

Curriculum Vitae

In Brief and Table of Contents for 73-page CV

Robert N. Lussier

162 Orchard Road

East Longmeadow, Massachusetts 01028

413-224-1145 / R-M-Lussier@charter.net / www.publishdonotperish.com

Education (p. 3)

Doctor Management, School of Business, University of New Haven (AACSB), 1/93

Master Business Administration, School of Management, Suffolk University (AACSB), 6/75

Master Arts in Education, School of Arts & Sciences, Suffolk University, 9/74

Bachelor Science in Business Administration, Salem State College, 6/72

Professor Experience (p. 4)

Professor of Business Management, Springfield College, 9/78 to present

Advisor Master's Thesis and Research Projects, Springfield College, 9/93 to present

Assistant Professor of Business Administration, St. Joseph's College, 9/75 to 6/78

Management Experience (p. 4)

Intrapreneur developing two profit centers at Springfield College

Director of Israel Programs, Springfield College, 8/97 to 6/03

Internship Coordinator, Springfield College, 9/94 to 9/00

Chair Business Administration Department, St. Joseph's College, 9/75 to 6/78

Publication Summary (pp. 5-60)

	Total
Refereed Journal Articles (5-15)	86
Editor Selected Articles (16-22)	55
Refereed Proceedings (23-46)	173
Textbooks—more than one million in sales (47-53)	57
Textbook Supplements (54-63)	<u>85</u>
Totals	456

See next page for sources and vitae for listing of all publications

Professional Service Experience (pp. 64-65)

Editorial Review Boards. State MBA Reviewer. Professional Association Membership and Leadership—Small Business Institute® (SBI) Fellow, the highest award given by the SBI.

Keynote Speaking (p. 66) **and Consulting Experience** (p. 67)

Sample Speaking clients Concord College, Kaplan University, Guanajuato University Mexico, RIT, Springfield College, University of New Mexico, Small Business Institute®, USASBE. Eastern Academy of Management (EAM). Consultant to Baystate Medical Center, Coca-Cola, Friendly, Mead, Monsanto, Smith & Wesson, Social Security Administration.

National and International Reputation (pp. 68-73)

Contacted by hundreds of people regarding textbooks and research from all over the U.S. and 200+ people from 82 other countries including: Argentina, Australia, Austria, Azerbaijan, Bangladesh, Belgium, Botswana, Brazil, British West Indies, Burkina Faso, Cameroon, Canada, Central Africa Republic, Chile, China, Columbia, Costa Rica, Croatia, Czech Republic, Denmark, Ecuador, Egypt, England, Finland, France, Germany, Ghana, Greece, Guatemala, Hong Kong, Hungary, India, Indonesia, Iran, Iraq, Ireland, Israel, Italy, Kazakhstan, Kenya, Kuwait, Lebanon, Liberia, Lithuania, Luxembourg, Malaysia, Mexico, Mozambique, Namibia, Nicaragua, Nigeria, Netherlands, New Zealand, North Korea, Pakistan, Palestine, Peru, Philippines, Poland, Portugal, Puerto Rico, Romania, Russia, Saudi Arabia, Scotland, Singapore, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Thailand, Turkey, Uganda, Ukraine, Vietnam, Wales, Zambia, Zimbabwe.

456 Publications (pp. 5-63)

Refereed Journal Articles (86) See pp 5-15 for a list of articles and other journals. **Bold** indicate top tier journals

<i>Academy Entrepreneurship J</i>	<i>Int. J Entrep & Innovation</i>	<i>J Small Business Management</i>
<i>American J of Entrepreneurship</i>	<i>Int. J Gender & Entrepreneurship</i>	<i>J Small Business Strategy</i>
<i>Business & Public Affairs</i>	<i>Int. J Entrep Behavior & Resch</i>	<i>Mid-America J Business</i>
<i>Business Horizons</i>	<i>J Business & Entrepreneurship</i>	<i>Mid-Atlantic J Business</i>
<i>Entrepreneurship Theory & Practice</i>	<i>J Business Strategies</i>	<i>New England J Entrepreneurship</i>
<i>Family Business Review</i>	<i>J Management Education</i>	<i>SAM Advanced Mgt J</i>
<i>Int. Entrepreneurship and Mgt J*</i>	<i>J Small Bus & Enterprise Devel*</i>	<i>Small Business Institute J</i>

*Award winning articles

Editor Selected Articles (55) See pages 16-22 for a list of articles in each journal

<i>Boston Globe, Business Section</i>	<i>Perspective</i>	<i>Supervisory Management</i>
<i>Harvard Deustro Business Review</i>	<i>NBDC Report</i>	<i>WWW.Sbaerletter@Sbaer.Uca.Edu</i>
<i>Inc.</i>	<i>SBI Web site</i>	<i>Management Succession in Family-Owned Business</i>
<i>Personnel Journal</i>	<i>Supervision</i>	<i>Icfai University Press, www.books.iupindia.org</i>

Refereed Proceedings/Presentations (173) See Pages 23-46 for a list of papers in each proceeding

Academy of Management Conference

Babson College Kaufman Foundation Entrepreneurship Conference

Eastern Academy of Management (EAM) Conference

Frontiers Entrepreneurship Research

International Conference on Enterprise in Transition—Croatia

New England Business Administration Association (NEBAA) International Conference

Northeast Decision sciences Institute (NEDSI)

Organizational Behavior Teaching (OBTC) Conference

Small Business Institute (SBI) National Conference (winner 6 distinguished paper awards)

Small Business Institute (SBI) Eastern Conference

United States Association of Small Business and Entrepreneurship and Small Business Institute

Association Conference (USASBE/SBI) (winner Coleman Foundation Best Empirical Paper award)

Textbooks (58) and Textbook Supplements (85) See Pages 47-53 and 54-63 for more Details.

Supplements are Primarily Instructor Manuals for Textbooks and Study Guides for other textbooks

More than 1 million people globally have used Lussier books

R.N. Lussier, *Publish Don't Perish: The Top Secrets to Get Published,*" (Springfield College Press, 2019)

R. N. Lussier, *Management Fundamentals: Concepts, Applications, Skill Development 8/E* (Sage 2019). Translated into Chinese

R.N. Lussier and J. Hendon, *Human Resource Management: Functions, Applications, Skill Building 3/E* (Sage, 2019)

R. N. Lussier, *Human Relations in Organizations: Applications and Skill Building 11/E* (Irwin/McGraw-Hill, 2019). This is the bestselling HR textbook. It has been translated into Chinese and has an Australian/New Zealand edition.

R.N. Lussier and J. Hendon, *Fundamentals of Human Resource Management* (Sage, 2017)

R. N. Lussier and C. Achua, *Leadership: Theory, Applications, Skill Development 6/E* (South-Western/Cengage, 2016).

Translated into Spanish, Chinese, and Korean, and there is also a trade version.

R. N. Lussier, J. Corman, and D. Kimball, *Entrepreneurial New Ventures Skills 3/E* (Routledge, 2015).

R.N. Lussier and H. Sherman, *Business, Society and Government Essentials: Strategy and Applied Ethics* (Routledge, 2014).

R. N. Lussier and D. Kimball, *Applied Sport Management Skills 2/E* (Human Kinetics, 2014).

R.N. Lussier, *Research Methods and Statistics for Business* (Waveland Press, 2011).

R.N. Lussier, *Publish Don't Perish: 100 Tips to Improve Your Ability to get Published,*" (IAP, 2010)

J. Corman, L. Pennel, and R. N. Lussier, *Small Business Management: A Planning Approach 3/E* (Atomic Dog/Cengage, 2009).

R. N. Lussier, *Supervision: A Skill Building Approach 2/E* (Irwin, 1994).

EDUCATION

Total of 132 graduate credit hours completed at four universities.

Doctor Management Strategy	<p>University of New Haven, School of Business (AACSB), West Haven, CT 06516.</p> <ul style="list-style-type: none">• Five trimesters of course work 1990-1991, no online work.• Written and oral comprehensive exams passed in 1991.
Entrepreneurship Research	<ul style="list-style-type: none">• Dissertation started April 1991 defense December 1992; title- Contributing Factors to Success Versus Failure of the Startup Business: Startup Business Success Versus Failure Prediction Models.• Received the Doctor of Science in Management Systems degree in January 1993 with a 3.63 GPA.
Organizational Behavior/ Development	<p>Completed 32 graduate semester hours of behavioral science courses at the University of New Haven, Suffolk University, Boston University, and the University of Maine; 23 semester hours in organizational behavior and development, and 9 hours in counseling.</p>
Master Business Administration	<p>Suffolk University, School of Management (AACSB), Beacon Hill, Boston, MA 02108. Graduated in June 1975 with a 3.44 GPA.</p> <ul style="list-style-type: none">• Executive Vice President MBA Association• Associate Editor MBA Newsletter• Chosen by Dean McDowell to represent the Student Body at Board of Trustees Meetings.
Master Arts Education	<p>Suffolk University, School of Arts and Sciences, Graduate Department of Education, Beacon Hill, Boston, MA 02108. Graduated September 1974 with a 3.7 GPA. Received five state certifications: Social Studies and Business Teacher, Guidance Counselor, Guidance Director, and High School Principal.</p>
Bachelor Science Business Administration	<p>Salem State College, Department of Business, Salem, MA 01970. Graduated with golden key award for ranking 8th in the class of 100, with a 3.13 GPA, May 1972.</p> <ul style="list-style-type: none">• Cross Country and Track Team Captain• Most Valuable Player Award• Held three cross-country and three track records• Outstanding College Athlete of America• N.E.A.A.U. 25 Kilometer Champion• Member of the N.E.S.C.A.C. All-Conference Team• Founder and President of the N.E.A.A.U. Viking Track Club

TEACHING, SERVICE, AND MANAGEMENT EXPERIENCE

Professor Management Service	Springfield College , Department of Business Management, Springfield, MA 01109. Teaching primarily in the area of management and served on a variety of committees. Member of the Leadership Development Task Force, which is charged to change the entire college focus to leadership development of all students. Chair and member of faculty search committees. Chair of Outcomes and Assessment Committee. Played a major role in the development of the undergraduate and MBA business curriculums. Wrote most of the original business course descriptions. Faculty Advisor 25 students. Department Chair Brenda Canning. Fall 1978 to present.
Director Israel Programs	As an intrapreneur, developed a strategic alliance contract with the Health & Behavioral Sciences College to offer Springfield College graduate degree programs in Israel in the Fall of 1997. Our faculty was responsible for teaching a third of the degree program. Wrote a business plan including a strategic plan and operational policies and procedures. Responsible for the implementation, coordination, licensing by the Council of Higher Education in Israel and for evaluation of all aspects of the program. Wrote licensing and NEAS&C accreditation reports. Taught in Israel Summer 2001. Former Dean Mary Healey. Fall 1997 to June 2003.
Research Advisor	School of Graduate Studies. Advisor for masters' thesis and research projects. Associate VP Mary Ann Coughlin. Fall 1993 to present.
Internship Coordinator	Served as the internship coordinator. Responsible for placing, monitoring progress, and grading students. Fall 1994 to Spring 2000.
Assistant Professor Chairperson Service	St. Joseph's College , Business Administration Department, North Windham, ME 04062. Conducted a follow-up study of the department graduates; which resulted in my rewriting the department's purpose and curriculum content. Served on the curriculum committee and was the advisor to the college newspaper. Dean Sister Dolores Sablone, RSM. Fall 1975 to Spring 1978.
Adjunct	Western New England College , MBA Fall 1979 to Spring 1981.

COURSES TAUGHT

Graduate

Research Methods
Statistics for Business
Accounting I
Accounting II

Undergraduate

Principles of Management
Human Resources Mgmt
Corp Social Responsibility
Business and Government
Strategic Management
Statistics for Business

Organizational Behavior
Org Development
Principles of Marketing
Introduction to Business
Prin of Accounting I + II
Prin of Economics I + II

PUBLICATIONS

Refereed Journal Articles

Samir D. Baidoun, Robert N. Lussier, Maisa Burbar, and Sawsan Awashra
"Prediction Model of Business Success or Failure for Palestinian Small Enterprises in the West Bank"

JOURNAL OF ENTREPRENEURSHIP IN EMERGING ECONOMIES

2018, Vol. 10 Issue: 1, pp.60-80.

