

ENTREPRENEURSHIP EVERYWHERE

Across Campuses, Across Communities, Across Borders

CALL FOR PAPERS- USASBE 2016 CONFERENCE- SAN DIEGO



Pre-Conference, Jan 8th - 9th, 2016

Conference, Jan 10th - 12th, 2016

DEADLINES AND ACCEPTANCE DATES:

Go to usasbe.org for complete call for papers, rules, and guidelines.

Submissions Accepted Online: June 18, 2015 – September 15, 2015

Acceptance Notice Date: November 1, 2015

Final Submission for Proceedings: November 30, 2015

FOR QUESTIONS, PLEASE CONTACT:

Program Chair, Jeff Hornsby PhD

Henry W. Bloch/Missouri Endowed Chair of Entrepreneurship

Bloch School of Management

University of Missouri, Kansas City

at 765-744-9047 or hornsbyj@umkc.edu



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COLLEGE of BUSINESS AND ECONOMICS
A DEGREE ABOVE

ACTION SPORTS. BIOTECH. WIRELESS. SAN DIEGO.

DON'T MISS USASBE 2016

- USASBE is the largest, academic association dedicated solely to Entrepreneurship Education and Research
- Expert Keynote Speakers! Past speakers have included Guy Kawasaki, Steve Blank, and Susan Davis
- Excellence in Entrepreneurship Education Awards Program—See what cutting edge programs are doing
- Entrepreneurship Research Excellence Awards recognizing the highest caliber research
- Hone your work-in-progress in the Developmental Track and Emerging Topics Track
- Expanded pre-conference workshops including new Learning Journeys around the San Diego and Baja California, Mexico areas
- Doctoral Consortium and Career Services for up-and-coming Entrepreneurship Educators

WANT TO SPONSOR OR EXHIBIT?

If you are interested in becoming a sponsor or an exhibitor for USASBE 2016, please contact Patrick Snyder, USASBE Executive Director at psnyder@usasbe.org or 262-472-1449.

WANT TO VOLUNTEER?

Individuals who wish to serve as reviewers, session chairs, discussants and facilitators should e-mail requests detailing their desired role by [September 1 to Program Chair/VP Conference Jeff Hornsby at \[hornsbyj@umkc.edu\]\(mailto:hornsbyj@umkc.edu\)](#).

MEMBERSHIP INFORMATION

For USASBE membership information, contact: Patrick Snyder, USASBE Executive Director at psnyder@usasbe.org. Interested members may also join online at www.USASBE.org

Deadlines & Acceptance Dates

Submission Site Open: June 18, 2015

Submission Deadline: September 15, 2015

Acceptance Notice Date: November 1, 2015

Final Submission for Proceedings: November 30, 2015

RULE OF THREE NOTICE

No one may appear in more than three sessions at the conference (papers, teaching cases, workshops, or symposia). Exceptions will be made for invited presentations, workshops and officer roles. All submitters will be asked to be reviewers.

USASBE 2016 CONFERENCE— SAN DIEGO. DON'T MISS IT.

2016 CONFERENCE COMMITTEE

Jeff Hornsby	Program Chair/VP Conference
Alex DeNoble	USASBE President
Mark Schenkel	Competitive Papers Chair
Craig Galbraith	Competitive Papers Co-Chair
Marlene Reed	Competitive Cases Chair
Doan Winkel	Experiential Exercises Track Chair
Ethné Swartz	Track of Technology and Innovation in Entrepreneurship Chair
David Rahn	Developmental Papers Chair
Mujtaba Ahsan	Emerging Impact Topics Chair
Lois Shelton	Competitive Workshops Chair
Mario Dipp	Competitive Workshops Co-Chair
Jamie Ressler	Roundtables Chair
Chuck Sacco	Pre-Conference Workshops Chair
Damian Salas	Pre-Conference Workshops Co-Chair
Luke Pittaway	Research, Case Development & Workshops Awards Chair
Sharon Alpi	Entrepreneurship Education Awards Chair
Andy Heise	Entrepreneurship Education Awards Co-Chair
Tony Mendes	Lifetime Achievement and Advocacy Awards Chair
Matt Rutherford	Doctoral Consortium
Mary Jo Jackson	Career Services Chair
Tony Mendes	Proceedings Editor

