

- Session B
Chair: Allen Kruger, Johnson & Wales University
- (Salon 2) □ *“Exit Strategies for the Small Business Entrepreneur: A Critique”*
Henry Findley, Troy University
Larry Fogelberg, Troy University
- Discussant: James Alves, Johnson & Wales University
- *“Small Business, Survival and Growth: A Back-to-Basics Look at Important Performance Constructs”*
David Torres, Angelo State University
- Discussant: John Patton, Florida Institute of Technology
- Session C
Chair: Michael Monahan, Frostburg State University
- (Salon 14) □ *“Service Quality: A Cross-Functional Team Approach”*
Ann Little, High Point University
- Discussant: James Gilbert, Rollins College
- *“An Examination of Advertisement Recall and the Super Bowl”*
Sara Kiser, Judson College
Monica Benjamin, Judson College
Jennifer Jones, Judson College
Katherine McCord, Judson College
- Discussant: Robert Vokurka, Texas A&M University-Corpus Christi
- *“Attitudes and Personality Traits of eBay Consumers and Non-eBay Consumers”*
Gregory S. Black, Texas A&M University-Corpus Christi
- Discussant: Paula Saunders, Wright State University
- Session D
Chair: Michael 'Mick' Fekula, University of South Carolina Aiken
- (Salon 8) □ *“Technology Acceptance in an Academic Context: Faculty Acceptance of Distance Education”*
Shanan Gibson, East Carolina University
Michael Harris, East Carolina University
Susan Colaric, East Carolina University
- Discussant: Charlene Glenn, Peirce College
- *“Management Education: Developing Competencies Across the Curriculum”*
Robert Scully, Barry University
Michael Provitera, Barry University
- Discussant: Fred Dorn, University of Mississippi
- *“Designing Learning Space Models Based on the Learning Self for Management, Business, and Commerce Undergraduate Programs”*
Nancy Young, University of Arizona
Byron L. Bissell, University of Arizona
- Discussant: Paula Ann Hughes, Texas Woman’s University
- Session E
Chair: Behnaz Z. Quigley, Marymount University
- (Salon 9) □ *“Corporate Compliance with FASB and EITF: The Continuing Effect of Trade Allowance Income”*
James Skibo, University of Dallas
- Discussant: Pamela Smith Baker, Texas Woman's University

□ *“Is Sarbanes-Oxley Useful to Non-Profit Organizations?”*

H. Gin Chong, Prairie View A&M University

Discussant: Ben Mason, Troy University Florida Region

□ *“Three Years Later---S.O.X. ---Is It a Good Thing?”*

Gloria Clark, Winston-Salem State University

Discussant: James Skibo, University of Dallas

Session F

Chair: Judith Hunt, East Carolina University

(Salon 12)

□ *“Resistance to Change: A Systems Inquiry”*

Abbas Nadim, University of New Haven

Discussant: W. Scott Sherman, Texas A&M University-Corpus Christi

□ *“Rhetorically Seeing: The Image of the Female Professional”*

Jeanne Sluder, Texas Woman's University

Discussant: James Neblett, Chapman University

□ *“Treating a Major Milestone Research Paper as a Project”*

Robert Gordon, University of Phoenix Online

Wanda Curlee, University of Phoenix Online

Discussant: Jerry Shmidt, Jr., Warner Southern College

Session G

Chair: Paul Ewell, Bridgewater College

(Salon 13)

□ *“Toward a Model of Functionality of Nonprofit Web sites”*

Paul Govekar, Ohio Northern University

Michele Govekar, Ohio Northern University

Discussant: Muhammad A. Obeidat, Southern Polytechnic State University

□ *“Cultural Dimensions of Six University Web sites in Five Countries”*

Juan Antonio Vargas-Barraza, Universidad de Guadalajara, México

Discussant: Ilan Alon, Rollins College

□ *“Creativity, Innovation and Technology: Then, Now and ... Next”*

Richard Judd, University of Illinois Springfield

Dyanne Ferk, University of Illinois Springfield

Ronald D. McNeil, University of Illinois Springfield

Discussant: Mahmoud Elgamal, Kuwait University, Kuwait

9:30 a.m. to 10:00 a.m. **Networking Break**

(Mezzanine Alcove 12)

10:00: a.m. to 11:00 a.m. **Concurrent Sessions**

Session A

Chair: Thomas A. Maroney, University of Maine at Farmington

(Salon 1)

□ *“What It Is Like To Teach Strategic Management”*

Thomas Wheelen, University of South Florida

J. David Hunger, Iowa State University

Discussant: Jack Green, Pepperdine University

□ *“Strategic Planning for Community-Focused Not-for-Profit Organizations”*
John R. Bell, Second Harvest Food Bank
Robert R. Bell, Tennessee Technological University
Susan Elkins, Tennessee Technological University

Discussant: W. Scott Sherman, Texas A&M University-Corpus Christi

Session B Chair: Abbas Nadim, University of New Haven

(Salon 2) □ *“Metrics for Knowledge-Based Project Organizations”*
John Patton, Florida Institute of Technology

Discussant: Robert Vokurka, Texas A&M University-Corpus Christi

Session C Chair: Mitchell Crocker, Stephen F. Austin State University

(Salon 14) □ *“Behavioral Learning Enhances Cognitive Learning: A Case of Synergy and Learning Transfer”*
Patricia 'Trish' Murdock Miller, Rockhurst University
William Bassett, Rockhurst University
Emmett Perry, Jr., Rockhurst University

Discussant: Robert Scully, Barry University

□ *“The Effect of Advancing Technology on Communication in Business”*
John D. Proe, Shenandoah University
Harold W. Aderholt, Jr., Town & Country Landscaping, Inc.
Joshua A. Didawick, City of Winchester, VA
Kenneth S. McAndrew, Information Concepts, Inc.
Albertina C. Walker, L-3 Communications Titan Group
David T. Witmer, Swissport USA, Inc., Washington Dulles International Airport

Discussant: Charles Englehardt, Saint Leo University

Session D Chair: Gloria Clark, Winston-Salem State University

(Salon 8) □ *“Value Congruence and the Balanced Scorecard in an MBA Educational Setting”*
Ralph Drtina, Rollins College
James Gilbert, Rollins College
Ilan Alon, Rollins College

