HW: Wrigley	285. JP: Organizational Performance • HE: Columbus E/F
	5:30 pm	472. M: ENT Business Meeting • HW: Wrigley	
	6:30 pm	473. ENT Social • HW: Water Tower	
Tuesday	8:50 am	474. P: Family Business Strategy • HW: Wrigley	286. JP: Dynamic Environments • HE: GndBall C(N)
	10:30 am	475. P: ENT in Existing Organizations • HW: Wrigley	345. IP: Issues of Firm Growth • HE: Wacker West (2)
	2:00 pm	476. P: International Entrepreneurship • HW: Wrigley	352. IP: Career Choice & Management • HE: Wacker West (4)
	3:40 pm	477. P: International ENT Theory • HW: Wrigley	293. JP: Supply Chain Management • HE: Columbus E/F 248. JS: Social Enterprise: Organizatio • HE: GndBall E
	5:30 pm	478. USASBE Board Meeting • HW: Wrigley	
Wed-	9:00 am	479. P: Networks and Entrepreneurship • HW: Wrigley	
	10:40 am	480. P: Partnering and Entrepreneurshi • HW: Wrigley 481. P: ENT Firm Performance • S: Gball I	364. IP: Entrepreneur Cognitions • HE: Wacker West (1)
	12:20 pm	482. P: Innovation and Creativity • HW: Wrigley	
	1:00 pm		204. Developmental Entrepreneurship • HW: Regency Ball C(N)

Friday 8:00 am

437. Entrepreneurial Consultation/Case Writing Project
 • 8:00-1:00 Hyatt West: Sandburg
Offsite Project: Preregister with Thomas A. Bryant at 973-353-1062
Organizer: Thomas A. Bryant, Rutgers U.

Friday 1:00 pm

438. Entrepreneurship Division Doctoral Consortium

• 1:00-5:00 Hyatt West: Addams
Preregister with Nancy M. Carter at 651-962-4407 or at nmccarter@stthomas.edu
Organizers: Nancy M. Carter, U. of St. Thomas; Timothy M. Stearns, California State U., Fresno

Presenters: Howard E. Aldrich, U. of North Carolina, Chapel Hill; Claudia B. Schoonhoven, U. of California, Irvine; Harry J. Sapienza, U. of South Carolina

439. The Case Method: Tips on Developing, Writing, Teaching, and Publishing Cases

- ♦ 1:00-3:00 Hyatt West: McCormick

Organizer: Myra Hart, Harvard U.

Presenters: Myra Hart, Harvard U.; Candida G. Brush, Boston U.; Patricia G. Greene, U. of Missouri, Kansas City; Chi Anyansi-Archibong, North Carolina A&T State U.

Friday 3:00 pm

440. Refreshment Break

- ♦ 3:00-3:30 Hyatt West: Addams

Organizer: Thomas J. Dean, U. of Colorado, Boulder

Friday 3:30 pm

441. How Creative Individuals Learn to be Entrepreneurial: Lessons & Experience from the Arts Industries

- ♦ 3:30-5:00 Hyatt West: Ogden

Organizer: Thomas A. Bryant, Rutgers U.

Presenters: Thomas A. Bryant, Rutgers U.; Patricia Kettenring, Rutgers U.; Willem VanDooijeweert, WV Management

442. The Non-U.S. Scholar and the Academy: Entrepreneurship and Change, an International Journey

- ♦ 3:30-5:00 Hyatt West: Wright

Organizer: Antoine Hermens, U. of Technology

443. Entrepreneurship on the Fringe of the Definition: Franchising, Co-Ops, MLMs, and Non-Profits

- ♦ 3:30-5:00 Hyatt West: McCormick

Organizer: Norris F. Krueger, Entrepreneurial Strategies

Presenters: Frank Hoy, U. of Texas, El Paso; Dianne H.B. Welsh, Eastern Washington U.; Harry Domicone, California Lutheran U.; Norris F. Krueger, Entrepreneurial Strategies; Max S. Wortman, Iowa State U.

Friday 5:00 pm

444. Entrepreneurship Division New Faculty Consortium

- ♦ 5:00-6:30 Hyatt West: Ogden

Preregister with Patricia G. Greene at 816-235-5841 or greenep@umkc.edu

Organizers: Patricia G. Greene, U. of Missouri, Kansas City; Jerome A. Katz, St. Louis U.