Topics for all types of submissions include (but are not limited to) the following:

I. THE ENTREPRENEURIAL PROCESS

- Venture Creation
- Entrepreneurial Finance
- Entrepreneurial Marketing
- Resource Strategies
- Economic Development
- Entrepreneurial Consulting

II. THE ENTREPRENEUR

- Skills, Traits, Motives, and Values
- Cognitive Processes of Entrepreneurs

III. PEDAGOGY, CURRICULUM AND ENTREPRENEURSHIP EDUCATION

- Pedagogy in Entrepreneurship
- Entrepreneurship across the Curriculum
- Building Entrepreneurship Programs and Centers
- Experiential Learning
- Excellence in Entrepreneurial Education

IV. SMALL AND FAMILY BUSINESS

- Small Business Innovation and Growth
- Family Business and Entrepreneurship

V. THE ENTREPRENEURSHIP INTERFACE

- Ethics and Entrepreneurship
- Corporate Entrepreneurship
- Social Entrepreneurship
- Entrepreneurship in the Arts
- International Entrepreneurship
- Women and Minority Entrepreneurship
- Law and Entrepreneurship
- Entrepreneurship in the STEM Disciplines
- Public Policy in Entrepreneurship

SUBMISSION REQUIREMENTS AND PROCESS

All papers, workshops and cases must be submitted through the online submission system at www.usasbe.org. Submissions will be accepted from **June 18th, 2015 until September 15th, 2015**

COMPETITIVE PAPERS

- Submissions must be entirely original, not previously published, and must not be under concurrent consideration or scheduled for presentation elsewhere.
- Submissions must be typed and double-spaced with one-inch margins using 12-point Times New Roman font and must be in a single Microsoft Word file. Microsoft Word files will be converted to PDFs by the system before being distributed for review.
- Competitive papers should not exceed 30 pages, including abstract, executive summary, body, exhibits and references.
- In addition to the full text of the manuscript, all submissions must include an academic abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary should provide a synopsis of the central thesis, methodology, findings, implications for theory and/or practice, and how the findings can be implemented.
- Submissions must include a “So What?” discussion as part of the “Conclusions and Implications” section. This discussion addresses the contribution of the author’s work to the advancement of the discipline.
- Submissions will be blind reviewed. Authors must avoid revealing their identities in the body of the paper. Doing so will result in automatic rejection.
- Selection for inclusion in the conference program will be based upon quality, originality and relevance as determined by the review process.
- Reviewers will be directed specifically to consider the “So what?” issue.
- Accepted submissions will be published in the USASBE 2016 Proceedings. Specific formatting requirements will accompany the acceptance notice.
- Submissions from students should be noted as such when author information is entered into the online submission system.
- Authors submitting competitive papers agree that if accepted, at least one author will attend the conference.