Discussant: Michele Govekar, Ohio Northern University

□ *“Developing and Teaching a Graduate Level Strategic Leadership Program”*
Kenneth L. Alford, National Defense University

Discussant: Byron L. Bissell, University of Arizona

Session E Chair: Shanan Gibson, East Carolina University

(Salon 9) □ *“Utilizing the Campbell Interest and Skill Survey and the NEO-4 in Management Education: Further Exploration”*
Fred Dorn, University of Mississippi
Emily Clisby, University of Mississippi
Christie Gilbert, University of Mississippi
Reagan Campbell, University of Mississippi

Discussant: Jerry Shmidt, Jr., Warner Southern College

□ *“Making the Most of an Internship: An Empirical Study of the Antecedents of Internship Satisfaction Among Undergraduate Business Students”*
Kathryn Wenzel, Northeastern University
Caroline D'Abate, Skidmore College
Mark Youndt, Skidmore College

Discussant: Gregory S. Black, Texas A&M University-Corpus Christi

Session F Chair: Conrad Lyford, Texas Tech University

(Salon 12) □ *“Hackman's Self Management Theory: A Case Study”*
David Little, High Point University

Discussant: Paula Saunders, Wright State University

□ *“Career Branding for College Students: A Useful Concept for Enhancing Employment Opportunities in a Business Environment”*
Edward Johnson, University of North Florida
Beryl Johnson, University of North Florida

Discussant: Sara Kiser, Judson College

Session G Workshop Chair: Cathy R. Henderson, Stephen F. Austin State University

(Salon 13) □ *“Teaching Portfolios”*
Paul Ewell, Bridgewater College

□ *“Classic Cinema as a Management Instruction Tool”*
Ben Mason, Troy University Florida Region
John Mankelwicz, Troy University, Florida Region

11:05 a.m. to 12:05 p.m. **Concurrent Sessions**

Session A Chair: Cathy R. Henderson, Stephen F. Austin State University

(Salon 1) □ *“Where to Bury the Survivors? Exploring Possible Ex Post Effects of Resistance to Change”*
W. Scott Sherman, Texas A&M University-Corpus Christi
Gail Garland, Project Management and Change Consulting

Discussant: David Torres, Angelo State University

□ *“Interpersonal Trust: A Proposed Extension to a Widely Examined But Poorly Understood Construct”*
Mark Phillips, Abilene Christian University

Discussant: Sara Kiser, Judson College

Session B Chair: David Wolshon, Baker College

(Salon 2) □ *“Sustaining the Competitive Edge of Project Management”*
Chris J. Brown, University of Stellenbosch, South Africa

Discussant: Paul Ewell, Bridgewater College

□ *“Workforce Planning Approach: Analysis of Christus Spohn Health System”*
Amir Hormozi, Texas A&M University-Corpus Christi
Tom Dolan, Christus Spohn Health Systems

Discussant: Nancy M. Borkowski, St. Thomas University

- Session C
Chair: Michele Govekar, Ohio Northern University
- (Salon 14) □ *“College Gives High Priority to Business Connections”*
Berkwood Farmer, Wright State University
Paula Saunders, Wright State University
- Discussant: Valrie Chambers, Texas A&M University-Corpus Christi
- *“Business Ethics Education: One Educator's Perspective”*
Nancy Niles, Concord University
- Discussant: Paul L. Govekar, Ohio Northern University
- Session D
Chair: Nadia El-Aref, Arab Academy for Science & Technology, Alexandria, Egypt
- (Salon 8) □ *“Capital Ownership and its Impact on International Trade and Economic Growth: The Tunisian Experience”*
Khalifa Ghali, Kuwait University, Kuwait
- Discussant: Mohamed El-Hennawi, Arab Academy for Science & Technology, Egypt
- *“The Role of Earnings and Book Values Reported Under IFRSs in Equity Valuation: Evidence from the Emerging Capital Market of Jordan”*
Mostafa El Shamy, Kuwait University
Mohamed Al Ragbi, Kuwait University
- Discussant: Mohamed El-Hennawi, Arab Academy for Science & Technology, Egypt
- Session E
Chair: David Ahlstrom, The Chinese University of Hong Kong, Hong Kong
- (Salon 9) □ *“Using a Web-based Solution for Competitive Advantage”*
Duke Chung, Parature
- Discussant: Linda Hadden, Keene State College
- *“Performance Improvement for Leaders: Using the Baldrige Framework”*
Robert Vokurka, Texas A&M University-Corpus Christi
Robert R. Bell, Tennessee Technological University
Susan Elkins, Tennessee Technological University
- Discussant: Conrad Lyford, Texas Tech University
- Session F
Chair: John Patton, Florida Institute of Technology
- (Salon 12) □ *“Constructs of New Motorcycle Repurchasing Behavior”*
Jerry Shmidt, Jr., Warner Southern College
Melodi Guilbault, Warner Southern College
Christopher Zapalski, Warner Southern College
Amy Paulke, Warner Southern College
Marc McKinney, Warner Southern College
- Discussant: Laura Pogue, Strategic Marketing and Financial Resources, Inc.
- *“Antecedents of Online Consumers' Intention to Buy”*
Pamela Keystone, Nova Southeastern University
- Discussant: Gregory S. Black, Texas A&M University-Corpus Christi
- Session G
Book Review
- (Salon 13) □ *“Why Johnny Can't Brand: Rediscovering the Lost Art of the Big Idea”*
Bill Schley, David ID
Carl Nichols, Jr., David ID

12:05 p.m. to 1:30 p.m. **Luncheon & Campus Awards**

(Ballroom B)

□ Moustafa H. Abdelsamad, Texas A&M University-Corpus Christi
SAM President & CEO and 2006 Conference Chair

□ *“The Fundamentals of Sustaining a Competitive Edge in Any Economic or Industry-Specific Environment”*

Greg Clendenin, President/CEO

Sunair Southeast Pest Holdings, Middleton Lawn & Pest Control

□ Campus Awards, Louis R. F. Preysz III, Flagler College, SAM VP

○ Outstanding Campus Chapter Advisor Awards

○ Outstanding Regional and National SAM Student Awards

1:35 p.m. to 3:05 p.m. **Concurrent Sessions**

Session A

Chair: Khalifa Ghali, Kuwait University, Kuwait

(Salon 1)

□ *“Addressing Labor Shortages in the Construction Industry”*

Jim Lee, Texas A&M University-Corpus Christi

Discussant: Mark Phillips, Abilene Christian University

□ *“Informal Mentoring Women”*

James Neblett, Chapman University

Discussant: Shanan Gibson, East Carolina University

□ *“Post-Heroic Leadership: An Examination of Leadership in Mid-Level Work Teams”*

John Warner, General Motors Corporation

Discussant: Jim Lee, Texas A&M University-Corpus Christi

Session B

Chair: Laura Pogue, Strategic Marketing and Financial Resources, Inc.