Shaike Marom and Robert N. Lussier

‘Developing a Small Business Management Concentration within a Business Degree’

SMALL BUSINESS INSTITUTE® JOURNAL

2017, Vol: 13 Iss: 2, pp. 15-30.

Abbas Nadim, Shaike Marom, and Robert N. Lussier

“Sustainable Innovation: Design of an Active Adaptive Organization”

BUSINESS and ECONOMIC RESEARCH

2016, Vol: 6 Iss: 2, pp. 221-227.

Michael Rolleri, Abbas Nadim, Robert N. Lussier

“Improving Small Business Viability Through the Strategic Longevity and Health Maintenance Evaluation”

SMALL BUSINESS INSTITUTE® JOURNAL

2016, Vol: 12 Iss: 1, pp. 10-20.

Robert N Lussier, Chamara Bandara, Shaike Marom

"Entrepreneurship Success Factors: An Empirical Investigation in Sri Lanka"

WORLD JOURNAL OF ENTREPRENEURSHIP, MANAGEMENT AND SUSTAINABLE DEVELOPMENT

2016, Vol: 12 Iss: 2, pp. 102-112.

Matthew C. Sonfield, Robert N. Lussier, and Josiane Fahed-Sreih”

“American versus Arab/Islamic Family Business: The Use of Non-Family-Member Higher-Level Managers”

JOURNAL OF ENTREPRENEURSHIP IN EMERGING ECONOMIES

2016, Vol: 8 Iss: 1, pp. 2-24.

Shabir Hyder and Robert N. Lussier

"Why Businesses Succeed or Fail: A Study on Small Businesses in Pakistan"

JOURNAL OF ENTREPRENEURSHIP IN EMERGING ECONOMIES

2016, Vol. 8 Iss: 1, pp. 82-100.

Victor H.R. Francia, Judith B. Guzman, and Robert N. Lussier
“Success Factors in Greenhouses of Guanajuato, Mexico”
GLOBAL JOURNAL OF MANAGEMENT AND BUSINESS RESEARCH
2015, Vol: 15, Iss: 12, pp. 37-46.

Judith B. Guzman and Robert N. Lussier
“Success Factors for Small Businesses in Guanajuato, Mexico”
INTERNATIONAL JOURNAL OF BUSINESS AND SOCIAL SCIENCE
2015, Vol: 6, Iss: 11, pp. 1-7.

Matthew C. Sonfield, Robert N. Lussier, and Josiane Fahed-Sreih
“Planning for Succession in Family Businesses: A Comparison of Arab/Islamic and US Practices”
INTERNATIONAL JOURNAL OF BUSINESS AND GLOBALIZATION
2015, Vol: 15, Iss: 3, pp. 313-330.

Robert A. Fiore and Robert N. Lussier
"Measuring and Testing General Fundamental Attribution Error in Entrepreneurship Effecting Public Policy"
JOURNAL OF ENTREPRENEURSHIP AND PUBLIC POLICY
2015, Vol: 4 Iss: 2, pp.171-186

Robert N. Lussier and Matthew C. Sonfield
“Micro” versus “small” family businesses: a multinational analysis"
JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT
2015, Vol: 22 Iss: 3, pp.380–396

Emerald Literati Network 2016 Awards for Excellence. Selected by the journal’s editorial team as the Outstanding Paper in 2015

Christopher F. Achua and Robert N. Lussier
“Entrepreneurial Drive and the Informal Economy in Cameroon”
JOURNAL OF DEVELOPMENTAL ENTREPRENEURSHIP
2014, Vol: 19, Iss: 4, 12 pages

Shaike Marom and Robert N. Lussier
“A Business Success Versus Failure Prediction Model for Small Business in Israel”
BUSINESS AND ECONOMIC RESEARCH
2014, Vol: 4, Iss: 2, pp. 63-81

Matthew C. Sonfield and Robert N. Lussier
“The Relationship between Managerial Characteristics and Succession Planning in Family Businesses: A Multinational Analysis”
AMERICAN JOURNAL OF ENTREPRENEURSHIP
2014, Vol: 7, Iss: 1, pp. 1-39.

Claudia E. Halabi and Robert N. Lussier

“A Model for Predicting Small Firm Performance: Increasing the Probability of Entrepreneurial Success in Chile”

JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT

2014, Vol: 21, Iss: 1, pp. 4-25.

Matthew C. Sonfield and Robert N. Lussier

“The Influence of the Entrepreneur’s Education Level on Strategic Decision Making”

JOURNAL OF SMALL BUSINESS STRATEGY

2013, Vol: 24 Iss: 1, pp. 19-28.

Abbas Nadim and Robert N. Lussier

“Small Business, Community Relations and Sustainability: New Approaches to Success”

JOURNAL OF SMALL BUSINESS STRATEGY

2012, Vol: 21 Iss: 2, pp. 79-95.

Matthew C. Sonfield and Robert N. Lussier

“Gender in Family Business Management: A Multinational Analysis”

JOURNAL OF FAMILY BUSINESS MANAGEMENT

2012, Vol: 2 Iss: 2, pp. 110-129.

Robert N. Lussier and Matthew C. Sonfield

“Family Businesses’ Succession Planning: A Seven-Country Comparison”

JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT

2012, Vol. 19, Iss: 1, pp. 7-19.

Robert N. Lussier and Matthew C. Sonfield and Robert Barbato

“Generational Stages of Family Firms: Expanding the Database—Kosovo”

SOUTHERN JOURNAL OF ENTREPRENEURSHIP

2011, Vol: 4, Iss: 1, pp. 1-18.

Abbas Nadim and Robert N. Lussier

“Small Business Community Relations and Sustainability”

ACADEMY OF TAIWAN BUSINESS MANAGEMENT REVIEW

2011, Vol: 7, Iss: 3, pp. 126-134.

Robert N. Lussier and Matthew C. Sonfield

“A Six-Country Study of First-, Second-, and Third-Generation Family Businesses”

INTERNATIONAL JOURNAL OF ENTREPRENEURIAL BEHAVIOUR & RESEARCH

2010, Vol: 16, Iss: 5, pp. 414-436.

Robert N. Lussier and Claudia E. Halabi

“A Three-Country Comparison of the Business Success versus Failure Prediction Model

JOURNAL OF SMALL BUSINESS MANAGEMENT

2010, July, Vol: 48 Iss: 3, pp. 360-377.

Robert N. Lussier, Matthew C. Sonfield and Robert Barbato
“Family-Member and Non-Family-Member Managers in Family Firms:
Adding a Seventh Country to the International Database—Kosovo”

JOURNAL OF SMALL BUSINESS STRATEGY

2009, Spring/Summer, Vol: 20 Iss: 2, pp. 97-114.

Matthew C. Sonfield and Robert N. Lussier

“Gender in Family Business Ownership and Management: A Six-Country Analysis”

INTERNATIONAL JOURNAL OF GENDER AND ENTREPRENEURSHIP

2009, Vol: 1 Iss:2, pp. 96-117.

Matthew C. Sonfield and Robert N. Lussier

“Non-Family-Members in the Family Business Management Team: A Multinational
Investigation”

INTERNATIONAL ENTREPRENEURSHIP AND MANAGEMENT JOURNAL

2009, Vol: 5 Iss: 4, pp. 395-415.

Winner of the Zarb School of Business, Hofstra University, Dean's Award for Research

Robert N. Lussier and Matthew C. Sonfield

“Founder Influence in Family Business: Analyzing Combined Data From
Six Diverse Countries”

JOURNAL OF SMALL BUSINESS STRATEGY

2009, Spring/Summer, Vol: 20 Iss: 2, pp.103-118.

Matthew C. Sonfield and Robert N. Lussier

“Family-member and Non-family-member Managers in Family Businesses

JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT

2009, Vol. 16 Iss: 2, pp. 196-209.

Emerald Literati Network 2010 Awards for Excellence. Selected by the editorial review board
as a Highly Commended Paper in 2009.

Robert A. Fiore and Robert N. Lussier

“Measuring Wealth Generation in Early-Stage Entrepreneurial Organizations:
An Alternative to the Capital Asset Pricing Model”

JOURNAL OF SMALL BUSINESS STRATEGY

2008/2009, Fall/Winter, Vol: 19 Iss: 2, pp. 51-67.

Matthew C. Sonfield and Robert N. Lussier

“The Influence of Family Business Size on Management Activities, Styles and
Characteristics”

NEW ENGLAND JOURNAL OF ENTREPRENEURSHIP

2008, Fall Vol: 11 Iss: 2, pp. 47-56.

Robert N. Lussier and Claudia E. Halabi

“An Analysis of Small Businesses in Chile: A Correlational Study”

JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT

2008, Vol: 15, Iss: 3, 490-503.

Emerald Literati Network 2009 Awards for Excellence. Selected by the editorial review board as one of the outstanding papers published in 2008.

Christopher Achua and Robert N. Lussier

“An Exploratory Study of Business Students’ Discretionary Social Responsibility Orientation”

SMALL BUSINESS INSTITUTE JOURNAL

2008, Vol: 1, Iss: 1, pp. 76-90.

Robert N. Lussier and Matthew C. Sonfield

“Non-family-member Managers in American Family Businesses”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

2007, Vol: 13 Iss: 2, pp. 31-46.

Robert A. Fiore and Robert N. Lussier

“The Development and Statistical Testing of a Nascent Organizational Structure Sequence Model”

JOURNAL OF SMALL BUSINESS STRATEGY

2007, Spring/Summer Vol: 18 Iss: 1, pp. 17-33.

Robert N. Lussier and Matthew C. Sonfield

“The Effect of Family Business Size as Firms Grow: A USA-France Comparison”

JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT

2006, Vol: 13, Iss: 3, pp. 314-325.

Andra Gumbus and Robert N. Lussier

“Entrepreneurs Use a Balanced Scorecard to Translate Strategy into Performance Measures”

JOURNAL OF SMALL BUSINESS MANAGEMENT

2006, July Vol: 44, Iss: 3, pp. 407-425.

Robert N. Lussier

“Maintaining Civility in the Laboratory”

CLINICAL LEADERSHIP & MANAGEMENT REVIEW

2005, November/December, Vol: 19 Iss: 6, pp E4-7.

Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault, and Louis Verdier

“A Cross-National Investigation Of First-Generation And Subsequent-Generation Family Businesses: A Four Country ANOVA”

JOURNAL OF SMALL BUSINESS STRATEGY

2005, Spring/Summer Vol: 16 Iss: 1, pp. 9-26.

Matthew C. Sonfield and Robert N. Lussier

“Family Business Ownership and Management: A Gender Comparison”

JOURNAL OF SMALL BUSINESS STRATEGY

2005, Winter Vol: 15 Iss: 2, pp. 59-75.

Robert N. Lussier

“A Success Versus Failure Prediction Model for the Real Estate Industry”

MID-AMERICA JOURNAL OF BUSINESS

2005, Spring Vol: 20 Iss: 1, pp. 47-53.

Robert N. Lussier and Matthew C. Sonfield

“Family Business Characteristics and Management Practices:
An Analysis of Covariance Study”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

2004, Vol: 10 Iss: 1, pp. 59-73.

Matthew C. Sonfield and Robert N. Lussier

“First-, Second-, and Third-Generation Family Firms: A Comparison”

FAMILY BUSINESS REVIEW

2004, Fall Vol. 17 Iss: 3, pp. 189-202.

Robert N. Lussier

“Dealing with Anger and Preventing Workplace Violence”

CLINICAL LEADERSHIP & MANAGEMENT REVIEW

2004, March/April, Vol: 18 Iss: 2, pp. 117-119.

Robert N. Lussier and Matthew C. Sonfield

“Family Business Management Activities, Styles, and Characteristics: A Correlational
Study”

MID-AMERICA JOURNAL OF BUSINESS

2004, Winter Vol: 19 Iss: 1, pp. 47-53.

Kim Cameron, Duane Ireland, Robert Lussier, Randolph New, and Stephen Robbins

“Management Textbooks as Propaganda”

JOURNAL OF MANAGEMENT EDUCATION

2003, December Vol: 27 Iss: 6, pp. 711-729.

Anndra Gumbus and Robert N. Lussier

“Developing and Using a Balanced Scorecard: A Case Study with SWOT Analysis”

CLINICAL LEADERSHIP & MANAGEMENT REVIEW

2003, March/April, Vol: 17 Iss: 2, pp. 69-74.

