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)
- 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
- 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 2** Case studies in entrepreneurship
- 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)

**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)

**Grosvenor 2** Case studies in entrepreneurship
- 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).
Bristol A Economic Chair: Michael Christie
- 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 Kotev, 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 and development Chair: Mark Weaver
- 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-l 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)
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 Savoy Ballroom
.... with Amanda Gome
Formerly of BRW.
Australia's Fast100 companies
– their characteristics

2 to 3.30 Competitive and Invited Papers, Workshops and Symposia

Kensington 1 Women entrepreneurship Chair: Claire Massey

- 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 finance business finance Chair: William Schulte

- 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)

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

- 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. Smyrnios, 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 Mazzaroli, 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 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)

- 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)
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 Hatcher

- 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 Pauquio, 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
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<th>Time</th>
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<tr>
<td>3.30pm - 4.00pm</td>
<td>Afternoon Tea Savoy Reception area with exhibitors</td>
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<td>4.00pm - 5.00pm</td>
<td>Competitive and Invited Papers, Workshops and Symposia</td>
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**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 Chair: Bill Keogh
    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

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

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)

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)

Information Systems Competencies in Small Manufacturing Firms  
Paul Cragg, University of Canterbury (New Zealand), Mario 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)
Bristol B  Economic development  Chair: Bernice Kotey

- 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)

  Robyn Dyt and Abdel Halabi, Monash University
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

- 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 Roessl, 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 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)

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

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, Deliotte Touche Tohmatsu and Paul J. Myers, RMIT University (Victoria)

- The Establishment of Cooperative Agreements by Thai Firms
  Sunee Thechatakeng, 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  Chair: Sue Bergin-Seers
  and development

• 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)

Kensington 1  Consulting  Chair: John Mercer
  and advising

• 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)

**Grosvenor 1**

**Entrepreneurship**

**Chair:** Leslie Barcus

**education**

- 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**

**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
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 for SMEs 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
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
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
Mayfair 1  Entrepreneurship  Chair: Ed Leach

- Enterprise Curriculum: Guided by Ghosts, Experts and our Students’ Here and Now
  Colin Jones, University of Tasmania (Australia)

  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  Women  Chair: Judy Gray

- 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)

Savoy 2  Women  Chair: Jodyanne Kirkwood

- 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  Family Business  Chair: Mike Sewell

- 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 A. Onochie Baruch College-CUNY (USA) and Associate Professor George W. Haynes, Montana State University (USA)
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. Smyrnios, RMIT University (Victoria)

Grosvenor 1  Entrepreneurship  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

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 Quinones
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

- 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
  Professor J. Michael Alford, The Citadel Military College of South Carolina and Professor Mark A. Bebensee, The Citadel Military College of South Carolina (USA)
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  Savoy Reception with exhibitors
11.00am to 12.00 pm  Competitive and Invited Papers, Workshops and Symposia

Mayfair 1  Entrepreneurship  Chair: Colin Dunn
- 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)

Mayfair 3  Women  Chair: Annette St Onge
- 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 Kote, University of New England and Associate Professor Alison Sheridan, University of New England (NSW)

Grosvenor 1  Entrepreneurship  Chair: Elizabeth Read
- 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)
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
- 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
- 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.