(Salon 2)

□ *“Transforming Leadership Development: Learning by Doing”*

Rod E. Hilpert, University of Dallas

Donna Y. Stringer, West Texas A&M University

James A. Myers, Tarleton State University

LaVelle H. Mills, West Texas A&M University

Discussant: Michael Monahan, Frostburg State University

□ *“Full Range Leadership: The Importance of Perceptual Differences and Leader Style”*

William Rinn, Bellevue University

Michael 'Mick' Fekula, University of South Carolina Aiken

Discussant: Mitchell Crocker, Stephen F. Austin State University

□ *“Comparative Analysis of Transformational, Spiritual-Based, and Transactional Leadership Styles: A Scana Energy Case Study”*

Debra Beazley, Troy University

Anthony Roberts, Troy University

Discussant: Sara Kiser, Judson College

Session C

Chair: Michael H. Slotkin, Florida Institute of Technology

(Salon 14)

□ *“Economic Evaluation of Smelling Pollution from Paper Mills Industry: A Case Study of Jefferson County in Arkansas”*

Yong Suhk Wui, University of Arkansas at Pine Bluff

Discussant: Rowland Chidomere, Winston-Salem State University

□ *“Revolutionary Management: The Role of the Fuerzas Armadas Revolutionaries in the Cuban Economy”*

Terry Maris, Ohio Northern University
Michele Govekar, Ohio Northern University

Discussant: Jack Cook, Rochester Institute of Technology

□ *“M-Commerce in the United States: Central Role of Providers in its Development”*

Joseph Menzel, Rochester Institute of Technology
Jack Cook, Rochester Institute of Technology
Goran Vujovic, Rochester Institute of Technology

Discussant: Karen A. Loveland, Texas A&M University-Corpus Christi

Session D

Chair: James Gilbert, Rollins College

(Salon 8)

□ *“Market Conditions Favoring Master International Franchising”*

Ilan Alon, Rollins College

Discussant: Paula Saunders, Wright State University

□ *“IT Security: Is Your Company Protected Against the Threats of Tomorrow”*

Meghan O'Toole, Keene State College

Discussant: Amir Hormozi, Texas A&M University-Corpus Christi

Session E

Chair: Alexander R. Vamosi, Florida Institute of Technology

(Salon 9)

□ *“Do the Old Axioms Still Hold: Re-examining the Role of Fiscal Policies in FDI Flows”*

Kwadwo Ofori-Brobby, Texas Southern University
Lucy Ojode, Texas Southern University

Discussant: Donatus A. Okhomina, Fayetteville State University

□ *“Investment Strategies for an Aging Population: Exploring Safety-First”*

George Lowry, Randolph-Macon College
Brian J. Bielecki, Randolph-Macon College

Discussant: Raymond Kulzick, St. Thomas University

□ *“A Link Between Strategic Goals and Financial Performance: Goodrich Aerospace Corporation-A Case Study”*

Haiu Regassa, Colorado State University-Pueblo
Ahmad Ahmadian, Colorado State University-Pueblo

Discussant: Robert Vokurka, Texas A&M University-Corpus Christi

Session F

Chair: Leatrice Freer, Pitt Community College

(Salon 12)

□ *“The Increasing Importance of U.S. Subsidiaries to U.K.-Parented Multinationals”*

Karl C. Alorbi, Saint Peter's College
Samuel Agyei-Ampomah, Aston University

Discussant: Jiaqin Yang, Georgia College & State University

□ *“African Safety Management”*

Joseph Petrick, Wright State University
Foster Rinefort, Eastern Illinois University

Discussant: James Skibo, University of Dallas

3:05 p.m. to 3:30 p.m. **Networking Break**

(Mezzanine Alcove 12)

3:30 p.m. to 5:00 p.m. **Concurrent Sessions**

Session A Chair: LaVelle H. Mills, West Texas A&M University

(Salon 1) □ “*When the Whistle is Blown: Legal Defenses and Practical Guidelines for Managing Reports of Organizational Misconduct*”
Donna K. Peeples, Texas A&M University-Corpus Christi
Pamela Stokes, Texas A&M University-Corpus Christi
Sue Stewart Wingfield, Texas A&M University-Corpus Christi

Discussant: David Torres, Angelo State University

□ “*Does Where One Goes to School Affect One's Views on Activism and Academics? A Look at Race*”
Sara Kiser, Judson College
Tammy Prater, Alabama State University
Christine Lewis, Auburn University at Montgomery
Jane Philbrick, Savannah State University

Discussant: John Mankelwicz, Troy University, Florida Region

□ “*Using a Career Portfolio to Sustain a Competitive Edge: An Online Focus Group Study Using an Asynchronous Discussion Board*”
Katharine Hansen, Union Institute and University
Randall Hansen, Stetson University

Discussant: Donna K. Peeples, Texas A&M University-Corpus Christi

Session B Chair: Jiaqin Yang, Georgia College & State University

(Salon 2) □ “*A New Customer Segmentation Approach Using Self-Organizing Maps in Customer Relationship Management*”
Che-hui Lien, Thompson Rivers University

Discussant: Kent Byus, Texas A&M University-Corpus Christi

□ “*Creating Layers of Competitive Advantage with 'CIKM' (Seek'em)*”
Helen Rothberg, Marist College
G. Scott Erickson, Ithaca College

Discussant: Rowland Chidomere, Winston-Salem State University

□ “*Sustaining a Competitive Edge Through Organizational Design*”
Robert Fisher, Walden University
Dominique Surel, University of Phoenix

Discussant: John O. Okpara, Briarcliffe College

Session C Chair: Charles Englehardt, Saint Leo University

(Salon 14) □ “*The Relationship Between Managerial Competencies and Organization Performance: A Gap Analysis Approach*”
Mahmoud Elgamal, Kuwait University, Kuwait