Mark Schenkel

Competitive Papers Chair

mark.schenkel@belmont.edu

Craig Galbraith

Competitive Papers Co-Chair

galbraithc@uncw.edu

TEACHING CASES

- Submissions must be entirely original, not previously published and must not be under concurrent consideration or scheduled for presentation elsewhere.
- Submissions must be typed and double-spaced with one-inch margins using 12-point Times New Roman font and must be in a single Microsoft Word file. Microsoft Word files will be converted to PDFs by the system before being distributed for review.
- Case submissions should not exceed 30 pages, including the abstract, exhibits, references and teaching note.
- In addition to the full text of the manuscript, all submissions must include an academic abstract (100 word maximum).
- All cases must include a note to instructors outlining how the case is intended to be used, the courses and levels for which it is appropriate, the major concepts or issues addressed, the key discussion points and its contribution to case pedagogy.
- Cases may be based upon a primary or secondary data source reflecting the situation of an actual organization. Case submissions must be accompanied by a teaching note. The case and teaching note should be included in the same Word file that is uploaded into the online submission system.
- Submissions will be blind reviewed. Authors must avoid revealing their identities in the body of the paper. Doing so will result in automatic rejection.
- Selection for inclusion in the conference program will be based upon quality, focus and practical classroom usefulness as determined by the review process. Reviewers will be directed to first assess the note to instructors.
- Accepted submissions will be published in the USASBE 2016 Proceedings. Specific formatting requirements will be provided with the acceptance notice.
- Submissions from students should be noted as such when author information is entered into the online submission system.
- Authors submitting cases agree that if accepted, at least one author will attend the conference.

Marlene Reed

Teaching Cases Chair

marlene_reed@baylor.edu

EXPERIENTIAL EXERCISES

The Experiential Exercises track is designed for educators to demonstrate their most impactful classroom exercises. Our objective is to showcase those who are teaching entrepreneurship by doing, and by doing so to create a community within USASBE where we can share the sorts of classroom experiences that bring the learning to life. During the sessions in this track, you will perform your exercise, or a truncated version of your exercise. The audience will be your students and will expect to participate in active learning by doing; treat them like your students (but be nice!!). To participate in the Experiential Exercises track submit your proposal via the USASBE online submission system by **September 15th, 2015**. The proposal must follow these guidelines:

- A 1200 word summary (including text, figures, tables, references) explaining the exercise, including general topic area (i.e., ideation, finance, marketing, customer development, design thinking).
- Timeline for the session. In other words, how will you use the participants as students and what will the “students” do in the session. Clearly state whether you need 15 minutes, 30 minutes, or 45 minutes to perform your exercise.
- A note to instructors that outlines how the exercise is intended to be used, the courses and levels for which it is appropriate (i.e, undergraduate or graduate level), the major concepts or issues addressed, and key discussion questions and points the educator can use to debrief and reflect on the exercise.
- Clearly comment on the impact of the exercise, the feasibility of performing it live during a USASBE session, and the transferability of the exercise to other USASBE members into their classrooms.

All submissions will be blind reviewed; authors must avoid revealing their identities in the body of the paper. Identification in the body of the paper will result in automatic rejection. Selection for inclusion in this track will be based upon innovativeness, quality, focus, and practical classroom usefulness as determined by the review process. Additionally, the exercise must be able to be performed (in some fashion) during the session. No evidence of action and participation will also result in an automatic rejection. Authors submitting exercises agree if accepted to have at least one author attend the conference.

Doan Winkel
Experiential Exercises
Track Chairs
dwinkel@ilstu.edu

TRACK OF TECHNOLOGY AND INNOVATION IN ENTREPRENEURSHIP

All submissions should be designed to support technology innovation and entrepreneurship in higher education to create experiential learning opportunities for students and successful, socially beneficial innovations and businesses. The purpose of the track is to communicate and transfer the knowledge and experience of successful courses and programs so that others may adopt them at their own institutions. In line with the focus, we encourage applications that provide evidence of how the applicant's program of research or work enabled students to change themselves and/or to create companies. The submission should be framed as a workshop that involves some interactive component and we encourage attendance by student teams who have participated in the research or work being discussed. While workshop is the preferred format, other formats will be considered also.

