

**Research Papers – 16<sup>th</sup> Annual Conference of Small Enterprise Association of Australia and New Zealand, 28 September – 1 October 2003, Ballarat, Australia**

**Monday 29 September 2003**

Time	Room	Track Title	Author	Title
11.15 – 12.15	Midas	Knowledge and Information Systems	Professor John Breen, Dr Nick Scuille & Cheryl Calvert, Victoria University	The role of the external accountant in small firms
			Professor John Breen, Dr Nick Scuille & Cheryl Calvert, Victoria University	The use of computerised accounting systems in small business
			Robyn Dyt, Monash University	Financial information in small business: Compliance and beyond
11.15 – 12.15	Lady Hotham	Financing for Growth	Naruanard Sarapaivanich, University of New England	The use of accounting information in financing decisions and performance in SMEs in Thailand
			Professor Patrick Hutchinson, University of New England	How much does growth determine SMEs' capital structure?
			Dr Soon-Lim Chan, Edith Cowan University	Bank lending to small enterprises in South-West regional Western Australia
11.15 – 12.15	Adelphi Theatre	Innovation	Dr Jerry Courvisanos, CRIC, University of Ballarat	Innovation for regional communities: A research framework
			Jessica Kennedy & Paul Hyland, Central Queensland University	A comparison of manufacturing technology adoption in SMEs and large companies
			Professor Ian Scarman, University of South Australia	Evaporative control systems: A case study in innovation
12.15 – 1.15	Midas	Knowledge and information support	Professor John Watson, University of Western Australia	The potential impact of accessing advice on SME failure rates
			Thomas Zsolt, Peter Murray, Val Bray, Box Hill Institute of TAFE	Report on setting up of the Centre of Specialisation for Services to Small and Medium Enterprises
			Tony Stanger, Flinders University	Small business-government agency dispute resolution: the case of the South Australian Office of the Small Business Advocate

12.15-1.15	Lady Hotham	Women in Enterprise	Leonie Still & Geoffrey Soutar, The University of Western Australia & Elizabeth Walker, Edith Cowan University	Generational differences in the start up goals and later satisfaction of women small business proprietors
			Janice Newton, Lorene Gottschalk & Glenice Wood, University of Ballarat	Start-up and beyond: Evolving training needs for rural women in small business
			Su Fei Lim, Kathryn Smith & Colin Bottomley, University of Strathclyde	Successful graduate female entrepreneurs: The Scottish experience
12.15 – 1.15	Adelphi Theatre	Innovation	Rosemary O'Connor & Professor Peter Sheldrake, RMIT	Small business and the arts: Encouraging arts companies to be business innovators
			Professor Tom McKaskill, Australian Graduate School of Entrepreneurship, Swinburne University of Technology	Measuring the quality of a commercialisation and exit strategy
			H. Burnett & Dr Adela McMurray, Australian Graduate School of Entrepreneurship, Swinburne University of Technology	Exploring the influence of communication on small business innovation and readiness for change
2.15 – 3.30	Midas	Start-up and Beyond	R.K. Bhabra-Remedios & B. Cornelius, University of Wollongong	Cracks in the egg: Improving performance measures in business incubator research
			Peter Demediuk, Victoria University	How to avoid getting crushed: Critical success factors at a (profitable) boutique small winery
			Scott Hargreaves, SDA Strategic	Conceptualising legitimacy for new venture research
2.15 – 3.30	Lady Hotham	Environmental Management and Performance	Patrick Hallinan, University of Technology, Sydney	The SME battle against environmental performance: The Hackefors model
			Dr Diana Rajendran & Dr Rowena Barrett, Monash University	Managing environmental risk in small business: An agenda for research
2.15 – 3.30	Adelphi Theatre	SMEs: Management and Development	Andrew Dunning, Monash University	The forgotten manager: An analysis of the role and function of salaried managers in small business
			Alan Coetzer, Massey University	The effects of managers on elements of the work environment that influence employees' informal workplace learning in small manufacturing firms: An exploratory study
			Carol Dalglish, Brisbane Graduate School of Management & Francois Therin, Grenoble Ecole de Management	Leadership perception: Small versus large businesses, the training implications