Discussant: Ahmed Abdelrahman Ahmed, Kuwait University, Kuwait

□ *“Can the Presentation of a Discussion Topic be Reconstructed by Removing Any Preconceived Opinion”*

Jennifer Martin, Warner Southern College
Christopher Zapalski, Warner Southern College
Jerry Schmidt, Jr., Warner Southern College

Discussant: Mahmoud Elgamal, Kuwait University, Kuwait

□ *“Spirituality and Cynicism Together in the Workplace”*

Matrecia James, Jacksonville University
Terry Mullins, Jacksonville University

Discussant: Jerry Schmidt, Jr., Warner Southern College

Session D

Chair: Wanda Curlee, University of Phoenix online

(Salon 8)

□ *“The Centrality of Leader Integrity: Is Leader Integrity Important?”*

Allen Frazier, Harding University

Discussant: Joseph Petrick, Wright State University

□ *“The Missing Link to the Biodiversity Equation”*

Richard Morfopoulos, Briarcliffe College
Patrice Newman, Briarcliffe College
Mitchell Laube, Briarcliffe College
Joseph Newman, Briarcliffe College

Discussant: Michael H. Slotkin, Florida Institute of Technology

□ *“Corporate Ethics: An End to the Rhetorical Interpretations of an Endemic Corruption”*

Ben Tran, Alliant International University-San Francisco

Discussant: Joseph Petrick, Wright State University

Session E

Chair: Behnaz Z. Quigley, Marymount University

(Salon 9)

□ *“Analyzing Tax Returns for Alternative Purposes: An Expert Witness Scenario”*

Valrie Chambers, Texas A&M University-Corpus Christi
Roger Thaxton, CPA, Houston

Discussant: Raymond Kulzick, St. Thomas University

□ *“Managing Sarbanes-Oxley: Review of Costs and Benefits”*

Pamela Smith Baker, Texas Woman's University

Discussant: William Rapp, New Jersey Institute of Technology

□ *“Selecting and Integrating Activity Based Costing Software”*

Forrest Green, Radford University
Felix Amenkhenan, Radford University
Nick Proctor, Radford University

Discussant: Valrie Chambers, Texas A&M University-Corpus Christi

Session F

Chair: Alexander R. Vamosi, Florida Institute of Technology

(Salon 12)

□ *“Cloning: Healthcare and the Economic Implications”*

Dorthea Allen-Riley, Bryant and Stratton College

Discussant: Paula Ann Hughes, Texas Woman's University

□ *“Information Therapy: A Leap in Technology in the Healthcare Industry”*
Jennifer Fox, Keene State College

Discussant: Lisa Hunt, Registered Pharmacist

□ *“The Offshoring of Radiology: Myths and Realities”*
Martin Stack, Rockhurst University
Myles Gartland, Rockhurst University

Discussant: Jim Lee, Texas A&M University-Corpus Christi

Session G Chair: Mayes Mathews, Saint Leo University

(Salon 13) □ *“Teaching Web-based Classes”*
Karen A. Loveland, Texas A&M University-Corpus Christi

Discussant: Michael Harris, East Carolina University

□ *“Understanding Preferences for Distance Education: Examining the Impact of Student Technology Use and Comfort”*
Michael Harris, East Carolina University
Shanan Gibson, East Carolina University

Discussant: James Gilbert, Rollins College

□ *“Going Totally Online: An Empirical Study”*
Muhammad A. Obeidat, Southern Polytechnic State University

Discussant: Richard Morfopoulos, Briarcliffe College

Saturday, April 8, 2006

7:30 a.m. to 1:00 p.m.
(Mezzanine Alcove 11)

Registration

Mervat, Dina, and Omar Abdelsamad

8:00 a.m. to 9:30 a.m.

Concurrent Sessions

Session A Chair: Shanan Gibson, East Carolina University

(Salon 1) □ *“The Impact of Individual Fit Perceptions and Work Situation Characteristics on Worker Engagement and Intentions to Leave: Implications for Sustained Competitive Advantage”*
Wesley Scroggins, Missouri State University
Christopher Cobb, Missouri State University

Discussant: John O. Okpara, Briarcliffe College

□ *“An Investigation of Race and Management Experience Differences in Control Need Orientation of Business Students and Graduates”*
Kathleen Gurley, Fayetteville State University
Ann Herd, Fayetteville State University

Discussant: Gail A. Dawson, University of Tennessee at Chattanooga

□ *“Nursing Work Environment: An Exploratory Study - Nurses' Intent to Leave the Profession”*
Nancy M. Borkowski, St. Thomas University
Robert Amann, St. Thomas University
Seok-Ho Song, St. Thomas University
Cynthia Weiss, St. Thomas University

Discussant: Judith Hunt, East Carolina University

- Session B
Chair: W. Scott Sherman, Texas A&M University-Corpus Christi
- (Salon 2) □ *“Entrepreneurship Technology Strategies in the Emerging Music Industry”*
Peter Spang Goodrich, Providence College
Nancy Rossiter, Simmons College
- Discussant: Valrie Chambers, Texas A&M University-Corpus Christi
- *“Can We Really Apply the Resource Based View in New Entrepreneurial Firms?”*
Theresa Coates, Marist College
Beate Klingenberg, Marist College
David Gavin, University at Albany
- Discussant: Michael Harris, East Carolina University
- Session C
Chair: Louis R. F. Preysz III, Flagler College
- (Salon 10) □ *“Workplace Diversity: Ethical and Legal Issues”*
Dean Frear, Wilkes University
- Discussant: Charlene Glenn, Peirce College
- *“Psychological Processes Underlying Leader and Follower Decision-Making Behavior During Hurricane Katrina: A Selected Review of Print Media Reports”*
Robert Wheatley, Troy University
Henry Findley, Troy University
- Discussant: William Sauser, Jr., Auburn University
- *“Organizational Contentment: A New Dimension for Performance”*
Edward Showalter, Randolph-Macon College
George Lowry, Randolph-Macon College
Erin Ewalt, Randolph-Macon College
- Discussant: Mitchell Crocker, Stephen F. Austin State University
- Session D
Chair: Bud Fletcher, SAM Board of Directors
- (Salon 12) □ *“Governments, Terrorism, and International Business: A Survival Strategy”*
Jack Chirch, Hampton University
Kanata Jackson, Hampton University
- Discussant: Gregory S. Black, Texas A&M University-Corpus Christi
- *“Hydrocarbons to Hydrogen: Toyota's Long-term IT-based Smart Product Strategy”*
William Rapp, New Jersey Institute of Technology
- Discussant: Robert Vokurka, Texas A&M University-Corpus Christi
- *“Digitization in a Developing Economy: Critical Reflections”*
Christy Ahsanullah, Texas Woman's University
Pamela Smith Baker, Texas Woman's University
Mahesh Raisinghani, Texas Woman's University
- Discussant: Robert Vokurka, Texas A&M University-Corpus Christi
- Session E
Chair: H. Lari Arjomand, Clayton State University
- (Salon 13) □ *“Control and Strategy in International Channels: The Kuwaiti Automobile Market”*
Ahmed Abdelrahman Ahmed, Kuwait University
- Discussant: Jiaqin Yang, Georgia College & State University