Anndra Gumbus and Robert N. Lussier

“Career Development: Enhancing Your Networking Skills”

CLINICAL LEADERSHIP & MANAGEMENT REVIEW

2003, January/February, Vol: 17 Iss: 1, pp. 16-20.

Christopher Achua and Robert N. Lussier

“Small-Town Merchants are Not Using the Recommended Strategies to Compete Against National Discount Chains: A Prescriptive vs. Descriptive Study”

JOURNAL OF SMALL BUSINESS STRATEGY

2002, Spring/Summer Vol: 13 Iss: 1, pp. 80-87.

Matthew C. Sonfield, Robert N. Lussier, and Robert J. Barbato

“The Entrepreneurial Aptitude of Prison Inmates and the Potential Benefit of Self-Employment Training Programs”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

2001, Vol: 7 Iss: 2, pp. 85-94.

Robert N. Lussier and Sanja Pfeifer

“A Crossnational Prediction Model for Business Success”

JOURNAL OF SMALL BUSINESS MANAGEMENT

2001, July Vol: 39 Iss: 3, pp. 228-239.

Matthew C. Sonfield, Robert N. Lussier, Joel Corman, and Mary McKinney

“Gender Comparisons in Strategic Decision-Making:
An Empirical Analysis of the Entrepreneurial Strategy Matrix”

JOURNAL OF SMALL BUSINESS MANAGEMENT

2001, April Vol: 39 Iss: 2, pp. 165-173.

Robert N. Lussier, Matthew C. Sonfield, Joel Corman, and Mary McKinney

“Strategies Used by Small Business Entrepreneurs”

MID-AMERICA JOURNAL OF BUSINESS

2001, Spring Vol: 16 Iss: 1, pp. 29-37.

Robert N. Lussier and Sanja Pfeifer

“A Crossnational Prediction Model for Business Success Europe Croatia”

JOURNAL OF COMMON MARKET STUDIES

2001, September Vol: 39 Iss: 3, pp. 228-240.

Robert N. Lussier and Sanja Pfeifer

“Business Success and Failure Comparisons Between the U.S. and East Central Europe Croatia”

ENTREPRENEURSHIP THEORY AND PRACTICE

2000, Summer, Vol: 24, Iss: 4, pp. 59-67.

Matthew C. Sonfield and Robert N. Lussier

“Innovation, Risk, and Entrepreneurial Strategy”

*THE INTERNATIONAL JOURNAL OF ENTREPRENEURSHIP
AND INNOVATION*

2000, June, Vol: 1 Iss: 2, pp. 91-97.

Robert N. Lussier, Kathleen Say, and Joel Corman

“Need Satisfaction of Deaf and Hearing Employees”

MID-ATLANTIC JOURNAL OF BUSINESS

2000, March Vol: 36 Iss: 2, pp. 47-60.

Robert N. Lussier

“The Negotiation Process”

CLINICAL LEADERSHIP & MANAGEMENT REVIEW

2000, March/April, Vol: 14 Iss: 2, pp. 55-59.

Robert N. Lussier, Kathleen Say, and Joel Corman

“Improving Job Satisfaction of Employees Who are Deaf and Hearing”

MID-AMERICAN JOURNAL OF BUSINESS

1999, Spring Vol: 14 Iss: 1, pp. 69-73.

Robert N. Lussier, and William Bailey

“A Comparison of Employment Training by Firm Size and Industry”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

1999, Vol: 5 Iss: 1, pp. 9-20.

Robert N. Lussier, Greg Greenberg, Joel Corman

“Bank Financing Discrimination Against African-American Owned Small Business”

JOURNAL OF BUSINESS & ENTREPRENEURSHIP

1998, March Vol: 10 Iss: 1, pp. 82-93.

Judith Neal and Robert N. Lussier

“Redesigning for Empowerment and Effectiveness: Issues of Implementation and Commitment”

BUSINESS JOURNAL

1998, Fall-Spring Vol: 13 Iss: 1 & 2, pp. 15-24.

Matthew C. Sonfield and Robert N. Lussier

“The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures”

BUSINESS HORIZONS

1997, May/June Vol: 40 Iss: 3, pp. 73-77.

Robert N. Lussier

Predicting Entrepreneurial Success Versus Failure: A Comparison of Multi and Single-Industry Techniques”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

1997, Vol: 2 Iss: 1, pp. 89-101.

Robert N. Lussier and Joel Corman

“Environmental Strategy Formation: Why Businesses Should Take a Proactive Approach”

BUSINESS & PUBLIC AFFAIRS

1997, Fall Vol: 24 Iss: 1, pp. 9-14.

Robert N. Lussier

“Reasons Why Small Businesses Fail: And How to Avoid Failure”

THE ENTREPRENEURIAL EXECUTIVE

1996, Vol: 1 Iss: 2, pp. 10-17.

Joel Corman, Robert N. Lussier, and Kevin Nolan

“Factors that Encourage Entrepreneurial Startups and Existing Firms Expansion: A Longitudinal Study Comparing Recession and Expansion Periods”

ACADEMY OF ENTREPRENEURSHIP JOURNAL

1996, Vol: 1 Iss: 2, pp. 43-55.

Robert N. Lussier

“A Business Success Versus Failure Prediction Model for the Service Industries”

JOURNAL OF BUSINESS AND ENTREPRENEURSHIP

1996, October, Vol: 8 Iss: 2, pp. 23-37.

Robert N. Lussier

“A Startup Business Success Versus Failure Prediction Model for the Retail Industry”

MID-ATLANTIC JOURNAL OF BUSINESS

1996, June Vol: 32 Iss: 2, pp. 79-92.

Robert N. Lussier and Joel Corman

“A Business Success Versus Failure Prediction Model for Entrepreneurs With 0-10 Employees”

JOURNAL OF SMALL BUSINESS STRATEGY

1996, Spring Vol: 7 Iss: 1, pp. 21-35.

Robert N. Lussier

“Reasons Why Businesses Succeed”

VANGUARD: THE CONNECTICUT JOURNAL OF SMALL BUSINESS

1995-96, Fall/Winter Vol: 7, pp. 5-10.

Robert N. Lussier

“Selecting Qualified Candidates Through Effective Interviewing”

CLINICAL LABORATORY MANAGEMENT REVIEW

1995, July/August Vol: 9 Iss: 4, pp. 267-275.

Robert N. Lussier and Joel Corman

“There are Few Differences Between Successful and Failed Businesses”

JOURNAL OF SMALL BUSINESS STRATEGY

1995, Spring Vol: 6 Iss: 1, pp. 21-33.

Robert N. Lussier

“Factors that Encourage Entrepreneurial Start-Ups and Existing Firm Expansion:
Public Policy Implications

JOURNAL OF PRIVATE ENTERPRISE

1995, Spring Vol: X Iss: 2 p. 149.

Robert N. Lussier

“Startup Business Advice from Business Owners to Would-be Entrepreneurs”

SAM ADVANCED MANAGEMENT JOURNAL

1995, Winter Vol: 60 Iss: 1 pp. 10-13.

Robert N. Lussier

“A Nonfinancial Business Success Versus Failure Prediction Model for Young
Firms”

JOURNAL OF SMALL BUSINESS MANAGEMENT

1995, January Vol: 33 Iss: 1, pp. 1; 8-20.

Robert N. Lussier

“Managing Conflict Resolution Models”

CLINICAL LABORATORY MANAGEMENT REVIEW

1995, January/February Vol: 9 Iss: 1, pp. 15-21.

Robert N. Lussier, Robert W. Baeder, and Joel Corman

“Measuring Global Practices: Global Strategic Planning Through Company
Situational Analysis”

BUSINESS HORIZONS

1994, September/October Vol: 37 Iss: 5, pp. 56-63.

Robert N. Lussier, Robert W. Baeder, and Joel Corman

“Strategy for Transforming into a Transnational Company”

BUSINESS JOURNAL

1993, Fall Vol: 9 Iss: 2, pp. 40-45.

Robert N. Lussier

“Improving Performance Through Counseling and Disciplining”

CLINICAL LABORATORY MANAGEMENT REVIEW

1993, March/April Vol: 7 Iss: 2, pp. 121-129.

Joel Corman and Robert N. Lussier

“Small Business Loans: Business and Banking Perspectives”

VANGUARD: THE CONNECTICUT JOURNAL OF SMALL BUSINESS

1992, Vol: 4 Spring/Summer, pp. 23-30.

Robert N. Lussier

“Assigning Tasks Effectively Through the Use of a Model”

CLINICAL LABORATORY MANAGEMENT REVIEW

1992, March/April Vol: 6 Iss: 2, pp. 150-153.

Invited Article, but it was refereed

Joel Corman, Robert N. Lussier, and Robert W. Baeder

"Global Strategies for the Future: Large Versus Small Business”

JOURNAL OF BUSINESS STRATEGIES

1991, Vol: 8 Iss: 2, pp. 86-93.

Joel Corman and Robert N. Lussier

“Reasons Businesses Fail in New England: A Survey Study”

BUSINESS JOURNAL

1991, Vol: 8 Iss: 1, pp. 21-27.

Robert N. Lussier

“Developing Power and Political Skills”

CLINICAL LABORATORY MANAGEMENT REVIEW

1990, November/December Vol: 4 Iss: 6, pp. 409-413.

Editor Selected Articles

Robert N. Lussier and Matthew C. Sonfield

“An Eight-Country Comparative Analysis Of “Micro” Versus “Small” Family Business”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2015, July 28, 2015, Iss: 877, p. 6

Robert N. Lussier

“The Influence of the Entrepreneur’s Education Level on Strategic Decision-Making”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2015, June 9, 2015, Iss: 870, p. 6

Robert N. Lussier

“The Influence of the Entrepreneur’s Education Level on Strategic Decision Making”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2014, August 26, 2014, Iss: 832, p. 4.

Robert N. Lussier and Shaike Marom

“A Business Success vs. Failure Prediction Model for Small Business in Israel?”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2014, July 8, 2014, Iss: 825, p. 4.

Robert N. Lussier and John R. Hendon

“Employment at Will?”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2013, October 22, 2013, Iss: 792-2013, p. 2.

Robert N. Lussier and John R. Hendon

“Why Do We Need to Analyze Jobs?”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2013, July 23, 2013, Iss: 777-2013, p. 2.

Robert N. Lussier and John R. Hendon

“Visions and Missions”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2012, November 27, Iss: 746-2012, pp. 2-3.

Robert N. Lussier and John R. Hendon
“Visions and Missions”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, November 20, Iss: 745-2012, pp. 2-3.

Robert N. Lussier and John R. Hendon
“Compensation in the Global Environment”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, September 25, Iss: 737-2012, p. 2.

Robert N. Lussier and John R. Hendon
“Pricing Merchandise”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, August 14, Iss: 729-2012, pp. 1-2.

Robert Barbato, Robert Lussier, and Matthew Sonfield
“Exploring Ethical Dimensions of Family Businesses in a Transitional Economy”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, July 7, Iss: 725, pp. 1-2.

Robert N. Lussier and John R. Hendon
“Building Effective Work Teams”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, June 12, Iss: 720, pp. 1-2.

Robert N. Lussier and John R. Hendon
“Global Recruiting for Knowledge Workers”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, May 29, Iss: 718, pp. 1-2.

Robert N. Lussier and John R. Hendon
“Should We Recruit for Diversity?”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2012, May 29, Iss: 718, pp. 1-2.

Robert N. Lussier

“Book Review: *The One Minute Entrepreneur* by Ken Blanchard, Don Hutson, and Etham Wills, published by Currency/Doubleday, 2008.”

*INTERNATIONAL JOURNAL FOR RESPONSIBLE EMPLOYMENT
PRACTICES AND PRINCIPLES*

2009, Vol: 1, Iss: 1, pp. 72-75.

Matthew C. Sonfield and Robert N. Lussier

“A Multi-National Examination of Family-Member and Non-Family-Member Managers in Family Business”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2009, March 10, Iss: 558-2009, pp. 1-2.

Robert N. Lussier and Claudia Halabi

“A Three Level Business Performance Model: An Empirical Test In Chile”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2009, March 3, Iss: 557-2009, pp. 1-2.

Matthew C. Sonfield and Robert N. Lussier

“A Multi-National Examination of Family-Member and Non-Family-Member Managers in Family Business”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2009, February 24, Iss: 556-2009, pp. 1-2.