Presenters: McRae C. Banks, Worcester Polytechnic Institute; Nancy B. Upton, Baylor U.; Kelly G. Shaver, College of William and Mary; Anne M. McCarthy, Colorado State U.

Saturday 7:30 am

445. Coffee and Croissants

- ♦ 7:30-8:30 Hyatt East: Grandballroom Lobby

Organizer: Thomas J. Dean, U. of Colorado, Boulder

Saturday 8:00 am

446. Entrepreneurship Research in Management Journals: An Empirical Examination of the Top Journals

- ♦ 8:00-9:00 Hyatt East: GndBall C(N)

Organizer: Lowell W. Busenitz, U. of Oklahoma

Presenters: Lowell W. Busenitz, U. of Oklahoma; Gaylen N. Chandler, Utah State U.; Teresa Nelson, Suffolk U.; Harry J. Sapienza, U. of South Carolina; Dean A. Shepherd, Rensselaer Polytechnic Institute; Page G. West, III, Wake Forest U.; Andrew L. Zacharakis, Babson College

Saturday 8:30 am

447. Entrepreneurship Division Doctoral Consortium

- ♦ 8:30-4:30 Hyatt West: Addams

Preregister with Nancy M. Carter at 651-962-4407 or nmcarter@stthomas.edu

Organizers: Nancy M. Carter, U. of St. Thomas; Timothy M. Stearns, California State U., Fresno

Presenters: Candida G. Brush, Boston U.; Gaylen N. Chandler, Utah State U.; Eileen Fischer, York U.; William B. Gartner, U. of Southern California; Steven H. Hanks, Utah State U.; Myra Hart, Harvard U.; Frank Hoy, U. of Texas, El Paso; Rita Gunther McGrath, Columbia U.; Charles H. Matthews, U. of Cincinnati; Kelly G. Shaver, College of William and Mary; S. Venkataraman, U. of Virginia; Theresa M. Welbourne, Cornell U.; Page G. West, III, Wake Forest U.

448. Entrepreneurship Division New Faculty Consortium

- ♦ 8:30-4:30 Hyatt West: Ogden

Preregister with Patricia G. Greene at 816-235-5841 or greenep@umkc.edu

Organizers: Patricia G. Greene, U. of Missouri, Kansas City; Jerome A. Katz, St. Louis U.

Presenters: Howard E. Aldrich, U. of North Carolina, Chapel Hill; McRae C. Banks, Worcester Polytechnic Institute; Michael Camp, Kauffman Center for Entrepreneurial Leadership; Michael Hennessy, The Coleman Foundation, Inc.; Michael A. Hitt, Texas A&M U.; Morten Huse, Scandinavian Institute for Research in Entrepreneurship / Centre for Church Research; Brian McKenzie, U. of Victoria; Ronald K. Mitchell, U. of Victoria; Eric A. Morse, U. of Victoria; Elaine Romanelli, Georgetown U.; Ken G. Smith, U. of Maryland; S. Venkataraman, U. of Virginia; Dianne H.B. Welsh, Eastern Washington U.; Shaker A. Zahra, Georgia State U.

Saturday 9:00 am

449. Central Problems for the Field of Entrepreneurship

- ♦ 9:00-10:00 Hyatt East: GndBall C(N)

Organizer: Charles E. Bamford, Texas Christian U.

Presenter: S. Venkataraman, U. of Virginia

Saturday 10:00 am

450. Refreshment Break

- ♦ 10:00-10:30 Hyatt East: Grandballroom Lobby

Organizer: Thomas J. Dean, U. of Colorado, Boulder

Saturday 10:30 am

451. Managing the Revise and Resubmit Process

- ♦ 10:30-12:00 Hyatt West: Ogden

Organizers: Patricia G. Greene, U. of Missouri, Kansas City; Jerome A. Katz, St. Louis U.

Presenters: Scott W. Kunkel, U. of San Diego; McRae C. Banks, Worcester Polytechnic Institute; S. Venkataraman, U. of Virginia; Elaine Romanelli, Georgetown U.

Saturday 12:00 pm**452. Council of Endowed Chairs Annual Luncheon**

- 12:00-1:00 Off Site: See Contact

Preregister with Jerome Katz at katzja@slu.edu

Organizer: Jerome A. Katz, St. Louis U.