Ethné Swartz
Track of Technology
and Innovation in
Entrepreneurship Chair
Swartz@fdu.edu

- Submissions must be typed, double-spaced with one-inch margins using 12-point Times New Roman font in a Word file.
- Submissions must include an abstract (no more than 100 words) and an executive summary (no more than 300 words).
- The executive summary should include the nature of the interactive exercises as well as the "take-a ways" suitable for implementation at the attendees' home institutions.
- Workshops submissions can be no more than 10 pages. Submissions must provide details on the purpose, procedures and contributions of each participant as well as the timeline for the workshop agenda.
- Submissions must include a "So what?" section prior to the conclusion section. This section should address the workshop's contribution to the field.
- Authors submitting proposals agree that at least one author will attend the conference.
- Selection for inclusion in the conference program will be based upon quality, originality and relevance as judged by at least two independent reviewers. Reviewers will be directed specifically to evaluate the "So what?" issue.
- Presenters having workshops accepted for presentation must agree to follow a specific format in preparing a Word file of a one-page academic abstract along with the executive summary and full paper by **November 30th, 2015**. Detailed instructions will accompany the acceptance notice.

DEVELOPMENTAL PAPERS

- The USASBE Developmental Track is designed for authors who seek written as well as face-to-face feedback and guidance from peer authors. The objective is to bring early-stage work to a roundtable setting where peers can help to guide the development of the work towards eventual publication.
- Submissions must be typed, double-spaced with one-inch margins using 12-point Times New Roman font in a single Word file and should not exceed 4,000 words excluding references. Papers exceeding 4,000 words will not be considered. To preserve anonymity, author names should NOT be identified anywhere in the proposal. If needed, authors should be mentioned in the text or notes in the third person only.
- To submit, authors should use the online submission system (www.usasbe.org) where they will be prompted to provide the proposal as well as their (and coauthors' if any) contact information, and a 100-word abstract to be included in the proceedings if the paper is accepted. As with competitive papers, teaching cases and workshops, the deadline for developmental track proposals is **September 15th, 2015**.
- Submissions from students should be noted as such when author information is entered into the online submission system.
- All proposals will be reviewed by at least two reviewers. However, reviewers will not be required to provide written comments to the authors. Acceptance decisions will be based on the novelty of research questions, potential contributions to the literature, and the assessed likelihood of completion. To that effect, authors are encouraged to specify research questions clearly as well as the potential contributions they envision. They should also provide findings and conclusions (if available) to verify that the proposal is much more than just an idea for a paper which may be written in the future.

David Rahn

Developmental Papers Chair

DRahn@csuchico.edu

DEVELOPMENTAL PAPERS CONTINUED

- A minimum of one author must agree to participate in the roundtable discussion for a proposal to be accepted.
- Proposals accepted for the developmental track will be grouped for roundtable discussions with others in a related research stream to the extent possible. Authors of accepted proposals will be provided the names and contact information of the other participants in their roundtable session. Authors are required to send the version of their papers that they wish to discuss to the other participants before the conference. Authors are expected to read all other participants' papers with a constructively critical eye and be prepared to share evaluations and suggestions with the other participants. Comments should provide constructive feedback/suggestions to the author(s) on the research question, motivation, literature review, hypotheses/propositions, data, methods, implications, contributions, extensions of the work and possible publication outlets. These critiques will then form the basis of the roundtable discussion as each paper is discussed in turn. It is very important that authors spend as much time and effort before the conference as they can to ensure that their feedback to the other authors is as useful and effective as the feedback they themselves hope and expect to receive.

EMERGING IMPACT TOPICS

- The USASBE Emerging Impact Topics track is designed for authors who are in the earliest stages of ground-breaking or very new research and who seek feedback from peer researchers and authors. Our objective is to showcase your very early-stage work in a collegial but rigorous setting.
- To participate in the EIT track via the USASBE online submission system, authors should submit a proposal that consists of a 1200- word abstract (including text, tables, figures and references) by **September 15th, 2015**. Finished, full papers may be submitted for a second review for possible inclusion in the conference proceedings by **November 1st, 2015**.
- All initial, 1200-word abstract submissions will be reviewed by at least two reviewers. Acceptance decisions will be based on the emergent nature of the topic and the potential contribution to the literature. Authors are encouraged to specify clearly their research questions and the potential contributions they envision.
- A minimum of one author must agree to attend the conference in order for the submission to be accepted.