Matthew C. Sonfield and Robert N. Lussier

“First-, Second- and Third-Generation Family Businesses: A Comparison”

Editor Joseph Astrachan, *Family Business*, a volume in

*THE INTERNATIONAL LIBRARY OF CRITICAL WRITINGS ON BUSINESS
AND MANAGEMENT*,

2008 (UK: Edward Elgar Publishing).

Articles republished in this book are "the most frequently cited" and therefore the most influential articles in family business research

Matthew C. Sonfield, Robert N. Lussier, S. Pfeifer, S. Manikutty, L. Maherault, and L. Verdier

“Family Business and the Relationship Between Business Age and Management Activities, Styles, and Practices: A Four-Country Analysis”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2008, November 4, Iss: 544-2008, pp. 1-2.

Sara Khanam, Project Associate, selected the edited book by Pramod Verma, *Management of Succession in Family-Owned Businesses* to be downloaded, which includes two of our articles at

www.books.iupindia.org

Matthew C. Sonfield, Robert N. Lussier, and S. Manifutty

“A Family Business Study in India: Correlations between the Use of Non-Family-Member Managers In Family Firms And Management Activities, Styles And Characteristics”

Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault, and Louis Verdier

“A Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses”

2008, *THE ICAFI UNIVERSITY PRESS*, Hyderabad, India

Robert N. Lussier and Claudia Halabi

“An Analysis of Small Business in Chile: A Correlational Study”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2008, October 28, Iss: 543-2008, pp. 1-2.

Christopher Achua and Robert N. Lussier

“An Exploratory Study of Business Students’ Discretionary Social Responsibility Orientation”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2008, October 14, Iss: 541-2008, pp. 1-2.

Pramod Verma, editor (selected two of our articles to be published in)

MANAGEMENT OF SUCCESSION IN FAMILY-OWNED BUSINESSES

Matthew C. Sonfield, Robert N. Lussier, and S. Manifutty

“A Family Business Study in India: Correlations between the Use of Non-Family-Member Managers In Family Firms And Management Activities, Styles And Characteristics” pp. 101-110.

Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault, and Louis Verdier

“A Cross-National Investigation Of First-Generation And Subsequent-Generation Family Businesses” pp. 128-139.

2007, IBS, *THE ICAFI UNIVERSITY PRESS*, Hyderabad, India

Joel Corman, Robert N. Lussier, and Lori Pennel

“Final Steps in Buying a Business”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2005, January 11, Iss: 354-2005, pp. 2-3.

Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault, and Louis Verdier

“An Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2004, November 2, Iss: 348-2004, pp. 1-2.

Feature Paper. Summary of article with website to read full paper presented at Small Business Institute Conference held February 12-14, 2004 in Clearwater, FL.

Winner of The Distinguished Empirical Paper Award

Kim Cameron, Duane Ireland, Robert Lussier, Randolph New, and Stephen Robbins

Replies to Commentaries on “Management Textbooks as Propaganda”

JOURNAL OF MANAGEMENT EDUCATION

2003, December Vol: 27 Iss: 6, pp. 739-743.

Robert N. Lussier

“Statistically Speaking—Decision Making via Descriptive Statistics

Brown/Herron Publishers

2003, April, 16-page e-doc sold on Amazon.com

Robert N. Lussier

“Testing Statistical Hypotheses for Decision Making—Statistically Speaking

Brown/Herron Publishers

2002, September, 18-page e-doc sold on Amazon.com

Robert N. Lussier

“Basic Descriptive Statistics for Decision Making—Statistically Speaking

Brown/Herron Publishers

2002, August, 17-page e-doc sold on Amazon.com

Robert N. Lussier

“How to Prepare for and Conduct Job Interviews”

Brown/Herron Publishers

2002, June, 11 page e-doc sold on Amazon.com

Robert A. Fiore and Robert N. Lussier

“A Classification System for Entrepreneurship”

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER

WWW.SBAERletter@sbaer.uca.edu

2002, May 14, Iss: 227-2002, pp. 1-2.

Joel Corman and Robert N. Lussier
“Requirements for Success”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2002, January 15, Iss: 210-2002, pp. 2-3.

Joel Corman and Robert N. Lussier
“Setting Objectives as an Entrepreneur”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2001, November 20, Iss: 204-2001, p. 2.

Joel Corman and Robert N. Lussier
“Pricing of Goods and Services”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2001, May 15, Iss: 177-2001, p. 2.

Joel Corman and Robert N. Lussier
“Strategic Objectives”
SMALL BUSINESS ADVANCEMENT NATIONAL CENTER NEWSLETTER
WWW.SBAERletter@sbaer.uca.edu
2001, March 6, Iss: 167-2001, p. 2.

Robert N. Lussier
“Tour of the Management General Website”
WWW.MGENERAL.COM
2000 added June, homepage link to tour in “Contents” and “About”

Matthew Sonfield and Robert N. Lussier
"El arte de emprender o como valorar las alternativas estrategicas nuevo neqocio," in
English, "The art of the takeover, or how to assess alternative small business strategies"
HARVARD DEUSTRO BUSINESS REVIEW
1998, January/February, Iss: 82, pp. 42-46.

This is a previously published article in *Business Horizons* that was translated into Spanish. This is a joint publication by the **Harvard Business School** and the University of Deusto in Spain.

Robert N. Lussier
“A Nonfinancial Business Success versus Failure Prediction Model for Young Firms”
Originally published in the *Journal of Small Business Management* Vol: 33 Iss: 1, 1995
was included as an Annotated Article for Multiple Discriminant Analysis and Logistic
Regression in the textbook by Hair, Anderson, Tatham, and Black
MULTIVARIATE DATA ANALYSIS 5th Ed.
1998, Prentice Hall, pp. 323-324

Robert N. Lussier
“How to Manage Compressed Workweeks”
PERSONNEL JOURNAL
1996, January, p. 110

Invited Article

Sandra Sullivan and Robert N. Lussier
“Flexible Work Arrangements from Policy to Implementation”
SUPERVISION
1995, September Vol: 56 Iss 9. pp. 10-13.

Sandra Sullivan and Robert N. Lussier
“Flexible Work Arrangements as a Management Tool”
SUPERVISION
1995, August Vol: 56 Iss: 8, pp. 14-17.

Robert N. Lussier
“Increasing Performance of Problem Employees”
SUPERVISION
1990, December, pp. 3-4.

Robert N. Lussier
“Should Your Organization Use Flextime?”
SUPERVISION
1990, September, pp. 14-16.

Robert N. Lussier
“Action Steps for Increasing Performance and Productivity”
NBDC REPORT (Nebraska Business Development Center)
1990, September, pp. 3-4.

Robert N. Lussier
“A Discipline Model for Increasing Performance”
SUPERVISORY MANAGEMENT
1990, August, pp. 6-7.

Robert N. Lussier
“Increasing Performance and Productivity”
NBDC REPORT
1990, August, pp. 1-4.

Robert N. Lussier
“Should Your Organization Use Job Sharing?”
SUPERVISION
1990, April, pp. 9-11.

Robert N. Lussier

“16 Guidelines for Effective Discipline”

SUPERVISORY MANAGEMENT

1990, March, p. 10.

Robert N. Lussier

“A Five Step Model for Giving Directions”

SUPERVISORY MANAGEMENT

1990, January, pp. 8-9.

John Doyle, Robert N. Lussier, and Thomas J. Shea

“College Aims at Training Grads in Business Management”

PERSPECTIVE

1979, Holiday Issue, pp. 35-36.

Refereed Proceedings

Prince Gyimah, Kwame Nkrumah, and Robert N. Lussier

“A Business Success versus Failure Prediction Model for Small Businesses in Ghana

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 42, No. 1 <http://www.smallbusinessinstitute.biz/2018-Conference>

2018, February 15-17, Corus Christi, TX, Abstract p. 192.

Robert N. Lussier

“Publish Don’t Perish” (a workshop)

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 41, No. 1 <http://www.smallbusinessinstitute.biz/2017-Conference>

2017, February 15-18, San Diego, CA, pp. 191-192.

Shaikhe Marom and Robert N. Lussier

“Academic Education in Small Business: The Case of the First Program in Israel”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 41, No. 1 Winter Online at <http://www.smallbusinessinstitute.biz>

2017, February 15-18, San Diego, CA, pp. 45-57

Judith Guzman and Robert N. Lussier

“Small Business Owner Entrepreneurial Profile in the Guanajuato State, Mexico”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 41, No. 1 Winter Online at <http://www.smallbusinessinstitute.biz>

2017, February 15-18, San Diego, CA, pp. 45-57

Robert N. Lussier

“Publish Don’t Perish” (a workshop)

NORTHEAST DECISION SCIENCES INSTITUTE (NEDSI) PROCEEDING

Online http://nedsi.org/proc/2017/proceedings_final.pdf

2017, March 22-25, Springfield, MA, pp. 799-800.

Christopher Achua and Robert N. Lussier

“An Examination of the Transition from Informal to Formal Entrepreneur in a Developing Country Context”

Vol. 40, No. 1 Winter Online at <http://www.smallbusinessinstitute.biz>

2016, February 11-13, New Orleans, LA, pp. 58-76

Judith Guzman, Victor Francia, and Robert N. Lussier

“Greenhouses Success Factors in Guanajuato, Mexico”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 39, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2015, February 12-14, St. Pete Beach, FL, pp. 65-70

Christopher Achua and Robert N. Lussier

“Entrepreneurial Drive and the Informal Economy in Cameroon (West Africa): Necessity Versus Opportunity Driven Motive”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 39, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2015, February 12-14, St. Pete Beach, FL, pp. 77-85

Matthew C. Sonfield and Robert N. Lussier

“Firm Size and Entrepreneurial Strategy: A One-Way Anova Analysis”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 39, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2015, February 12-14, St. Pete Beach, FL, pp. 114-121

The following 9 papers were presented and published in the

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

EASTERN CONFERENCE

2014, September 26-27, Rochester, NY

Christopher Achua and Robert N. Lussier

“Entrepreneurial Behavior and the Informal Economy in Developing Nations: A Survey from Cameroon (West Africa)” pp. 1-12

Josiaane Fahed-Sreih, Matthew C. Sonfield, and Robert N. Lussier

“Expanding the Family Business Data Base to Lebanon: A Statistical Analysis of Generational Differences” pp. 13-30

Victor H.R. Francia, Judith Banda Guzmán, and Robert N. Lussier

“Success Factors in Greenhouses: Business in Guanajuato Mexico” pp. 31-44

Robert N. Lussier and Chamara

“Sri Lanka Business Success Versus Failure Prediction” pp. 45-56

Robert N. Lussier and Wander Corner

“United States Business Success Versus Failure Prediction” pp. 57-64

Robert N. Lussier, Robert A. Fiore, R, and Lee W. Lee

“Measuring and Testing Fundamental Attribution Error in Entrepreneurship” pp. 65-82

Robert N. Lussier and Shabir Hyder

“Pakistan Business Success Versus Failure Prediction” pp. 83-96

Robert N. Lussier and Matthew C. Sonfield

“The Relationship Between Firm Size and Entrepreneurial Strategy” pp. 97-112

Michael Rolleri, Abbas Nadim, and Robert N. Lussier

“Keeping Small Businesses Healthy” pp. 113-134

Robert N. Lussier and Shaiké Marom

“A Business Success versus Failure Prediction Model for Israel”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 38, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2014, February 13-15, Las Vega, NV, pp. 45-61

Robert N. Lussier and Matthew C. Sonfield

“The Influence of the Entrepreneur’s Education Level on Strategic Decision Making”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 38, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2014, February 13-15, Las Vega, NV, pp. 62-70

Best Paper Award Winner

Shaiké Marom and Robert N. Lussier

“Israel Business Success versus Failure Prediction”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

EASTERN CONFERENCE

2013, September 27-28, Washington, DC, pp. 53-63

Matthew C. Sonfield and Robert N. Lussier

“Does Formal Education Make a Difference in Entrepreneurship?”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

EASTERN CONFERENCE

2013, September 27-28, Washington, DC, pp. 87-96

Robert N. Lussier and Matthew C. Sonfield

“South American Family Businesses: A Gender-Based Analysis”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 37, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2013, February 14-16, St. Pete Beach, FL

Matthew C. Sonfield and Robert N. Lussier

“Family Business in South America: A Generational Comparison”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 37, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2013, February 14-16, St. Pete Beach, FL

Robert A. Fiore and Robert N. Lussier

“Testing for Attribution Error in Entrepreneurship”

PROCEEDING OF THE ACADEMIC AND BUSINESS RESEARCH

INSTITUTE (AABRI) INTERNATIONAL CONFERENCE

2013, January 3-5, Orlando, FL, paper OC13052.