□ *“Marketing of Energy Drinks and Beverages with Healthy and Natural Ingredients: A Study of a Growing New Market with an Entrepreneurial and Educational Approach”*
Zafar Bokhari, Chicago State University
Usha Palaniswamy, University of Connecticut

Discussant: Farouk Abdelwahed, California State University-Fullerton

□ *“Leading and Doing Business Effectively in the Gambia”*
Michael Banutu-Gomez, Rowan University

Discussant: Donatus A. Okhomina, Fayetteville State University

Session F

Chair: R. Clifton Poole, The Citadel

(Salon 14)

□ *“An Empirical Analysis of the Lead/Lag Relationship Between the S&P 500, Hang Seng, Nikkei 225, and the FTSE”*

Christopher Zapalski, Warner Southern College
Jennifer Martin, Warner Southern College
Jerry Schmidt, Jr., Warner Southern College

Discussant: Fred Dorn, University of Mississippi

□ *“Fundraising at Ohio Northern University: A Study”*
David Wolshon, Baker College

Discussant: Fred Dorn, University of Mississippi

□ *“The Characteristics of Afro-American Household Economy in the U.S.”*
Mirza Shahjahan, University of Arkansas at Pine Bluff

Discussant: Christopher Zapalski, Warner Southern College

Session G

Chair: Des Colleran, SAM Board of Directors

(Salon 17)

□ *“ERP Systems and the Construction Industry”*
Ankur Pandhe, Rochester Institute of Technology
Rupa Patel, Rochester Institute of Technology
Jack Cook, Rochester Institute of Technology

Discussant: Jim Lee, Texas A&M University-Corpus Christi

□ *“Cointegration, Causality, and Economic Growth Policy in Eastern European Countries”*
Young Seob Son, University of Arkansas at Pine Bluff

Discussant: Jim Lee, Texas A&M University-Corpus Christi

□ *“Comparative Study of American and Japanese Auto Industry: General Motors versus Toyota Motors Corporations - Strategic and Financial Perspectives”*
Haiu Regassa, Colorado State University-Pueblo
Ahmad Ahmadian, Colorado State University-Pueblo

Discussant: Ben Mason, Troy University Florida Region

9:30 a.m. to 10:00 a.m.
(Mezzanine Alcove 12)

Networking Break

10:00 a.m. to 11:00 a.m.

Concurrent Sessions

Session A

Chair: Malcolm Coco, Abilene Christian University

(Salon 1)

□ *“The Mommy Trek? When Women Leave Work”*
Susan Eisner, Ramapo College of New Jersey

Discussant: Cathy R. Henderson, Stephen F. Austin State University

□ *“Best Practices in Recruiting”*
William Sauser, Jr., Auburn University

Discussant: Wesley Scroggins, Missouri State University

Session B Chair: Raymond Kulzick, St. Thomas University

(Salon 2) □ *“Including The Quality Dimension In Strategy: A Flexible Small-Firm Approach”*
Kent Byus, Texas A&M University-Corpus Christi
Thomas M. Box, Pittsburg State University

Discussant: James Stewart, Merrimack College

□ *“A Model for Understanding Strategic Management”*
Marc Bombet, Western Digital
Jack Green, Pepperdine University

Discussant: Michele Govekar, Ohio Northern University

Session C Chair: Allen Frazier, Harding University

(Salon 10) □ *“The Leadership Styles in Academia: Four Faces of Masters I Presidents”*
Michael Monahan, Frostburg State University
Amit Shah, Frostburg State University

Discussant: Paula Saunders, Wright State University

□ *“Effective Leadership: A Key to Sustainable Competitive Advantage”*
John O. Okpara, Briarcliffe College
Nicholas Koumbiadis, Briarcliff College

Discussant: Byron L. Bissell, University of Arizona

Session D Chair: Mitchell Crocker, Stephen F. Austin State University

(Salon 12) □ *“Confronting Publish-or-Perish Issues in Business Schools”*
Fred Ware, Valdosta State University

Discussant: Peter Spang Goodrich, Providence College

□ *“The End of Finals?”*
Judith Hunt, East Carolina University

Discussant: Nancy Niles, Concord University

Session E Chair: Henry Adobor, Quinnipiac University

(Salon 13) □ *“Improving Manufacturing Flexibility: The Enduring Value of TQM”*
Robert Vokurka, Texas A&M University-Corpus Christi
Dennis Krumwiede, Idaho State University
Rhonda Lummus, Iowa State University

Discussant: Forrest Green, Radford University

□ *“Shifting Sands in the Educational Landscape for Centers of Entrepreneurship: Management Challenges over the Next Five Years”*
Michael R. Bowers, Rollins College
C. McInnis-Bowers, Rollins College
E. Byron Chew, Birmingham Southern College

Discussant: Jack Cook, Rochester Institute of Technology

- Session F Chair: Louis R. F. Preysz III, Flagler College
- (Salon 14) □ *“Aging Workforce: The Reality of the Impact of Older Workers in the Work Force”*
Sheila K. Perkins, Peirce College
- Discussant: Kathleen Gurley, Fayetteville State University
- *“Complex Activities and Their Associated Risks”*
Zohair Khalaf Ismail, Al-Balqa Applied University, Jordan
Subhi Abderrezaq, City University-Tricities
- Discussant: Christopher Zapalski, Warner Southern College