Saturday 1:30 pm**453. The McGraw-Hill Irwin Innovation in Entrepreneurship Pedagogy Award Winner**

- 1:30-3:00 Hyatt East: GndBall D(N)

Organizer: Connie Marie Gaglio, San Francisco State U.

Saturday 2:45 pm**454. Innovation in Entrepreneurship Education: Internet Delivery of Expert Assistance Tools**

- 2:45-4:30 Hyatt West: Ogden

Organizers: Patricia G. Greene, U. of Missouri, Kansas City; Jerome A. Katz, St. Louis U.

Presenters: Ronald K. Mitchell, U. of Victoria; Eric A. Morse, U. of Victoria; Brian McKenzie, U. of Victoria

Saturday 3:00 pm**455. Cognitive and Social Factors in Entrepreneurial Success**

- 3:00-5:00 Hyatt East: GndBall C(N)

Organizer: Robert A. Baron, Rensselaer Polytechnic Institute

Presenters: Robert A. Baron, Rensselaer Polytechnic Institute; Evan J. Douglas, Queensland U. of Technology; Gideon D. Markman, U. of Colorado, Boulder; Kelly G. Shaver, College of William and Mary; Dean A. Shepherd, Rensselaer Polytechnic Institute; Andrew L. Zacharakis, Babson College

456. Developing Practitioners for Teaching in the Entrepreneurship Classroom: Issues and Recommendations

- 3:00-4:30 Hyatt East: GndBall D(N)

Organizer: Randel S. Carlock, U. of St. Thomas

Presenters: Nancy M. Carter, U. of St. Thomas; Randel S. Carlock, U. of St. Thomas; Jeffrey R. Cornwall, U. of St. Thomas

Saturday 7:00 pm**457. Entrepreneurship Division Pre-Conference Social Event**

- 7:00-10:00 Off Site: See Contact

Preregistration required

Organizer: Thomas J. Dean, U. of Colorado, Boulder

Sunday 7:30 am**458. ENT Coffee and Croissants**

- 7:30-8:30 Hyatt East: Grandballroom Lobby

Sunday 8:00 am**459. Entrepreneurship Division Doctoral Consortium**

- 8:00-12:00 Hyatt West: Addams

Preregister with Nancy M. Carter at 651-962-4407 or nmcarter@stthomas.edu

Organizers: Nancy M. Carter, U. of St. Thomas; Timothy M. Stearns, California State U., Fresno

Presenters: Jack W. Brittain, U. of Texas, Dallas; Gregory B. Northcraft, U. of Illinois, Urbana-Champaign; Connie Marie Gaglio, San Francisco State U.

Sunday 8:30 am**460. Entrepreneurship Division New Faculty Consortium**

- 8:30-12:00 Hyatt West: Ogden

Preregister with Patricia G. Greene at 816-235-5841 or greenep@umkc.edu

Organizers: Patricia G. Greene, U. of Missouri, Kansas City; Jerome A. Katz, St. Louis U.

Presenters: Candida G. Brush, Boston U.; Elizabeth J. Gatewood, Indiana U.; Steven H. Hanks, Utah State U.; Frank Hoy, U. of Texas, El Paso; Donald Jacobs, Northwestern U.; Max S. Wortman, Iowa State U.

Sunday 9:00 am**461. Doctoral Education in the Field of Entrepreneurship: Preliminary Results from the Task Force**

- 9:00-10:00 Hyatt East: GndBall C(N)

Organizers: Candida G. Brush, Boston U.; G. Dale Meyer, U. of Colorado, Boulder

462. eSocrates Online Learning Community for Entrepreneurship Studies

- 9:00-10:00 Hyatt East: GndBall D(N)

Organizer: Paul Shrivastava, Bucknell U.