- Robert N. Lussier, Matthew C. Sonfield, and Nina Radojevich-Kelly
“Family Business Generational Comparison—Data Base Peru”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2012, September 28-29, New York, NY, pp. 86-102.
- Matthew C. Sonfield, Robert N. Lussier, and Nina Radojevich-Kelly
“A Gender Comparison in Peruvian Family Businesses”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2012, September 28-29, New York, NY, pp. 131-144.
- Robert N. Lussier and Matthew C. Sonfield
“An Eight-Country Comparative Analysis: Micro versus Small Businesses”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 36, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2012, February 16-18, San Antonio, TX
- Robert N. Lussier and Claudia Halabi
“A Model for Predicting Small Firm Performance:
Increasing the Probability of Entrepreneurial Success”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 36, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2012, February 16-18, San Antonio, TX
- Robert Barbato, Robert N. Lussier, and Matthew C. Sonfield
“Exploring Ethical Dimensions of Family Businesses in a Transitional Economy”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 36, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2012, February 16-18, San Antonio, TX
- Robert N. Lussier and Michel Katombe
“Small Firm Performance in Botswana”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 99-108.
- Robert N. Lussier, Matthew C. Sonfield, and Nina Radojevich-Kelly
“First Versus Subsequent Generation Family Business in Serbia: A Comparison Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 109-126.

- Robert Barbato, Robert N. Lussier, and Matthew C. Sonfield
“An Analysis of Ethical Attitudes of Family Business Owners in a Transitional Economy:
Case of Kosovo”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 12-22.
- Claudia Halabi and Robert N. Lussier
“A Model for Predicting Small Firm Success in Chile”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 75-84.
- Nina Radojevich-Kelly, Robert N. Lussier, and Matthew C. Sonfield
“The Impact of Ownership Form in Serbia Family Businesses”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 137-149.
- Matthew C. Sonfield and Robert N. Lussier
“Micro Versus Small Family Business: C Comparative Analysis”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2011 September 30-October 1, Springfield, MA, pp. 160-174.
- Matthew C. Sonfield and Robert N. Lussier
“Antecedents of Family Business Succession Planning”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 35, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2011, February 16-19, Bonita Springs, FL, pp. 14-22.
- Robert N. Lussier, Matthew C. Sonfield, Silfia Ines Monserrat, and Claudia D’Annunzio
“Generational Stages in Family Firms in Argentina”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2010, October 1-3, Pittsburgh PA, pp. 1-16.
- Matthew C. Sonfield, Robert N. Lussier, and Robert J. Barbato
“Micro” Versus “Small” Family Businesses: An Investigation of Kosovo Firms
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2010, October 1-3, Pittsburgh PA, pp. 17-30.

Matthew C. Sonfield and Robert N. Lussier,

“Precursor Variables Relating to Family Business Succession Planning:
Analyzing a Large Multinational Sample”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2010, October 1-3, Pittsburgh PA, pp. 89-104.

Robert N. Lussier and Matthew C. Sonfield,

“International Family Businesses Succession Planning”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2010, October 1-3, Pittsburgh PA, pp. 105-115.

Robert N. Lussier, Matthew C. Sonfield and Robert Barbato

“Family-Member and Non-Family-Member Managers in Family Firms:
Adding a Seventh Country to the International Database—Kosovo”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 34, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2010, February 18-20, Albuquerque, NM, pp. 64-76.

Robert N. Lussier, Matthew C. Sonfield and Robert Barbato

“Generational Stages in Family Firms: Expanding the Database—Kosovo”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

Vol. 34, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>

2010, February 18-20, Albuquerque, NM, pp. 77-89.

Robert N. Lussier, Matthew C. Sonfield, Robert Barbato

“A Multi-National Examination Of Family-Member And Non-Family-Member Managers
In Family Businesses”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2009, September 25-26, New York City, pp. 1-14.

Matthew McLeish and Robert N. Lussier

“Correlating Personality Testing and Job Performance “

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2009, September 25-26, New York City, pp. 28-33.

Robert N. Lussier and Matthew C. Sonfield

“The Relationship Between Years in Venture And Entrepreneurial Strategy”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2009, September 25-26, New York City, pp. 50-57.

- Robert Barbato, Matthew C. Sonfield, Robert N. Lussier, and Mentor Mehmeti
“Family Business Generational Stages: Expanding the Data Base to Kosovo”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2009, September 25-26, New York City, pp. 78-90.
- Matthew C. Sonfield and Robert N. Lussier
“The Relationship Between Years in Business and Entrepreneurial Strategy”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2009, September 25-26, New York City, pp. 116-123.
- Matthew C. Sonfield and Robert N. Lussier
“A Multi-National Examination of Family-Member and Non-Family-Member Managers
in Family Business”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 33, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2009, February 12-14, St. Petersburg, FL, pp. 23-37.
- Robert N. Lussier and Claudia Halabi
“A Three Level Business Performance Model: An Empirical Test in Chile”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 33, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2009, February 12-14, St. Petersburg, FL, pp. 38-54.
- Matthew C. Sonfield and Robert N. Lussier
“Family Business Generational Stages: A Multi-National Analysis”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
Vol. 33, No. 1 Winter CD and Online at <http://www.smallbusinessinstitute.biz>*
2009, February 12-14, St. Petersburg, FL, pp. 143-160.
- Robert N. Lussier, Matthew C. Sonfield, and Mamdouh Farid
“Correlations Between the Use of Non-Family Member Managers in Family Businesses
and Management Activities, Styles and Characteristics: An Egypt Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2008, September 19-20, Waterville Valley, NH, pp. 10-19.
- Robert N. Lussier, Matthew C. Sonfield, Mohsen Bagnied
“First-Generation and Subsequent-Generation Family Businesses in Kuwait: An ANOVA
Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2008, September 19-20, Waterville Valley, NH, pp. 20-27.

Matthew C. Sonfield, Robert N. Lussier, and Mamdouh Farid
“An Investigation of First-Generation and Subsequent-Generation Family Businesses
in Egypt”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2008, September 19-20, Waterville Valley, NH, pp. 28-35.

Matthew C. Sonfield, Robert N. Lussier, Mamdouh Farid, and Mohsen Bagnied
“The Use of Non-Family-Member Managers in Family Businesses and Management
Activities, Styles and Characteristics: An Empirical Kuwait Study”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2008, September 19-20, Waterville Valley, NH, pp. 50-59.

Robert N. Lussier and Claudia E. Halabi

“A Correlational Study of Small Businesses in Chile”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2008, September 19-20, Waterville Valley, NH, pp. 60-81.

Christopher Achua and Robert N. Lussier

“An Exploratory Study of Business Students’ Discretionary Social Responsibility
Orientation”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
INTERNATIONAL CONFERENCE*

2008, Volume 35, February 14-16, San Diego, CA, pp. 18-25, CD.

Awarded Runner-up for Outstanding Paper

Robert Fiore and Robert N. Lussier

“Measuring Wealth Generation In Early-Stage Entrepreneurial Organizations:
An Alternative to the Capital Asset Pricing Model”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
INTERNATIONAL CONFERENCE*

2008, Volume 35, February 14-16, San Diego, CA, pp. 122-136, CD.

Robert N. Lussier and Claudia Halabi

“An Analysis of Small Business in Chile: A Correlational Study”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
INTERNATIONAL CONFERENCE*

2008, Volume 35, February 14-16, San Diego, CA, pp. 137-147. CD.

Matthew C. Sonfield, Robert N. Lussier, S. Pfeifer, S. Manikutty, L. Maherault, and L. Verdier
“Family Business and the Relationship Between Business Age and Management
Activities, Styles, and Practices: A Four-Country Analysis”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
INTERNATIONAL CONFERENCE*

2008, Volume 35, February 14-16, San Diego, CA, pp. 201-212, CD.

Robert N. Lussier, Matthew C. Sonfield, and Sanja Pfeifer
“Croatian Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2007, September 28-29, Newport News, VA, CD.

Matthew C. Sonfield and Robert N. Lussier
“American Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2007, September 28-29, Newport News, VA, CD.

Christopher Achua and Robert N. Lussier
“An Examination of Business Students Discretionary Social Responsibility Orientation”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2007, September 28-29, Newport News, VA, CD.

Robert N. Lussier, Matthew C. Sonfield, Loïc Maherault, and Louis Verdier
“French Family Businesses: The Relationship Between Business Age And Management Activities, Styles and Practices”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2007, September 28-29, Newport News, VA, CD.

Matthew C. Sonfield, Robert N. Lussier, and S. Manikutty
“Indian Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2007, September 28-29, Newport News, VA, CD.

Robert N. Lussier, Matthew C. Sonfield, S. Manikutty
"A Correlational Analysis of the Influence of Family Business Founders in India
*PROCEEDINGS OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2007 May 18-19, UConn, Stamford, CT, pp. 80-82.

Robert N. Lussier, Matthew C. Sonfield, S. Pfeifer, S. Manikutty, L. Maherault, and L. Verdier
“Founder Influence in Family Businesses: A Multinational Correlational Analysis”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*

Abstract in the Program p. 154, and CD ROM Proceedings

2007, January 11-14, Lake Buena Vista, FL

Robert N. Lussier, Matthew C. Sonfield, and Sanja Pfeifer

“Founder Influence in Family Businesses in Croatia: A Correlational Study”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

MID-YEAR MEETING

2006, October 12-15, Louisville, Kentucky, pp. 47-57.

Robert N. Lussier, Matthew C. Sonfield, Loïc Maherault, and Louis Verdier

“Founder Influence in Family Businesses in France: A Correlational Study”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

MID-YEAR MEETING

2006, October 12-15, Louisville, Kentucky, pp. 58-68.

Matthew C. Sonfield, Robert N. Lussier, and S. Manikutty

“A Correlational Study of Family Businesses Founder Influence in India”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

MID-YEAR MEETING

2006, October 12-15, Louisville, Kentucky, pp. 69-79.

Matthew C. Sonfield and Robert N. Lussier

“Founder Influence in Family Businesses in the USA: A Correlational Study”

PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)

MID-YEAR MEETING

2006, October 12-15, Louisville, Kentucky, pp. 80-89.

Matthew C. Sonfield and Robert N. Lussier

“Family-Member and Non-Family-Member Managers in Family Businesses:
Multinational Analysis of Management Activities, Styles and Characteristics”

PROCEEDINGS OF THE 43RD EASTERN ACADEMY OF

MANAGEMENT (EAM) CONFERENCE

2006, May 10-13, Saratoga Springs, NY, p. 23.

Robert A. Fiore and Robert N. Lussier

“The Development and Statistical Testing of a Nascent Organization Structure Sequence
Model”

PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL

BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS

INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)

Abstract in the Program p. 111, full 8-page paper on CD ROM Proceedings

2006, January 12-15, Tucson, AZ

Winner of the Coleman Foundation Best Empirical Paper Award

Robert N. Lussier

“Publish Don’t Perish Workshop: 50 Tips that Improve Your Ability to get Published”
*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*
Abstract in the Program p. 233, and CD ROM Proceedings
2006, January 12-15, Tucson, AZ

Matthew C. Sonfield, Robert N. Lussier, Loïc Maherault, and Louis Verdier

“The Use of Non-Family-Member Managers in Family Firms and Management
Activities, Styles and Characteristics: A Correlational Analysis of French Companies
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2005, September 16-17, Pittsburgh, PA, pp. 1-7.

Robert N. Lussier and Matthew C. Sonfield

“Correlations between the Use of Non-Family-Member Managers in Family
Businesses and Management Activities, Styles and Characteristics: A USA Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2005, September 16-17, Pittsburgh, PA, pp. 29-35.

Robert N. Lussier, Matthew C. Sonfield, and Sanja Pfeifer

“Relationships Between the Use of Non-Family-Member Managers in Family Firms and
Management Activities, Styles and Characteristics: A Croatia Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2005, September 16-17, Pittsburgh, PA, pp. 45-51.