4.00 – 5.00	Midas	Start-up and Beyond	Muhammad Mahmood, Victoria University	The productivity performance of Australian manufacturing SMEs
			John Yencken & Professor Murray Gillin, Swinburne University of Technology	Entrepreneurial capacity and the new technology-based small firm
			Tony Stephenson & Fiona Worth, International Standards Certifications Pty Ltd	Confidence and safety: The healthcare dilemma
4.00 – 5.00	Lady Hotham	Women in Enterprise	Elizabeth Walker, Edith Cowan University	The use of business assistance by women home-based business operators
			Professor John Watson, The University of Western Australia	SME performance: does gender matter?
			Dr Alison Sheridan & Lou Conway, University of New England	Women in small business in Armadale: A regional study
4.00 – 5.00	Adelphi Theatre	SMEs: Management and Development	Henrik Floren, Halmstad University College	Managerial working small organisations: Evaluating some old, pretty old and new empirical evidence
			Henrik Floren, Halmstad University College & Jaokim Tell, Chalmers University of Technology, Sweden	What do owner-managers in small firms really do?: Replicating Chorán, Mintzberg and Kurke & Aldrich
			Rick Newby, John Watson & David Woodliff, The University of Western Australia	A scale for measuring SME owner-operator objectives

**Tuesday, 30 September 2003-09-06**

Time	Room	Track Title	Author	Title
9.45 – 10.45	Midas	Networks & Relationships	Christopher Selvarajah, RMIT	Expatriation acculturation: Linking pre-departure experience to initial experience
			Helen Thompson, University of Ballarat	Growing exports via online communities and regional web-portals: A case study from the central highlands region of Victoria
			Christoph Schumacher, Massey University	Small and medium sized enterprise co-operation: The influence of trust on structure and performance
9.45 – 10.45	Lady Hotham	Entrepreneurship Education	Professor Jack English & Colin Jones, University of Tasmania	Creativity and innovation in education; The Tasmanian experience
			Professor Rae Weston, Macquarie Graduate School of Management	Initiatives in entrepreneurial education: An evaluation of some UK initiatives
			Kate Lewis & Claire Massey	The young enterprise scheme in New Zealand: Dimensions of programme
9.45 – 10.45	Adelphi Theatre	Family Business	Dr Rowena Barrett & Dr Tissa Rajapakse, Monash University	What is 'family business' and why does it matter?
			Beverley Lord, Yvonne Shanahan & Alan Robb, University of Canterbury	Perspectives on family business in New Zealand and Australia
			Chris Graves & Dr Jill Thomas, University of Adelaide	Venturing beyond the back yard: Internationalisation of the family business
11.15 – 12.15	Midas	Networks & Relationships	Patrice Braun, CRIC, University of Ballarat	SME networks: Clustering for regional innovation purposes
			Michael Christie & Patricia Rowe, Queensland University of Technology	The management of interdependence and the sharing of vision by micro-finance agencies for new and emerging SMEs
			Les Kirchmajer, University of Wollongong & Professor Paul Patterson, University of New South Wales	The role of interpersonal communication in the development of client trust and closeness in a SME professional services context
11.15 – 12.15	Lady Hotham	Entrepreneurship Education	Colin Bottomley, Sarah Cooper & Jill Gordon, University of Strathclyde	From the classroom to the entrepreneurial company: An experiential approach to learning
			Professor Tom McKaskill, Australian Graduate School of Entrepreneurship, Swinburne University of Technology	Having fun and learning too

			Colin Dunn, RMIT & Professor Jose Romaguera, University of Puerto Rico	Youth Entrepreneurship
11.15 – 12.15	Adelphi Theatre	Policy	Chris Hall, Macquarie Graduate School of Management	A comparison of the performance of SMEs in Korea and Taiwan: Policy
			Dr Peter Oppenheim, University of Ballarat	The Evaluation of orchard adjustment strategies: A linear approach to the development of rural policy in the SME sector
			Margaret Drever, Southern Cross University 7 Judy Hartcher, CPA Australia	Issues relating to cash flow management for SMEs after the introduction of the GST and analysis
12.15 – 1.15	Midas	Policy	Chris Hall, Macquarie Graduate School of Management	The SME policy framework in ASEAN and APEC: Benchmark comparisons
			Yuang Fang & Chris Hall, Macquarie Graduate School of Management	Creating new jobs in China through entrepreneurship: SME policy and management culture
			Professor Michael Cant, Professor Annekie Brink & Professor Andre Ligthelm, University of South Africa	Problems experienced by small businesses in 3 <sup>rd</sup> world countries: The case of South Africa
12.15 – 1.15	Lady Hotham	Transfer of Knowledge	Louis Geneste, Curtin University of Technology	Towards a theoretical model of knowledge transfer in non-alliance based relationships: An entrepreneurship perspective
			Jay Whittaker, Michelle Burns & John Van Beveren, University of Ballarat	Understanding and measuring the effects of social capital on knowledge transfer within clusters of small-medium enterprises
			James Latham, RMIT	Organisation relations development: A critical approach to organisational change
12.15 – 1.15	Adelphi Theatre	Characteristics of the Entrepreneur	Rick Newby, Professor John Watson & David Woodliffe, The University of Western Australia	Describing the entrepreneur: how appropriate is the founder/non-founder dichotomy?
			Paul Weber & Michael Schaper, Curtin University of Technology	Understanding the grey entrepreneur: A review of the literature
			Chris Batstone, Geoff Parry, Auckland University of Technology & Pussadee Polsaram, The University of the Thai Chamber of Commerce	Thai service sector SMEs: Is tacit knowledge the key entrepreneur success characteristic?