- Session G Chair: Dean Frear, Wilkes University
- (Salon 17) □ *“The Role of International Corporate Diversification on the Probability of Financial Distress”*
Dong-Kyoon Kim, Montclair State University
- Discussant: George Gonpu, Ramapo College of New Jersey
- *“Combining Time Series and Multivariate Regression Analysis for Sales Predictions”*
Hong-Long Chen, I-Shou University, Taiwan
Wei Tong Chen, National Yunlin University of Science & Technology, Taiwan
- Discussant: Young Seob Son, University of Arkansas at Pine Bluff

11:05 a.m. to 12:05 p.m. **Concurrent Sessions**

- Session A Chair: Abdul Aziz, Morgan State University
- (Salon 1) □ *“The Advancement and Migration of Knowledge Workers Leading and Managing in Competitive Environments”*
James R. Calvin, Johns Hopkins University
- Discussant: Thomas von der Embse, Indiana University Kokomo
- *“China: Myths, Realities, and Opportunities for Western Firms”*
David Ahlstrom, The Chinese University of Hong Kong, Hong Kong
Anil Nair, Old Dominion University
Michael Young, Hong Kong Baptist University, Hong Kong
- Discussant: Daniel A. Pavsek, Shenandoah University
- Session B Chair: Peter Spang Goodrich, Providence College
- (Salon 2) □ *“Influencing Best Management Practices in the Non-profit Sector”*
Ruth Ann Althaus, Saint Xavier University
- Discussant: H. Gin Chong, Prairie View A&M University
- *“Using Conservation Easements as Incentives for Developing Farmstead Greenspace”*
Mayes Mathews, Saint Leo University
- Discussant: Dean Frear, Wilkes University
- Session C Chair: Madison Holloway, Metropolitan State College of Denver
- (Salon 10) □ *“Career Development Management: Edge Tool for Continuous Development of Small and Medium-Type IT Enterprises”*
Wu Haiyan, Huazhong Science and Technology, China
Zhang Jinlong, Huazhong Science and Technology, China
Lu Yaobin, Huazhong Science and Technology, China
- Discussant: Christopher Zapalski, Warner Southern College

□ *“The Development of Empowerment in Companies of Guadalajara Metropolitan Area: Cases in Three Industries”*

Jose Sanchez-Gutierrez, Universidad de Guadalajara, México

Discussant: Jorge M. Herrera, Embry Riddle Aeronautical University

Session D Chair: Ronald D. McNeil, University of Illinois at Springfield

(Salon 12) □ *“Current Issues in Managing Business Schools”*

Moustafa H. Abdelsamad, Texas A&M University-Corpus Christi

Berkwood M. Farmer, Wright State University

George E. Stevens, Kent State University

Craig McAllaster, Rollins College

Session E Chair: Paul L. Govekar, Ohio Northern University

(Salon 13) □ *“eBay Taxation”*

Peter Previte, Ohio Northern University

Tiffany Lyon, Ohio Northern University

Discussant: Gregory S. Black, Texas A&M University-Corpus Christi

□ *“Ethical Perception of Accounting Students in Post Secondary Institutions”*

Nicholas Koumbiadis, Briarcliff College

John O. Okpara, Briarcliffe College

Discussant: Valrie Chambers, Texas A&M University-Corpus Christi

Session F Workshop Chair: Susan Eisner, Ramapo College of New Jersey

(Salon 14) □ *“National Recruiting and Selection Trends”*

Malcolm Coco, Abilene Christian University

Session G Chair: Thomas Kent, College of Charleston

(Salon 17) □ *“Can Groupthink Occur in the United States Supreme Court?”*

Yvonne Montell, National-Louis University

Harri Miller, Argosy University

Richard Wilbur, Jr., Argosy University-Tampa

Fostoria Pierson, Argosy University

Jerry Shmidt, Jr., Warner Southern College

Discussant: Kent Byus, Texas A&M University-Corpus Christi

□ *“Steps for Recruiting in the Information Technology Industry”*

Patricia Lindsay, Virginia Wesleyan College

Ehsan Salek, Virginia Wesleyan College

Discussant: Robert Vokurka, Texas A&M University-Corpus Christi

12:05 p.m. to 1:05 p.m. **Lunch on Your Own**

1:05 p.m. to 2:35 p.m. **Concurrent Sessions**

Session A Chair: Thomas M. Box, Pittsburg State University

(Salon 1) □ *“Take Your Business Plan and Shred It”*

David Coffman, Business Valuations & Strategies

Discussant: Thomas M. Box, Pittsburg State University

□ *“Business Models for Competitive Success In the United States Textile Industry”*

J. Mark Welch, Texas Tech University

Conrad Lyford, Texas Tech University

Discussant: Paula Saunders, Wright State University

□ *“Organizational Responses to Perceived Risk: Mid-Term Response to Sarbanes-Oxley”*
James Skibo, University of Dallas
David Gordon, University of Dallas

Discussant: Thomas von der Embse, Indiana University Kokomo

Session B Chair: Dean Frear, Wilkes University

(Salon 2) □ *“Valuation Issues in E-Business”*
Raymond Kulzick, St. Thomas University
Marcie Bour, Florida Business Valuation Group

Discussant: Louis Chin, Bentley College

□ *“NAFTA: Its Impact on Employment, Productivity, Wages, Prices, and Trade”*
Daniel A. Pavsek, Shenandoah University
Sonia H. Manzoor, Shenandoah University

Discussant: Alexander R. Vamosi, Florida Institute of Technology

□ *“Do Professional Athletes Live Up to the Expectations Indicated by the Monetary Value of their Contracts”*
Carlos Pierre, Warner Southern College

Discussant: Robert Vokurka, Texas A&M University-Corpus Christi

Session C Chair: Louis R. F. Preysz III, Flagler College

(Salon 10) □ *“Second Order Change: A Case Study of a National Nursing Home Corporation”*
Debra Beazley, Troy University

Discussant: Kathleen Gurley, Fayetteville State University

□ *“Improving Quality to Gain a Competitive Edge in Health Care: The Organizational Management-Direction-Design-Effectiveness Approach”*
Peter Olden, University of Scranton

Discussant: John Proe, Shenandoah University

□ *“Organizational Trust and the Bottom Line”*
Christina Lafferty, National Defense University