Sunday 10:00 am**463. ENT Refreshment Break**

- 10:00-10:30 Hyatt East: Grandballroom Lobby

Organizer: Thomas J. Dean, U. of Colorado, Boulder

Sunday 10:30 am**464. National Panel Studies of Business Start-Ups: US and Cross-National Progress Report**

- 10:30-12:00 Hyatt East: GndBall C(N)

Organizer: Paul Reynolds, Babson College

Presenters: Paul Reynolds, Babson College; Kelly G. Shaver, College of William and Mary; Nancy M. Carter, U. of St. Thomas; Bruce A. Kirchhoff, New Jersey Institute of Technology; Timothy M. Stearns, California State U., Fresno; Mary Williams, U. of Pennsylvania; Denny Dennis, National Federation of Independent Businesses; Per Davidsson, Jonkoping International Business School; Candida G. Brush, Boston U.; William B. Gartner, U. of Southern California

465. Opportunities to Enhance Teaching and Research through Linkages with University-Related Incubators

- 10:30-12:00 Hyatt East: GndBall D(N)

Organizer: Mark P. Rice, Rensselaer Polytechnic Institute

Presenters: Mark P. Rice, Rensselaer Polytechnic Institute; Dinah Adkins, National Business Incubation Association; Terry C. Blum, Georgia Institute of Technology

Monday 8:30 am**466. Entrepreneurship Division Opening Welcome**

- 8:30-9:00 Hyatt West: Wrigley

Organizer: Robert D. Hisrich, Case Western Reserve U.

Monday 9:00 am

467. Symposium: Sustaining the 'Sustainable'?

- ♦ 9:00-10:20 Hyatt West: Wrigley

Chair: Norris F. Krueger, Entrepreneurial Strategies

Presenters: Jon Entine, Ruffrun; David Alexander, U. of

Toronto; Jacob Park, U. of Maryland

Discussant: Marianne Jennings, Arizona State U.

Monday 10:40 am**468. Paper: University Related and Home Based Businesses**

- ♦ 10:40-12:00 Hyatt West: Wrigley

Chair: Emeric Solymossy, Western Illinois U.

Geographic Proximity: A Stimulus for Greater Relationship

Intensity and Outcomes Between Small Firms and

University Research Centers, Michael D. Santoro, Lehigh

U.; Joseph E. Coombs, James Madison U.



An Empirical Investigation of Entrepreneurship

Students' Distinctive Cognitive Styles: Implications for

Effective Entrepreneurship Education, Keith H. Brigham,

U. of Colorado, Boulder; Timothy S. Reed, U. of

Colorado, Boulder

Determining the Incremental Impact of Legitimizing Tactics

on Home-Based Businesses in the Construction Industry,

Dale A. Henderson, Radford U.; Lester A. Digman, U. of

Nebraska

Discussant: Susanna Khavul, Boston U.

Monday 12:20 pm**469. Paper: Financing and the Entrepreneurial Firm**

- ♦ 12:20-2:10 Hyatt West: Wrigley

Chair: David Deeds, Case Western Reserve U.

"Residual Communism" Entrepreneurship and Micro-

Enterprise Finance in Post-Communist Countries, Chao C.

Chen, Rutgers U.; Nada T. Kobeissi, Rutgers U., Newark

Evidence of Entrepreneurial Capital: Firm Founder Effects on

the Governance and Performance of the Firm at Initial

Public Offering, Teresa Nelson, Suffolk U.

Chief Executive Officer (CEO) Tenure in Initial Public

Offering (IPO), Hitoshi Mitsuhashi, Cornell U.; Welbourne

M. Theresa, Cornell U.

Discussants: Sandra West King, Frostburg State U.; Roger

Hutt, Arizona State U., West

Monday 2:30 pm**470. Paper: Human Resources and Human Capital**

- ♦ 2:30-3:50 Hyatt West: Wrigley

Chair: Anne M. McCarthy, Colorado State U.

Human Resource Practices in U.S. Small Businesses: 1990

versus Y2K, Donald F. Kuratko, Ball State U.; Hornsby S.

Jeffrey, Ball State U.

Responses to Dependence: Rational, Trust, and Ambivalence

Effects on Employment Practices in Entrepreneurial Firms,

Ted Baker, U. North Carolina, Chapel Hill

Network Capital, Relational Rents, and the Competitive

Advantage of Small Firms, Juan Florin, U. of Connecticut

Discussants: Alice Andrews, Valour Inc.; Emeric Solymossy,

Western Illinois U.

Monday 4:10 pm**471. Paper: Succession in Family Businesses**

- ♦ 4:10-5:30 Hyatt West: Wrigley

Chair: Nancy B. Upton, Baylor U.

Confucianism and Succession in Chinese Family Business,

Jun Yan, Texas Tech U.; Ritch L. Sorenson, Texas Tech U.