Mujtaba Ahsan

Emerging Impact
 Topics Chair

mahsan@mail.sdsu.edu

COMPETITIVE WORKSHOPS

Workshops are defined as interactive sessions where participants engage in experiential exercises, are provided the pedagogical framework for those exercises and take away specific tools and resources which can be implemented in other settings. Submissions must be typed, double-spaced with one-inch margins using 12-point Times New Roman font in a Word file.

- Submissions must include an abstract (no more than 100 words) and an executive summary (no more than 300 words). The executive summary should include the nature of the interactive exercises as well as the take-aways suitable for implementation at the attendees' home institutions.
- Workshops submissions can be no more than 10 pages. Submissions must provide details on the purpose, procedures and contributions of each participant as well as the timeline for the workshop agenda.
- Submissions must include a "So what?" section prior to the conclusion section. This section should address the workshop's contribution to the field.
- Authors submitting proposals agree that at least one author will attend the conference.
- Selection for inclusion in the conference program will be based upon quality, originality and relevance as judged by at least two independent reviewers. Reviewers will be directed specifically to evaluate the "So what?" issue.
- All accepted competitive workshops should be conducted in the context of a 90 minute breakout session.
- Presenters having workshops accepted for presentation must agree to follow a specific format in preparing a Word file of a one-page academic abstract along with the executive summary and full paper by **November 30th, 2015**. Detailed instructions will accompany the acceptance notice.

Lois Shelton

Competitive Workshops Chair

lois.shelton@csun.edu

Mario Dipp

Competitive Workshops

Co-Chair

mario.dipp@cetys.mx

ROUNDTABLE SESSIONS

Roundtables provide a unique opportunity to see a session on the conference agenda that addresses precisely a topic in which someone is particularly interested. Participants are invited to collaborate with colleagues or submit individually. The possibilities are unlimited!

Jamie Ressler

Roundtables Chair

jressler@pointloma.edu

Proposals should include:

- A one- to two- paragraph description of the roundtable
- Suggestions as to who should attend
- Anticipated outcomes and benefits
- Contact information regarding who will facilitate the roundtable

Proposals are due no later than November 15th, 2015

PRE-CONFERENCE WORKSHOPS

Pre-Conference Workshops have proven to be highly successful. Using either a half day or a full day timetable, workshops have focused on a wide range of topics such as presenting insights into successful publishing in the top entrepreneurship journals, teaching finance to entrepreneurship students, taking entrepreneurship programs across campus and how to evaluate entrepreneurship programs. Feedback from attendees has been quite positive and many feel that the Pre-Conference Workshops are a terrific way to obtain in-depth material and to facilitate networking among presenters and attendees.

Proposals should include:

- Title (working title is OK)
- 2-3 sentence description of the workshop and the anticipated outcomes
- A list of presenters
- Allotted time; half day or full day

Proposals are due no later than September 15th, 2015

Please submit to this URL: <https://www.softconf.com/e/usasbe2016/user/scmd.cgi?scmd=submitPaperCustom&pageid=9>

Chuck Sacco

Pre-Conference
Workshop Chair
cns322@drexel.edu

Damian Salas

Pre-Conference
Workshops Co-Chair
ds578@drexel.edu

USASBE RESEARCH, CASE DEVELOPMENT & WORKSHOPS AWARDS CHAIR

These awards are presented each year by USASBE and sponsoring partners within the Entrepreneurship community in recognition of outstanding conference paper and case submissions as well as workshop presentations within special categories as part of USASBE's annual conference.