Robert A. Fiore and Robert N. Lussier

“In Search of a Nascent Organization Structure Sequence Model”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2005, September 16-17, Pittsburgh, PA, pp. 59-67.

Matthew C. Sonfield, Robert N. Lussier, and S. Manifutty

“A Family Business Study in India: Correlations between the Use of Non-Family-
Member Managers in Family Firms and Management Activities, Styles and
Characteristics
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2005, September 16-17, Pittsburgh, PA, pp. 74-80.

Christopher F. Achua and Robert N. Lussier

“The Rise of Black Hip-Hop Artist and Athlete Entrepreneurs: The Power of Celebrity or Entrepreneurial Talent?”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2005, September 16-17, Pittsburgh, PA, pp. 96-99.

Sanja Pfeifer, Matthew C. Sonfield, Robert N. Lussier

“Family Business Transitions—Empirical Evidence on Succession to Subsequent Generations in Croatian Family Enterprises,”

*PROCEEDINGS OF THE SIXTH INTERNATIONAL CONFERENCE
ON ENTERPRISE IN TRANSITION*

2005, May 26-28, Split, Croatia, Abstract pp. 195-197, full paper on CD ROM Proceedings

Robert N. Lussier, Matthew C. Sonfield, S. Manikutty, Loic Maherault, and Louis Verdier

“The Influence of Family Business Size on Management Activities, Styles and Characteristics: A United States and France Comparison”

*PROCEEDINGS OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2005, May 23, New Haven, pp. 67-69.

Robert N. Lussier

“Anger and Workplace Violence: Preventive Strategies”

*PROCEEDINGS OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2005, May 23, New Haven, pp. 49-51.

Robert N. Lussier, Matthew C. Sonfield, Sandj Pfeifer, S. Manikutty, Loic Maherault, and Louis Verdier

“The Influence of Family Business Size on Management Activities, Styles and Characteristics: An International Analysis”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*

Abstract in the Program p. 143, paper on CD ROM Proceedings.

2005, January 13-16, Indian Wells, CA

Christopher F. Achua and Robert N. Lussier

“A Comparison of Student Business Plans with Actual Entrepreneurial New Ventures”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*

Abstract in the Program p. 103, paper on CD ROM Proceedings.

2005, January 13-16, Indian Wells, CA

Robert N. Lussier and Matthew C. Sonfield

“First-Generation, Second-Generation and Third-Generation Family Business:
A MANOVA Comparison”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*

Abstract in the Program p. 144, paper on CD ROM Proceedings.
2005, January 13-16, Indian Wells, CA

Robert N. Lussier

“Publish Don’t Perish Workshop: 50 Tips that Improve Your Ability to get Published”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION CONFERENCE (USASBE/SBI)*

Abstract in the Program p. 233
2005, January 13-16, Indian Wells, CA

Robert N. Lussier, Matthew C. Sonfield, and Sandj Pfeifer

“A Croatian Study of Influence of Family Business Size on Management Activities,
Styles and Characteristics”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2004, September 17-18, New York, NY, pp. 8-14.

Robert N. Lussier, Matthew C. Sonfield, and S. Manikutty

“An Indian Study of Influence of Family Business Size on Management Activities,
Styles and Characteristics”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2004, September 17-18, New York, NY, pp. 15-21.

Robert N. Lussier and Matthew C. Sonfield

“The Influence of Family Business Size on Management Activities,
Styles and Characteristics: A United States Study”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2004, September 17-18, New York, NY, pp. 22-27.

Robert N. Lussier and Matthew C. Sonfield

“A MANOVA Family Firm Generation Comparison”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2004, September 17-18, New York, NY, pp. 97-101.

Matthew C. Sonfield, Robert N. Lussier, Loic Maherault, and Louis Verdier
“The Influence of Family Business Size on Management Activities,
Styles and Characteristics: A French Study”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
2004, September 17-18, New York, NY, pp. 28-34.

Kevin McCarthy and Robert N. Lussier
“Marketing Survey Research for a Church”
*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*
2004, May 14-15, New Haven, CT, pp. 199-201.

Robert N. Lussier, Matthew C. Sonfield, and S. Manikutty
“A Family Business ANOVA Comparison of the United States and India”
*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*
2004, May 14-15, New Haven, CT, pp. 63-66.

Robert N. Lussier and Matthew C. Sonfield
Family Business Characteristics and Management Practices: An Analysis of Covariance
*PROCEEDINGS OF THE 28th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
2004, February 12-14, Clearwater Beach, FL, pp. 85-94.

Robert N. Lussier and Matthew C. Sonfield
“Family Business Management Activities, Styles and Characteristics:
A Factory Analysis Study”
*PROCEEDINGS OF THE 28th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
2004, February 12-14, Clearwater Beach, FL, pp. 100-108.

Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault, and
Louis Verdier
“A Cross-National Investigation Of First-Generation And Subsequent-Generation Family
Businesses”
*PROCEEDINGS OF THE 28th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
2004, February 12-14, Clearwater Beach, FL, pp. 109-116.

Winner of the Distinguished Empirical Paper Award

Robert N. Lussier and Joel Corman
“Publish Don’t Perish: 47 Tips That Improve Your Ability to Get Published”
*PROCEEDINGS OF THE 28th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
2004, February 12-14, Clearwater Beach, FL, pp. 224-227.

Robert N. Lussier and Matthew C. Sonfield

Family Business Management Practices: An ANCOVA Study

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2003, September 12-13, New Haven, CT, pp. 13-18.

Robert N. Lussier and Matthew C. Sonfield

“Family Business Management: A Factory Analysis Study”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2003, September 12-13, New Haven, CT, pp. 24-31.

Matthew C. Sonfield, Robert N. Lussier, Loïc Maherault, and Louis Verdier

“An Investigation of First-Generation and Subsequent-Generation Family Businesses in France”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2003, September 12-13, New Haven, CT, pp. 1-8.

Matthew C. Sonfield, Robert N. Lussier, and S. Manikutty

“An Investigation of First-Generation and Subsequent-Generation Family Firms in India”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2003, September 12-13, New Haven, CT, pp. 38-45.

Matthew C. Sonfield, Robert N. Lussier, and Sanja Pfeifer

“An Investigation of First-Generation and Subsequent-Generation Family Firms in The Republic of Croatia”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2003, September 12-13, New Haven, CT, pp. 57-64.

Robert N. Lussier

“Is Your Behavior Ethical?”

*PROCEEDING OF THE ORGANIZATIONAL BEHAVIOR TEACHING
(OBTC) CONFERENCE (CD)*

2003, June 11-14, Springfield, MA

Robert N. Lussier and Andra Gumbus

“Small and Medium Sized Enterprise Use of a Balanced Scorecard: A Case Study”

*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2003, May 29-30, New Haven, pp. 106-108.

Robert N. Lussier and Matthew C. Sonfield

“Family Business Management Gender Comparisons”

*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2003, May 29-30, New Haven, pp. 128-130.

Andra Gumbus and Robert N. Lussier

“Entrepreneurs Using a Balanced Scorecard to Translate Strategy into Objectives and Measures”

*PROCEEDINGS OF THE 27th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2003, February 13-15, New Orleans, pp. 14-19.

Robert N. Lussier and Matthew C. Sonfield

“Family Firm Management Activities, Styles and Characteristics: A Correlational Study”

*PROCEEDINGS OF THE 27th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2003, February 13-15, New Orleans, pp. 151-161.

Matthew C. Sonfield and Robert N. Lussier

“Family Firm Ownership and Management: A Gender Comparison”

*PROCEEDINGS OF THE 27th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2003, February 13-15, New Orleans, pp. 162-175.

Andra Gumbus and Robert N. Lussier

“How an Entrepreneur Uses a Balanced Scorecard to Achieve Breakthrough Results”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN REGION CONFERENCE*

2002, September 27-28, Millersville, PA, pp. 12-17.

Robert N. Lussier and Matthew C. Sonfield

“A Study of Small Family Business Variables”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2002, September 27-28, Millersville, PA, pp. 18-28.

Matthew C. Sonfield and Robert N. Lussier

“A Gender-Based Comparison of Family Business”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2002, September 27-28, Millersville, PA, pp. 29-43.

Robert N. Lussier

“Finance Industry Success and Failure”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2002, September 27-28, Millersville, PA, pp. 49-54.

Robert N. Lussier and Matthew C. Sonfield

“Comparing First, Second and Third-Generation Family Firms”

*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2002, May 30-31, New Haven, pp. 71-73.

Robert N. Lussier

“Success and Failure in Real Estate and Insurance Agencies”

*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2002, May 30-31, New Haven, pp. 110-112.

Robert N. Lussier

“Offering Your Degree Programs Abroad”

*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

2002, May 30-31, New Haven, pp. 29-31.

Robert N. Lussier and Joel Corman

“Publishing Tips”

*PROCEEDINGS OF THE 26th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2002, February 7-9, San Diego, p. 206.

Matthew C. Sonfield and Robert N. Lussier

“First-Generation and Subsequent-Generation Family Firms: A Comparison”

*PROCEEDINGS OF THE 26th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2002, February 7-9, San Diego, pp. 153-161.

Robert A. Fiore and Robert N. Lussier

“A Classification System for Entrepreneurship”

*PROCEEDINGS OF THE 26th NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

2002, February 7-9, San Diego, pp. 59-64.

Christopher F. Achua, Frank Frey, and Robert N. Lussier

“An Examination of the SBI Director-to Small Business Owner Relationship Using the Elaboration Likelihood Model of Persuasion”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2001, September 28-29, New York, p. 72.

Robert N. Lussier and Joel Corman

“Publishing Tips”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2001, September 28-29, New York, pp. 73-79.

Matthew C. Sonfield and Robert N. Lussier

“First Generation and Multi-Generation Family Firms: Existing Theory and Some Hypotheses”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2001, September 28-29, New York, pp. 45-53.

Christopher F. Achua and Robert N. Lussier

“Small-Town Merchants Are Not Using the Recommended Strategies to Compete Against National Discount Chains: A Prescriptive vs. Descriptive Study”

*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE ASSOCIATION (USASBE/SBI).*

Abstract, full paper on CD ROM Proceedings.

2001, February 7-10, Orlando, p. 71.

Robert N. Lussier and Sanja Pfeifer

“Business Success Versus Failure Variables in the U.S. and Central Eastern Europe”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2000, September 22-23, Boston, pp. 4-11.

Christopher F. Achua and Robert N. Lussier

“Small-Town Merchants Against National Discount Chains: Strategies for Success”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2000, September 22-23, Boston, pp. 44-52.

Robert N. Lussier and Joel Corman

“Publish Don’t Perish”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

2000, September 22-23, Boston, pp. 60-63

Robert N. Lussier and Matthew C Sonfield

“The Entrepreneurial Strategy Matrix: Further Empirical Analysis of Validity”
*PROCEEDING OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*
2000, April 28-29, New Haven, pp. 154-156.

Robert N. Lussier and Joel Corman

“Understanding Which Statistical Test to Use: A Decision Tree”
*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE NATIONAL CONFERENCE (USASBE/SBI)*
2000, February 16-20, San Antonio, p. 265.

Robert N. Lussier and Joel Corman

“Tips on Getting Published”
*PROCEEDING OF THE UNITED STATES ASSOCIATION OF SMALL
BUSINESS AND ENTREPRENEURSHIP AND SMALL BUSINESS
INSTITUTE NATIONAL CONFERENCE (USASBE/SBI)*
2000, February 16-20, San Antonio, p. 266.

Robert N. Lussier, Matthew C Sonfield, Joel Corman, Mary T. McKinney

“The Nature of Entrepreneurial Strategy: An Empirical Analysis?
Retesting the Entrepreneurial Strategic Matrix”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1999, September 24-25, Williamsburg, pp. 20-29.

Matthew C. Sonfield, Robert N. Lussier, and Robert J. Barbato

“New Directions in the Analysis of Prison inmates’ Entrepreneurial Aptitude”
*PROCEEDINGS OF THE 23RD NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1999, February 10-13, San Francisco, pp. 22-27.

Christopher F. Achua and Robert N. Lussier

“A Nonmarket Institution Creates the Opportunity for Small Business Financing”
*PROCEEDINGS OF THE 23RD NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1999, February 10-13, San Francisco, pp. 114-121.

Robert N. Lussier and William Bailey

“A Comparison of Employment Training by Firm Size and Industry”
*PROCEEDINGS OF THE 23RD NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1999, February 10-13, San Francisco, pp. 150-155.