Entrepreneurial Succession: The Role of Firm Success,

Power, and Position, Warren Boeker, U. of Washington

Smoothing the Transition to New Ownership: A Study of

Succession Planning by Small, Family-Oriented

Businesses, Josetta Shoemaker McLaughlin, Radford U.;

Richard A. Baynton, "Dick" Baynton, Industry Consultant

Discussants: Ramona K. Z. Heck, Cornell U.; Timothy M.

Stearns, California State U., Fresno

Monday 5:30 pm**472. Meeting: Entrepreneurship Division Business Meeting**

- ♦ 5:30-6:30 Hyatt West: Wrigley

Organizer: Robert D. Hisrich, Case Western Reserve U.

Monday 6:30 pm**473. Entrepreneurship Division Social**

- ♦ 6:30-8:00 Hyatt West: Water Tower

Organizer: Robert D. Hisrich, Case Western Reserve U.

Tuesday 8:50 am**474. Paper: Strategy and Fairness in Family Businesses**

- ♦ 8:50-10:10 Hyatt West: Wrigley

Chair: Arnold C. Cooper, Purdue U., West Lafayette

Fairness in Family Firms: An Organizational Justice

Perspective on Agency Problems, David C. Baldrige, U.

of Connecticut; William S. Schulze, U. of Connecticut

Published in Conference Proceedings

Patterns of Strategy Formulation in a Family Firm, Bakr

Ibrahim, Concordia U., Montreal; Jean B. McGuire,

Concordia U., Montreal; Y. Ismail, Concordia U.,

Montreal; Collette Dumas, Suffolk U.

Founder Centrality and Strategy in the Family Owned Firm,

Louise M. Kelly, Northeastern U.; Nickolas Athanassiou,

Northeastern U.

Discussant: Susan C. Hanlon, U. of Akron

Tuesday 10:30 am**475. Paper: Entrepreneurship in Existing Organizations**

- ♦ 10:30-11:50 Hyatt West: Wrigley

Chair: Roger D. Roderick, Arkansas State U.

Levels and Patterns in the Intrapreneurship Model: An

Exploratory Comparison, Bostjan Antoncic, Case Western

Reserve U./U. of Ljubljana

A Dynamic Perspective of Internal Fit in Corporate

Venturing, Stewart Thornhill, U. of British Columbia

Published in Conference Proceedings

Enhancing Research on a Key Strategic Decision Making

Process: A Critique of Three Approaches to Measuring

Entrepreneurial Orientation, Douglas Lyon, Utah State U.;

Lumpkin G.T., U. of Illinois, Chicago; Gregory G. Dess,

U. of Kentucky

Discussant: Scott W. Kunkel, U. of San Diego

Tuesday 2:00 pm**476. Paper: International Entrepreneurship**

- 2:00-3:20 Hyatt West: Wrigley

Chair: Shaker A. Zahra, Georgia State U.

Internationalization and Organizational Growth: The Impact of Internet Usage and Technology Involvement Among Family Businesses., Peter S. Davis, U. of Memphis; Paula D. Harveston, U. of Memphis

A Multinational Examination of the Impact of Succession Planning on SME Performance, Phillip H Phan, National U. of Singapore; John E. Butler, U. of Washington; Soo Hoon Lee, National U. of Singapore; Borje O. Saxberg, U. of Washington

Small-Business Internationalization: The Relationship Between Firm Resources and Competitive Patterns in Exporting, James A. Wolff, Wichita State U.; Timothy L. Pett, Wichita State U.

Discussants: Ralph Kidder, Boston U.; Saras Sarasvathy, U. of Washington

Tuesday 3:40 pm

477. Paper: **Theory and Survival of International Entrepreneurial Firms**

- 3:40-5:00 Hyatt West: Wrigley

Chair: Hamid Etemad, McGill U.

"Born Global" Firms: A Theoretical Exploration, Paula D. Harveston, U. of Memphis; Ben L. Kedia, U. of Memphis; Peter S. Davis, U. of Memphis

Lessons from England: The Development of Small Firms Policy, Simon Down, U. of Plymouth; Jonathan Lean, U. of Plymouth

SME Survival in Hungary, Marjorie A. Lyles, Indiana U., Indianapolis; Kathleen Watson, California State U., San Marcos; Todd Saxton, Indiana U., Indianapolis

Discussant: Robert C. Hill, U. of Houston

Tuesday 5:30 pm

478. **USASBE Board Meeting**

- 5:30-7:30 Hyatt West: Wrigley

Organizers: Lynn Neeley; Robert D. Hisrich, Case Western Reserve U.