- USASBE Best Paper Awards
- USASBE Outstanding Case and Workshop Awards
- Outstanding Workshop in Entrepreneurship Pedagogy
- Journal of Developmental Entrepreneurship John Jack Award
- International Journal of Entrepreneurship & Innovation Best Doctoral Paper
- Journal of Small Business Management Editor's Choice Award
- Rowan University Emerald Group Publishing
Best Paper in Social Entrepreneurship
- Best Teaching Case Award awarded by International Small Business Journal
- Journal of Ethics and Entrepreneurship Best Paper
in Ethics and Entrepreneurship Award
- Entrepreneurial Practice Review (EPR) Academic Paper
Most Relevant to Entrepreneurs Award
- Best Paper in Entrepreneurship and Public Policy
- Best Paper in Family Business

ENTREPRENEURSHIP EDUCATION AWARDS

A series of awards presented to identify, recognize, celebrate and publicize excellence in entrepreneurship education in all forms and at all levels, these prestigious awards are for exemplary programs that reflect innovation, quality, comprehensiveness, sustainability, transferability, depth of support and impact.

- Three National Model Program Awards (Undergraduate, Masters, and Ph.D.)
- The Outstanding Specialty Entrepreneurship Program Award
- The Outstanding Emerging Entrepreneurship Program Award
- The USASBE Outstanding Entrepreneurship Program Abroad Award

Click below to visit awards page for more information
www.usasbe.org/?page=Awards

Sharon Alpi

USASBE Awards Co-Chair
salpi@millikin.edu

Andy Heise

USASBE Awards Co-Chair
aheise@millikin.edu

USASBE LIFETIME ACHIEVEMENT AND ADVOCACY AWARDS

A series of awards presented to identify, recognize, celebrate and publicize excellence in entrepreneurship education in all forms and at all levels, these prestigious awards are for exemplary programs that reflect innovation, quality, comprehensiveness, sustainability, transferability, depth of support and impact.

- Max S. Wortman, Jr. Award for Lifetime Achievement in Entrepreneurship
- John E. Hughes Award for Entrepreneurial Advocacy
- USASBE Entrepreneurship Educator of the Year
- Corporate Entrepreneur of the Year
- Women/Minority Entrepreneur of the Year

Click below to visit awards page for more information

usasbe.org/?page=Awards

Tony Mendes

Lifetime Achievement and
Advocacy Awards Chair

mendesa@umkc.edu

DOCTORAL CONSORTIUM

The 2016 USASBE Doctoral Consortium will take place at the annual conference in **San Diego** on **January 9th, 2016**. A distinguished group of as many as 20 Ph.D. students will be selected for participation in the consortium. Attendees must be full-time doctoral students who are emerging entrepreneurship scholars and who will be pursuing academic careers in entrepreneurship. The consortium will feature leading faculty in the discipline and will focus upon both research and pedagogical issues relevant to the student who is preparing for a career of thought leadership, curricular development and disciplinary advancement. USASBE will cover the conference registration fee and hotel expenses at the conference hotel for three nights. Deadline for application is **October 20th, 2015**.

To apply or for more information, click here to go to the doctoral consortium page
usasbe.org/?page=consortium

For more information, contact
Dr. Matt Rutherford
Oklahoma State University
matthew.rutherford@okstate.edu

NEW CAREER SERVICES IN 2016!

Does your institution have an entrepreneurship position to fill? Gain a national audience by posting the position on the Career Services area of the USASBE website where it will be available to all USASBE members. Also in this area, peruse the vitas of USASBE members looking to make a career change and sign up for dedicated interview space available at the January conference.

Check out usasbe.org/networking/ for more information

For more information, contact
Patrick Snyder
Executive Director, USASBE
psynder@usasbe.org

USASBE PROCEEDINGS

The selection of papers for publication in the USASBE Proceedings is contingent upon the submission of the completed paper prior to the conference. Any paper accepted for the conference is a candidate for publication in the USASBE Proceedings. Papers published in USASBE Proceedings are not copyrighted. Authors are free to publish the same material in any form in any venue with a notation that the work was presented at the 2016 Conference.

USASBE Conference submissions may appear in the USASBE Proceedings.

For more information, contact
Tony Mendes
Proceedings Editor
mendes@umkc.edu