Discussant: Kent Byus, Texas A&M University-Corpus Christi

Session D Chair: Forrest Green, Radford University

(Salon 12) □ *“Quality Management in the University Business School: Towards TQM in the Classroom”*
Tifanie Schmalenberger, Georgia College and State University

Discussant: Robert Wheatley, Troy University

□ *“Will Wal-Mart's Use of RFID Technology Sustain Their Supply Chain Dominance?”*
Tameka Vance, High Point University

Discussant: James Stewart, Merrimack College

□ *“Customer Value and Cost Control in the Supply Chain Management: A Test of Porter's Generic Value Chain”*
Rowland Chidomere, Winston-Salem State University

Discussant: Ehsan Salek, Virginia Wesleyan College

Session E Chair: Michael H. Slotkin, Florida Institute of Technology

(Salon 14) □ *“Arctic Refuge Drilling Controversy”*
Margaret Gerber, Ohio Northern University
Albert Previte, Ohio Northern University

Discussant: Mayes Mathews, Saint Leo University

□ *“The Effects of the European Union on Ohio Exports”*
Nicole Muryn, Ohio Northern University

Discussant: Moustafa H. Abdelsamad, Texas A&M University-Corpus Christi

□ *“New Issues and Challenges of E-Banking in Rural Area: An Empirical Study”*
Jiaqin Yang, Georgia College & State University
Katja Boehme, Georgia College & State University

Discussant: Young Seob Son, University of Arkansas at Pine Bluff

Session F Chair: Henry Adobor, Quinnipiac University

(Salon 17) □ *“Strategy and Biology: The Dual Role of Vision and Mission”*
Charles Englehardt, Saint Leo University
Randall Bowden, University of North Dakota
Michael Nastanski, Saint Leo University

Discussant: Byron L. Bissell, University of Arizona

□ *“Building the Northbound Train”*
Michael O’Neil, University of Saint Francis

Discussant: C. McInnis-Bowers, Rollins College

□ *“Knowledge Management Development Level in Jalisco’s Companies”*
Silvio Hernandez-Coton, Universidad de Guadalajara, México
Jose Sanchez-Gutierrez, Universidad de Guadalajara, México

Discussant: Jorge M. Herrera, Embry Riddle Aeronautical University

Session G Chair: Jaideep Motwani, Grand Valley State University

(Salon 18) □ *“The Correlation Between Gross Domestic Product, Economic Freedom, and Corruption in Selected Countries”*
Richard Wilbur, Jr., Argosy University-Tampa

Discussant: Michael R. Bowers, Rollins College

□ *“A Review of the Relationship Between Public Transportation Pricing and Travel Demand: An Exploratory Study”*
Clifford N. Oporum, Briarcliffe College

Discussant: Michael R. Bowers, Rollins College

□ *“What are the Macroeconomic Consequences of Public Corruption in West Africa?”*
George Gonpu, Ramapo College of New Jersey

Discussant: Clifford N. Oporum, Briarcliffe College

2:35 p.m. to 3:00 p.m. **Networking Break**
(Mezzanine Alcove 12)

3:00 p.m. to 4:00 p.m.

Concurrent Sessions

Session A Chair: Ronald McMullen, Quinnipiac University

(Salon 1) □ *“A Regional Profile of Successful Automobile Dealership Marketing Strategies”*
Jeffery Dallas, Jr., Bridgewater College

Discussant: C. McInnis-Bowers, Rollins College

□ *“Social Influence on Consumers' Purchasing Behavior and Related Marketing Strategy: A Cross-Nation Comparative Study”*

He 'Stephen' Xihao, Georgia College & State University

Jiaqin Yang, Georgia College & State University

Discussant: James Skibo, University of Dallas

Session B Chair: Amir Hormozi, Texas A&M University-Corpus Christi

(Salon 2) □ *“A Scorecard for Assessing the Type and Amount of Interaction Between College of Business Students and Faculty and the Community”*

Berkwood Farmer, Wright State University

Kevin Duffy, Wright State University

Timothy Walch, Wright State University

Discussant: Fred Dorn, University of Mississippi

□ *“Service Learning in Online Business Courses: A Client Based Study”*

Debra Hunter, Troy University-Atlanta

Discussant: Madison Holloway, Metropolitan State College of Denver

Session C Chair: Ehsan Salek, Virginia Wesleyan College

(Salon 10) □ *“The Moderating Role of Environment in Entrepreneurial Orientation: The Case of Used Cars Dealers”*

Donatus Okhomina, Fayetteville State University

Discussant: Alexander R. Vamosi, Florida Institute of Technology

□ *“The Importance of Developing Cultural Competence in International Marketing”*

Celia Szelwach, Argosy University-Sarasota

Discussant: Daniel A. Pavsek, Shenandoah University

Session D Chair: John O. Okpara, Briarcliffe College

(Salon 12) □ *“The Effect of Cultural Differences on ERP Implementation: A Comparative Analysis of U.S. and Indian Companies”*

Jaideep Motwani, Grand Valley State University

Asli Yagmur Akbulut, Grand Valley State University

Discussant: Abdul Aziz, Morgan State University

□ *“The Changing Nature of the Psychological Contract and its Impact on Nigerian Federal Universities”*

Benjamin Oyegoke Akinyemi, Germany

Discussant: Rowland Chidomere, Winston-Salem State University

Session E Chair: Susan Eisner, Ramapo College of New Jersey
(Salon 13) □ “*Expatriate Selection and Retention: Looking Beyond Knowledge, Skills, and Abilities*”
Ben Tran, Alliant International University-San Francisco

Discussant: Donna K. Peebles, Texas A&M University-Corpus Christi

□ “*No Girls Allowed*”
Albert Smith, Jr., Radford University

Discussant: Kent Byus, Texas A&M University-Corpus Christi

Session F Student Session on Careers

(Salon 14) □ “*Interviewing Skills*”
Glenda F. Herrington, Stephen F. Austin State University

□ “*Solving The Career Puzzle*”
Paula Ann Hughes, Texas Woman’s University

Session G Chair: Peter Olden, University of Scranton

(Salon 17) □ “*A Blueprint for an Ethics-Based Strategy*”
Thomas von der Embse, Indiana University Kokomo
Mayur Desai, Texas Southern University

Discussant: Nancy Niles, Concord University

□ “*The United States and the International Nurse Brain Drain: The Need for a National Code of Conduct in Recruitment Practices*”
Martin Stack, Rockhurst University
Myles Gartland, Rockhurst University

Discussant: Nancy M. Borkowski, St. Thomas University

4:05 p.m. to 5:05 p.m.