Wednesday 9:00 am

479. Paper: **Networks and Entrepreneurship**

- 9:00-10:20 Hyatt West: Wrigley

Chair: Ha T. Hoang, Case Western Reserve U.

The Entrepreneurial Opportunity Recognition Process: Examining the Role of Self-Perceived Alertness and Social Networks, Robert P. Singh, U. of Illinois, Chicago; Gerald E. Hills, U. of Illinois, Chicago; G. T. Lumpkin, U. of Illinois, Chicago; Ralph C. Hybels, Leadership in Medicine, Inc.

Published in Conference Proceedings

Personal Networking Activities and Venture Performance: An Assessment of the Moderating Effects of Firm Age Among Small High Technology Manufacturing Firms, Dilene R. Crockett, U. of Texas, Arlington; Jeffrey E. McGee, U. of Texas, Arlington

The Role of Relational Contracting in Realizing the Benefits of Key Customer Relationships, Helena Yli-Renko, London Business School; Harry J. Sapienza, U. of South Carolina; Michael Hay, London Business School

Discussant: William M. Mayfield, Wichita State U.

Wednesday 10:40 am

480. Paper: **Partnering and Entrepreneurship**

- 10:40-12:00 Hyatt West: Wrigley

Chair: Lene Foss, Norwegian Institute of Fisheries and Aquaculture Ltd.

Sustaining Strategic Partnerships Between Entrepreneurial Firms: An Outcome/Legitimacy-Based Approach, Craig Erwin, U. of Arizona; Keith G. Provan, U. of Arizona

Technology Portfolios and Alliance Formation in New Firms, Donna J. Kelley, Rensselaer Polytechnic Institute; Mark P. Rice, Rensselaer Polytechnic Institute

Published in Conference Proceedings

Young Entrepreneurial Firms and the Liabilities of International Joint Venture Relationships, Lloyd P. Steier, U. of Alberta

Discussants: Sharon Alvarez, Ohio State U.; Prescott C. Ensign, U. of Western Ontario

481. Paper: **Entrepreneurial Firm Performance and Success**

- 10:40-12:00 Swiss: Gball I

Chair: Julie Hite, U. of Utah

: Kenneth H. Chadwick, Louisiana State U. in Shreveport

An Empirical Analysis of the Relationships Among Entrepreneurial Orientation, Organizational Culture, and Firm Performance, Kenneth H. Chadwick, Louisiana State U. in Shreveport; Tim Barnett, Louisiana Tech U.; Sean Dwyer, Louisiana Tech U.

The Effects of Underestimating Risk on New Venture Performance: A Conceptual Examination of Moderating Factors, Mark Simon, Oakland U.; Susan M. Houghton, Georgia State U.; Sonia Savelli, Oakland U.

Antecedents of Small Business Success, Matt W. Rutherford, Auburn U.; Sharon L. Oswald, Auburn U.

Discussants: Harry Domicone, California Lutheran U.; Ha T. Hoang, Case Western Reserve U.

Wednesday 12:20 pm

482. Paper: **Innovation and Creativity in Entrepreneurial Firms**

- 12:20-2:10 Hyatt West: Wrigley

Chair: Lowell W. Busenitz, U. of Oklahoma

Unleashing Human Creativity in Organizations: The Bureaucratic Versus the Entrepreneurial Mindset, G. Dale Meyer, U. of Colorado, Boulder; Andrew Coleman Corbett, U. of Colorado, Boulder

Quality Practices for Enabling Change: A Survey of Small Firms, John C. Goodale, Ball State U.; Jeffrey S Hornsby, Ball State U.; Donald F. Kuratko, Ball State U.

Responding to Innovations in Marketing and Service: The Strategies of Independent Retailers, Michael J. Rubach, U. of Central Arkansas; McGee M. Jeffrey, U. of Texas, Arlington

Discussants: Karen L. Belanger, Columbia U.; Connie Marie Gaglio, San Francisco State U.