- Matthew C Sonfield, Robert N. Lussier, and Joel Corman
“Gender Differences in Strategic Decision-Making: An Empirical Study of the Entrepreneurial Strategic Matrix”
PROCEEDINGS OF THE 23RD NATIONAL SMALL BUSINESS INSTITUTE (SBI) CONFERENCE
1999, February 10-13, San Francisco, pp. 203-209.
- Robert N. Lussier, Joel Corman, Frederick D. Greene, Mary T. McKinney, J. Douglas Frazer and Matthew C Sonfield
“Retesting the Entrepreneurial Strategic Matrix”
PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI) EASTERN CONFERENCE
1998, September 25-26, New York, pp. 35-39.
- Robert N. Lussier and William Bailey
“Training Comparison by Firm Size and Industry”
PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI) EASTERN CONFERENCE
1998, September 25-26, New York, pp. 1-10.
- Robert N. Lussier, Matthew C Sonfield, Mary T. McKinney, Joel Corman, Frederick D. Greene, and J. Douglas Frazer
“The Entrepreneurial Strategic Matrix: Gender Differences”
PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI) EASTERN CONFERENCE
1998, September 25-26, New York, pp. 40-44.
- Judith Neal and Robert N. Lussier
“An Evaluation of Skills Development in Traditional Management Textbooks”
PROCEEDINGS OF THE 35TH EASTERN ACADEMY OF MANAGEMENT (EAM) CONFERENCE
1998, May 14-17, Springfield, p. 8.
- Robert N. Lussier, Kathleen Say, and Joel Corman
“ERG Needs Satisfaction of Employees Who are Deaf and Hearing”
PROCEEDINGS OF THE 35TH EASTERN ACADEMY OF MANAGEMENT (EAM) CONFERENCE
1998, May 14-17, Springfield, pp. 144-147.
- Robert N. Lussier and Sanja Pfeifer (Croatia)
“In Search of a Global Business Success vs. Failure Prediction Model”
PROCEEDINGS OF THE 35TH EASTERN ACADEMY OF MANAGEMENT (EAM) CONFERENCE
1998, May 14-17, Springfield, pp. 165-168.

Robert N. Lussier

“Understanding Which Statistical Test to Use: A Decision Tree”

*PROCEEDINGS OF THE 35TH EASTERN ACADEMY OF
MANAGEMENT (EAM) CONFERENCE*

1998, May 14-17, Springfield, p. 279.

Robert N. Lussier, Matthew C. Sonfield, Douglas Frazer, Frederick D. Greene, and Joel Corman
“The Entrepreneurial Strategic Matrix: and Venture Performance An Empirical
Analysis”

*PROCEEDINGS OF THE 22ND NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1998, February 4-7, Santa Fe, pp. 49-53.

Robert N. Lussier, Gregory M. Greenberg, and Joel Corman

“Bank Financing Discrimination Against African-American Owned Small Business”

*PROCEEDINGS OF THE 22ND NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1998, February 4-7, Santa Fe, pp. 165-170.

Robert N. Lussier

“Tips on Getting Published”

*PROCEEDINGS OF THE 22ND NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1998, February 4-7, Santa Fe, p. 220.

Robert N. Lussier, Joel Corman, J. Douglas Frazer, Matthew C Sonfield, Frederick D. Greene,
and Mary T. McKinney

“The Entrepreneurial Strategic Matrix: An Empirical Analysis of its Predictive Power”

*PROCEEDINGS OF THE NEW ENGLAND BUSINESS ADMINISTRATION
ASSOCIATION INTERNATIONAL CONFERENCE (NEBAA)*

1997, November 14-15, New Haven, pp. 232-234.

Robert N. Lussier, Joel Corman, J. Douglas Frazer, Matthew C Sonfield, Frederick D. Greene,
and Mary T. McKinney

“Predictability of the Entrepreneurial Strategic Matrix”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

1997, September 26-27, Boston, pp. 1-6.

Robert N. Lussier, Gregory M. Greenberg, and Joel Corman

“Small Business Minority Bank Financing Discrimination”

*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

1997, September 26-27, Boston, pp. 20-30.

Matthew C. Sonfield, Robert N. Lussier, and Joel Corman
“Can Small Business Owners Utilize Strategic Models?”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1997, September 26-27, Boston, pp. 45-50.

Robert N. Lussier, Matthew C. Sonfield, J. Douglas Frazer, Frederick D. Greene, Joel Corman,
and Mary T. McKinney
“Venture Performance and the Entrepreneurial Strategy Matrix”
*PROCEEDING OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1997, September 26-27, Boston, pp. 1-6.

Sanja Pfeifer and Robert N. Lussier
“Sustainability of Entrepreneurial Behavior: Implications for Management Concepts in
Transitional Economies”
*PROCEEDINGS OF THE INTERNATIONAL CONFERENCE ON
ENTERPRISE IN TRANSITION*
1997, May 22-24, Split-Brela, Croatia, pp. 186-192.

Matthew C. Sonfield, Robert N. Lussier, Frederick Greene, Joel Corman, and J. Douglas Frazer
“The Entrepreneurial Strategy Matrix”
*PROCEEDINGS OF THE 21ST NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1997, February 5-8, pp. 85-96.

Matthew Sonfield, Robert N. Lussier, Frederick Greene, Joel Corman, J. Douglas Frazer
“A Typology of New Ventures: A Strategic Model for Entrepreneurs”
*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1996, September 27-28, Philadelphia, pp. 26-37.

Robert N. Lussier and Joel Corman
“A Business Success Versus Failure Prediction Model for Entrepreneurs With
0-10 Employees”
*PROCEEDINGS OF THE 20TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1996, February 8-10, San Diego, pp. 15-20.

Winner of the Distinguished Paper Award 2nd Runner Up

Robert N. Lussier and Joel Corman
“Publish Don’t Perish: Statistics Made Easy: A Decision Tree”
*PROCEEDINGS OF THE 20TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1996, February 8-10, San Diego, p. 191.

Joel Corman, Robert N. Lussier, and Kevin Nolan

“Factors that Encourage Entrepreneurial Start-up and Existing Firm Expansion:
A Longitudinal Study Comparing Recession and Expansion Periods”

FRONTIERS OF ENTREPRENEURSHIP RESEARCH 1995

1995, Babson College, pp. 71-72.

Robert N. Lussier, David Morris, and Louis Mottola

“A Startup Business Success Versus Failure Prediction Model for the Construction
Industry”

*THE U.S. & EMERGING ECONOMIES, PROCEEDINGS OF THE
INTERNATIONAL CONFERENCE OF THE NEW ENGLAND BUSINESS
ADMINISTRATION ASSOCIATION (NEBAA)*

1995, October 20-21, New Haven, pp. 138-140.

Robert N. Lussier and Joel Corman

“Environmental Strategy Formulation: Why Firms Should Take a Proactive
Approach?”

*THE U.S. & EMERGING ECONOMIES, PROCEEDINGS OF THE
INTERNATIONAL CONFERENCE OF THE NEW ENGLAND BUSINESS
ADMINISTRATION ASSOCIATION (NEBAA)*

1995, October 20-21, New Haven, pp. 133-135.

Judith Neal and Robert N. Lussier

“Re-engineering: Issues of Implementation and Commitment”

*THE U.S. & EMERGING ECONOMIES, PROCEEDINGS OF THE
INTERNATIONAL CONFERENCE OF THE NEW ENGLAND BUSINESS
ADMINISTRATION ASSOCIATION (NEBAA)*

1995, October 20-21, New Haven, pp. 102-104.

Robert N. Lussier and Joel Corman

“Reasons Businesses Fail and Succeed”

*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

1995, September 22-23, New York, pp. 13-23.

Joel Corman, Robert N. Lussier, and Kevin Nolan

“Factors that Encourage Business Start-up and Existing Firm Expansion:
A Longitudinal Study Comparing Recession and Expansion Periods”

*BABSON COLLEGE KAUFMAN FOUNDATION ENTREPRENEURSHIP
RESEARCH CONFERENCE CO-SPONSORED BY LONDON BUSINESS
SCHOOL*

1995, April 9-13, London, pp. 62-63.

Robert N. Lussier and Joel Corman

“There are Few Differences Between Successful and Failed Businesses”

*PROCEEDINGS OF THE 19TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1995, February 8-11, Nashville, pp. 1-31.

Winner of the Distinguished Paper Award

Robert N. Lussier and Joel Corman

“Testing Research Hypotheses: A Decision Tree for Selecting the Appropriate
Statistical Test”

*PROCEEDINGS OF THE 19TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1995, February 8-11, Nashville, p. 231.

Robert N. Lussier and Joel Corman

"Differences Between Successful and Failed Businesses"

*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

1994, September 23-24, Boston, pp. 13-23.

Robert N. Lussier and Joel Corman

“A Business Success Versus Failure Prediction Model for the Manufacturing Industry”

*PROCEEDINGS OF THE 18TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1994, February 3-5, San Antonio, pp. 311-318.

Robert N. Lussier and Joel Corman

“Publish Don't Perish: How to Take the Study from Problem Statement to Interpreting
Statistical Printouts: Statistics Made Easy”

*PROCEEDINGS OF THE 18TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*

1994, February 3-5, San Antonio, p. 399.

Robert N. Lussier and Joel Corman

"Business Education Should Adapt a Unified Thought Process"

*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

1993, September 10-11, Pittsburgh, pp. 7-26.

Robert N. Lussier and Peter VanParys

"Marketing Education Should Adopt a Unified Thought Process"

*NEW PERSPECTIVES ON BUSINESS, PROCEEDINGS OF THE
INTERNATIONAL CONFERENCE OF THE NEW ENGLAND BUSINESS
ADMINISTRATION ASSOCIATION (NEBAA)*

1993, April 23-24, New Haven, pp. 103-104.

Robert N. Lussier and Joel Corman
"Before Starting a Business Consider Reasons Businesses Fail and
How to Avoid Failure"
*PROCEEDINGS OF THE 17TH NATIONAL SMALL BUSINESS INSTITUTE
(SBI) CONFERENCE*
1993, February 4-7, San Diego, pp. 229-234.

Robert N. Lussier and Joel Corman
"Business Failures in Connecticut"
*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1992, September 18-19, New York, pp. 7-26.

Joel Corman and Robert N. Lussier
"The Need for Increased Entrepreneurial Study in the MBA Curriculum"
*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1991, September 20-21, Boston, pp. 36-42.

Joel Corman, Robert N. Lussier, and Paula Silva
"Characteristics of High Technology Industry Failure"
*PROCEEDINGS OF THE SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*
1990, September 14-15, Scranton, pp. 39-48.

Proceedings Editor

Responsible for having all submitted papers peer blind reviewed, accepted, and printed in the proceedings.

Robert N. Lussier
Editor of the *PROCEEDING OF THE 2009 SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

Editor of the *PROCEEDING OF THE 2005 SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

Editor of the *PROCEEDING OF THE 2003 SMALL BUSINESS INSTITUTE (SBI)
EASTERN CONFERENCE*

Robert N. Lussier and Joel Corman
Co-editors of the *PROCEEDING OF THE 1997 SMALL BUSINESS INSTITUTE (SBI)
EASTERN REGION CONFERENCE*

Textbooks

More than 1 million people globally have used Lussier books

Robert N. Lussier

PUBLISH DON'T PERISH: THE TOP SECRETS TO GET PUBLISH
2019, Springfield College Press, Springfield, MA

Robert N. Lussier and John R. Hendon

*HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT 3e*
2019, Sage Publishing, Thousand Oaks, CA

Robert N. Lussier

*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 8/e*
2019, Sage, Thousand Oaks, CA

Robert N. Lussier

*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 10/e*
2017, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier

*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 7/e*
2017, Sage, Thousand Oaks, CA

Robert N. Lussier and John R. Hendon

*FUNDAMENTALS OF HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT*
2017, Sage Publishing, Thousand Oaks, CA

Robert N. Lussier and John R. Hendon

*HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT 2e*
2016, Sage Publishing, Thousand Oaks, CA

Robert N. Lussier and Christopher Achua

LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 6/e
2016, South-Western/Cengage, Mason, OH

Robert N. Lussier and Christopher Achua

LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 6/e
Translated into Korean
2016, Cengage Learning Korean Ltd.