Concurrent Sessions

Session A Chair: Jaideep Motwani, Grand Valley State University

(Salon 1) □ “*Leadership in Tomorrow’s Virtual Organization*”
Raymond Kulzick, St. Thomas University
Nancy M. Borkowski, St. Thomas University

Discussant: Albert Smith, Jr., Radford University

□ “*Facets of Type a Personality and Pay Increase Among the Employees of Fast Food Restaurants*”
Abdul Aziz, Morgan State University
Jamie Norris, College of Charleston
Heather Goldman, College of Charleston
Nils Olsen, George Washington University

Discussant: Paula Ann Hughes, Texas Woman’s University

Session B Chair: Louis Chin, Bentley College

(Salon 2) □ “*Scheduling of Aircraft Fuel System Component Overhaul-An Optimization Scheduling Approach*”
Jiaqin Yang, Georgia College & State University
Michael Warren, Georgia College & State University

Discussant: William Sauser, Jr., Auburn University

□ *“The Growth of Organic Food Market: Whole Foods Market Analysis”*
Amir Hormozi, Texas A&M University-Corpus Christi
Tom Kwiatkowski, Texas A&M University-Corpus Christi

Discussant: Martin Stack, Rockhurst University

Session C Chair: Ben Mason, Troy University Florida Region

(Salon 10) □ *“Developing an Appreciation for the Life Sciences through a Strategic Management Course in Biotechnology”*
Fred Dorn, University of Mississippi

Discussant: H. Gin Chong, Prairie View A&M University

□ *“Evaluating the Impact of Appreciative Inquiry on Learning in a Course on Workforce Diversity”*
Madison Holloway, Metropolitan State College of Denver
Elizabeth Frederick, Metropolitan State College of Denver

Discussant: Gail A. Dawson, University of Tennessee at Chattanooga

Session D Chair: Ehsan Salek, Virginia Wesleyan College

(Salon 12) □ *“Some Theory and Recent History of Prejudice, Power and Discrimination: Implications for Managers”*
Gary Whaley, Norfolk State University
Sami Abbasi, Norfolk State University
Moncef Belhadjali, Norfolk State University

Discussant: Lane D. Sauser, Jr., Auburn University

Session E Chair: Muhammad A. Obeidat, Southern Polytechnic State University

(Salon 13) □ *“Optimizing Decision-Making”*
George Kilpatrick, High Point University

Discussant: Omar Khalil, Kuwait University, Kuwait

□ *“Supply Chain Management: A Strategic Approach to Supplier Diversity”*
Ronald McMullen, Quinnipiac University
Henry Adobor, Quinnipiac University

Discussant: Omar Khalil, Kuwait University, Kuwait

Session F Student Session and Elections of Student Members to SAM Board of Directors
(Salon 14) Louis R. F. Preysz III, Flagler College, SAM VP

Session G Chair: Christopher Zapalski, Warner Southern College

(Salon 17) □ *“Risk Assessment of Mobile Phone Chat on Driving Achievements in Jordan”*
Zohair Khalaf Ismail, Al-Balqa Applied University, Jordan
Subhi Abderrezaq, City University-Tricities

Discussant: Moustafa H. Abdelsamad, Texas A&M University-Corpus Christi

□ *“The Deteriorating Leadership Communication: A Case Study of the Consumer Cooperative Societies of the State of Kuwait”*
Ahmad Al-Zamil, Al-Ahliyya Amman University, Jordan
Ayoub Al-Muzaini, College of Business Study, Kuwait
Talal Al-Azimi, EPA Kuwait, Kuwait
Aijaz Ahmad, EPA Kuwait, Kuwait

Discussant: Mostafa El Shamy, Kuwait University

- Session H
(Salon 18)
- Chair: Bud Fletcher, SAM Board of Directors
- *“Leadership in Spanish Speaking Cultures”*
Thomas Kent, College of Charleston
Giaconda Quesada, College of Charleston
Marvin Gonzalez, College of Charleston
- Discussant: Robert Wheatley, Troy University
- *“The Rude Flu: More Contagious and Deadly Than You Think”*
Mitchell Crocker, Stephen F. Austin State University
Cathy R. Henderson, Stephen F. Austin State University
- Discussant: Michael H. Slotkin, Florida Institute of Technology
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- 6:30 p.m. to 9:30 p.m.
(Ballroom C & D)
- Awards Banquet**
- **Introductions**
Moustafa H. Abdelsamad, SAM International President & CEO
Texas A&M University-Corpus Christi
 - *“Defining Your Competitive Edge!”*
William A. Sutton, Associate Director and Professor
DeVos Sport Business Management Program
University of Central Florida
 - **2006 SAM International Awards**
 - **Management Excellence Award**
Cliff Doubek, CJD Engineering
 - **Campus Awards**
Louis R. F. Preysz III, Flagler College, SAM VP
 - **Announcing SAM Student Board Members for 2006/2007**
 - **Campus Chapter Performance Awards**
 - **Recognizing Student Case Competition Winners**
James Stewart, Merrimack College, SAM VP

Sunday, April 9, 2006

- 8:30 a.m. to 10:00 a.m.
- Session A
(Salon 14)
- Chair: Moustafa H. Abdelsamad
- *“Organizational Readiness for Knowledge Transfer: The Case of a Northern American Company”*
Omar Khalil, Kuwait University, Kuwait
Ajay Saini, University of Massachusetts-Dartmouth
Abdulkarim Al-Saffar, Kuwait University, Kuwait
- Discussant: Gregory S. Black, Texas A&M University-Corpus Christi
- *“Identifying Measures of Success for Non-Traditional Students in Learning Communities”*
Margaret Thompson, Clayton State University
Michael Deis, Clayton State University
- Discussant: Sylvia Ann Bemby, Winston-Salem State University
- *“Using iTest to Improve Learning”*
Carolyn Anderson, Winston-Salem State University
Sylvia Ann Bemby, Winston-Salem State University
- Discussant: Michael Deis, Clayton State University
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- 10:05 a.m. to 11:05 a.m.
(Salon 14)
- Conference Critique
-