2.15 – 3.15	Midas	The E-SME	Craig Allan, Justin Annear, Eric Beck & John Van Beveren, University of Ballarat	A framework for the adoption of ICT and security technologies by SMEs
			John Bentley, Victoria University, Dr Julie Fisher, Monash University & Anniemieke Craig, Deakin University	The importance of information design for small business websites
			Shirley Bode, Edith Cowan University	The consultant engagement online training course (CEOTC): Developing a framework for the alignment of e-business strategies and consultant engagement practices for Australian SMEs
2.15 – 3.15	Lady Hotham	SME Performance	Sooksan Kantabutra, Mahidol University & Gayle Avery, Macquarie Graduate School of Management	Enhancing SME performance through vision based leadership: An empirical study
			Ralph Kober, Juliana Ng, Thanesvary Subramaniam & Professor John Watson, The University of Western Australia	The impact of TQM adoption on SME financial performance
			Caroline Newton, Professor Evan Douglas, Dr Carol Dalglish, Queensland University of Technology	Technological resources, organisational resources and sustained competitive advantage
2.15 – 3.30	Adelphi Theatre	Market orientation & Marketing	Jessica Kennedy, Central Queensland University & Judy Brennan, Bernadette Watson & Petty Renfrow, University of Queensland	Situational factors and entrepreneurial intentions
			Alex Maritz, Unitec Institute of Technology	Investigating customer service levels to achieve competitive advantage in the SME home entertainment rental industry
			Rowan Kennedy & Felix Mavondo, Monash University	Commitment to Australian direct selling organisations: What are the antecedents?
			Bruce Nelson & Max Coulthard, Monash University	The impact of entrepreneurial orientation on performance in Australian franchise firms
3.45 – 4.45	Midas	The E-SME	Colin Jones & Dr Rob Hecker, University of Tasmania	Small e-firms: Enlightened butterflies or endangered caterpillars?
			Beth Walker, Shirley Bode, Janice Burn & Beverley Webster, Edith Cowan University	Small business and the use of technology: Why the low uptake?
			Youngmi Choi, RMIT	Understanding ICT adoption from the SME user-centred perspective: Views from the boutique fashion SMEs and the Australian government

3.45 – 4.45	Lady Hotham	Market Orientation	Dr Michael Enright, MIT & Stephanie Malkin	Market orientation in a rural setting: A study of smaller enterprises and the significance of interdependence in Northeast Victoria
			Robert Sims & Peter Demediuk, Victoria University	Small wineries: Balancing the making and the marketing
			Robyn Chalmers, Auckland University of Technology	Balancing growth and change through marketing
3.45 – 4.45	Adelphi Theatre	Internationalisation of the SME	Kate Brown, University of Ontago	Cultural dimensions of New Zealand entrepreneurial behaviour
			Professor Julian Lowe, University of Ballarat	The regional SME
			Abu Bakar A Hamid, Mohd Hassan Mohd Othman, Rozita Selemat & Norhamimah Mastor, Universiti Teknologi Malaysia	Encouraging factors for entrepreneurs in franchising: A Malaysian experience

### Wednesday 1 October 2003

9.45 – 10.45	Lady Hotham	The regional SME	John Dalrymple, RMIT	Growing regional SMEs: Some policy lessons from northern metropolitan Melbourne
			Mary Dunkley, Swinburne University of Technology	Partnership for sustainability: A win-win case for regional Victoria
			Mr Leo Billington, Latrobe City, Ms Robyn Neeson, Innovative Practical Marketing & Dr Rowena Barrett, Monash University	Hands-on small business assistance: Evidence from Latrobe City
11.15 – 12.15	Lady Hotham	SMEs and the third sector	Michael Schaper, Curtin University of Technology & Lawson Savery, Southern Cross University	Philanthropic donations by Western Australian microbusinesses
			Jessie Harman, University of Ballarat	Managing for better performance