- Robert N. Lussier and Christopher Achua
LIDERAZGO: Teoria, aplicacion y desarrollo de habilidades 6a. ed.
Translated into Spanish
2016, Cengage Learning + Impreso en Mexico
- Robert N. Lussier, Joel Corman, and David C. Kimball
ENTREPRENEURIAL NEW VENTURE SKILLS 3/e
2015, Routledge, New York, NY
- Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 6/e*
2015, Sage, Thousand Oaks, CA
- Robert N. Lussier and Herbert Sherman
*BUSINESS, SOCIETY AND GOVERNMENT ESSENTIALS:
STRATEGY AND APPLIED ETHICS 2e*
2014, Routledg, New York, NY
- Robert N. Lussier and David C. Kimball
APPLIED SPORT MANAGEMENT SKILLS 2e
2014, Human Kinetics, Champaign, IL
- Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 9/e*
2013, Irwin/McGraw-Hill, Burr Ridge, IL
- Robert N. Lussier and John R. Hendon
*HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT*
2013, Sage Publishing, Thousand Oaks, CA
- Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 5/e
2013, South-Western/Cengage, Mason, OH
- Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 5/e*
2012, South-Western/Cengage, Mason, OH
- Robert N. Lussier
RESEARCH METHODS AND STATISTICS FOR BUSINESS
2011, Waveland Press, Grove, IL

Robert N. Lussier
Management Fundamentals: Concepts, Applications, Skill Development 2e
The English version was translated in Chinese
2011, Cengage Learning Asia

Robert N. Lussier
*PUBLISH DON'T PERISH:
100 TIPS TO IMPROVE YOUR ABILITY TO GET PUBLISHED*
2010, Information Age Publishing, Charlotte, NC

Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 8/e*
2010, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 4/e
2010, South-Western/Cengage, Mason, OH

Robert N. Lussier and David C. Kimball
APPLIED SPORT MANAGEMENT SKILLS
2009, Human Kinetics, Champaign, IL

Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 4/e*
2009, South-Western/Cengage, Mason, OH

Robert N. Lussier and Herbert Sherman
*BUSINESS, SOCIETY AND GOVERNMENT ESSENTIALS:
AN APPLIED ETHICS APPROACH*
2009, Waveland Press, Grove, IL

Joel Corman, Lori Pennel, and Robert N. Lussier
SMALL BUSINESS MANAGEMENT: A PLANNING APPROACH 3/e
2009, Atomic Dog Publishing, Cincinnati, OH

Robert N. Lussier and Christopher Achua
LIDERAZGO: TEORIA, APLICACION I DESARROLLO de HABILIDADES 2e
Leadership textbook translated into Spanish
2008, Cengage Learning, Mexico

Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 7/e*
2008, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 3/e
2007, South-Western/Thomson, Mason, OH

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 3/e
Thomson South-Western part of Cengage Learning, Mason, OH
2007, Translated into Chinese and sold by Tsingham University Press, Peoples
Republic of China

Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 3/e*
2006, South-Western/Thomson, Mason, OH

Joel Corman, Robert N. Lussier, and Lori Pennel
SMALL BUSINESS MANAGEMENT: A PLANNING APPROACH 2/e
2005, Atomic Dog Publishing, Cincinnati, OH

Joel Corman, Robert N. Lussier, and Lori Pennel
ENTREPRENEURIAL NEW VENTURES 2/e
2005, Thomson, Cincinnati, OH

Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 6/e*
2005, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 2/e
2004, South-Western/Thomson, Mason, OH

Robert N. Lussier and David Kimball
*SPORT MANAGEMENT:
PRINCIPLES, APPLICATIONS, SKILL DEVELOPMENT*
2004, South-Western/Thomson, Mason, OH

Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 2/e*
2003, South-Western/Thomson, Mason, OH

Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 5/e*
2002, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT 2/e
Translated into Spanish
2002, Thomson Learning, Mexico y America Central

Robert N. Lussier
RESEARCH METHODS and STATISTICS
2002, Springfield College, MA

Robert N. Lussier
MANAGEMENT FUNDAMENTALS: CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT---Translated into Chinese
2001, Pro-Ed Publishing Company/Thomson, Mason, OH

Joel Corman and Robert N. Lussier
ENTREPRENURIAL NEW VENTURES
2001, Dame Publishing/Thomson, Mason, OH

Robert N. Lussier and Christopher Achua
MANAGEMENT EFFECTIVENESS: DEVELOPING LEADERSHIP SKILLS
2001, South-Western/Thomson, Mason, OH

Robert N. Lussier and Christopher Achua
LEADERSHIP: THEORY, APPLICATIONS, SKILL DEVELOPMENT
2001, South-Western/Thomson, Mason, OH

Robert N. Lussier
*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT*
2000, South-Western/Thomson, Mason, OH

Robert N. Lussier
*HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 4/e*
1999, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Minas Poulos
ORGANISATIONAL BEHAVIOUR: A SKILL-BUILDING APPROACH
First Australasian Edition
1998, Irwin/McGraw-Hill Australia, Sydney

Robert N. Lussier and Mary Ann Coughlin
RESEARCH METHODS 4/e
1997, Springfield College, MA

- Robert N. Lussier
MANAGEMENT: CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT
1997, South-Western/Thomson, Mason, OH
- Robert N. Lussier and Mary Ann Coughlin
RESEARCH METHODS 3/e
1997, Van Volumes LTD, Palmer, MA
- Joel Corman and Robert N. Lussier
SMALL BUSINESS MANAGEMENT: A PLANNING APPROACH
1996, Irwin/McGraw-Hill, Burr Ridge, IL
- Robert N. Lussier
HUMAN RELATIONS IN ORGANIZATIONS: A SKILL BUILDING APPROACH 3/e
1996, Irwin/McGraw-Hill, Burr Ridge, IL
- Robert N. Lussier and Mary Ann Coughlin
RESEARCH METHODS 2/e
1996, Van Volumes LTD, Palmer, MA
- Robert N. Lussier and Mary Ann Coughlin
RESEARCH METHODS
1995, Van Volumes LTD, Palmer, MA
- Robert N. Lussier
SUPERVISION: A SKILL BUILDING APPROACH 2/e
1994, Richard D. Irwin, Inc., Burr Ridge, IL
- Robert N. Lussier
HUMAN RELATIONS IN ORGANIZATIONS: A SKILL BUILDING APPROACH 2/e
1993, Richard D. Irwin, Inc., Burr Ridge, IL
- Robert N. Lussier
MANAGING
1991, Van Volumes LTD, Thorndike, MA
- Robert N. Lussier
HUMAN RELATIONS IN ORGANIZATIONS: A SKILL BUILDING APPROACH
1990, Richard D. Irwin, Inc., Burr Ridge, IL
- Robert N. Lussier
SUPERVISION: A SKILL BUILDING APPROACH
1989, Richard D. Irwin, Inc., Burr Ridge, IL
- Robert N. Lussier
MANAGING: AN EXPERIENTIAL TRAINING APPROACH 2/e
1988, Van Volumes LTD, Thorndike, MA

Robert N. Lussier

MANAGING: AN EXPERIENTIAL TRAINING APPROACH

1985, Van Volumes LTD, Thorndike, MA

Textbook Supplements

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 10/e*
2019, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 8/e*
2019, Sage, Thousand Oaks, CA

Robert N. Lussier and John R. Hendon

*INSTRUCTOR'S MANUAL to accompany HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT 3e*
2019, Sage, Thousand Oaks, CA

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 10/e*
2017, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 7/e*
2017, Sage, Thousand Oaks, CA

Robert N. Lussier and John R. Hendon

*INSTRUCTOR'S MANUAL to accompany FUNDAMENTALS OF HUMAN RESOURCE
MANAGEMENT: FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT*
2017, Sage, Thousand Oaks, CA

Robert N. Lussier and John R. Hendon

*INSTRUCTOR'S MANUAL to accompany HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT 2e*
2016, Sage, Thousand Oaks, CA

Robert N. Lussier and Christopher Achua

*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATIONS,
SKILL DEVELOPMENT 6/e*
2016, South-Western/Cengage, Mason, OH

Robert N. Lussier, Joel Corman, and David C. Kimball

*INSTRUCTOR'S MANUAL to accompany ENTREPRENEURIAL NEW VENTURE
SKILLS 3/e*
2015, Routledge, New York, NY

Robert N. Lussier

*MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 6/e*
2015, Sage, Thousand Oaks, CA

Robert N. Lussier and Herbert Sherman

*INSTRUCTOR'S MANUAL to accompany BUSINESS, SOCIETY AND GOVERNMENT
ESSENTIALS: STRATEGY AND APPLIED ETHICS*
2014, Routledg, New York, NY

Robert N. Lussier and David C. Kimball

INSTRUCTOR'S MANUAL to accompany APPLIED SPORT MANAGEMENT SKILLS 2e
2014, Human Kinetics, Champaign, IL

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 9/e*
2013, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and John R. Hendon

*INSTRUCTOR'S MANUAL to accompany HUMAN RESOURCE MANAGEMENT:
FUNCTIONS, APPLICATIONS, SKILL DEVELOPMENT*
2013, Sage, Thousand Oaks, CA

Robert N. Lussier and Christopher Achua

*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATIONS,
SKILL DEVELOPMENT 5/e*
2013, South-Western/Cengage, Mason, OH

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 5/e*
2012, South-Western/Cengage, Mason, OH

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany RESEARCH METHODS AND STATISTICS
FOR BUSINESS*
2011, Waveland Press, Grove, IL

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 8/e*
2010, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATIONS,
SKILL DEVELOPMENT 4/e*
2010, South-Western/Cengage, Mason, OH

Robert N. Lussier and David C. Kimball
INSTRUCTOR'S MANUAL to accompany APPLIED SPORT MANAGEMENT SKILLS
2009, Human Kinetics, Champaign, IL

Robert N. Lussier and Herbert Sherman
*INSTRUCTOR'S MANUAL to accompany BUSINESS, SOCIETY AND GOVERNMENT
ESSENTIALS: AN APPLIED ETHICS APPROACH*
2009, Waveland Press, Grove, IL

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 4/e*
2009, South-Western/Cengage, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 7/e*
2008, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATIONS,
SKILL DEVELOPMENT 3/e*
2007, South-Western/Thomson, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 3/e*
2006, South-Western/Thomson, Mason, OH

Joel Corman, Robert N. Lussier, and Lori Pennel
SMALL BUSINESS MANAGEMENT: A PLANNING APPROACH 2/e
Online Study Guide Edition
2005, Atomic Dog Publishing, Cincinnati, OH

Joel Corman, Robert N. Lussier, and Lori Pennel
INSTRUCTOR'S MANUAL to accompany ENTREPRENURIAL NEW VENTURES 2/e
2005, Thomson, Cincinnati, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany HUMAN RELATIONS IN ORGANIZATIONS:
APPLICATIONS AND SKILL BUILDING 6/e*
2005, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATION,
SKILL DEVELOPMENT*
2004, South-Western/Thomson, Mason, OH

Robert N. Lussier and David Kimball
*INSTRUCTOR'S MANUAL WITH TEST BANK to accompany SPORT MANAGEMENT:
PRINCIPLES, APPLICATIONS, SKILL Development*
2004, South-Western/Thomson, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT 2/e*
2003, South-Western/Thomson, Mason, OH

Linda Hefferin and Robert N. Lussier
*TEST BANK to accompany MANAGEMENT: CONCEPTS, APPLICATIONS, SKILL
DEVELOPMENT 2/e*
2003, South-Western/Thomson, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL AND TEST BANK to accompany HUMAN RELATIONS
IN ORGANIZATIONS: APPLICATIONS AND SKILL-BUILDING 5/e*
2002, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Christopher Achua
*INSTRUCTOR'S MANUAL to accompany LEADERSHIP: THEORY, APPLICATION,
SKILL DEVELOPMENT*
2001, South-Western/Thomson, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany MANAGEMENT FUNDAMENTALS:
CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT*
2000, South-Western/Thomson, Mason, OH

Robert N. Lussier, Harold Babson, John Bowen, and Maury Brenton
*TEST BANK to accompany MANAGEMENT: CONCEPTS, APPLICATIONS, SKILL
DEVELOPMENT*
2000, South-Western/Thomson, Mason, OH

Robert N. Lussier
*INSTRUCTOR'S MANUAL AND TEST BANK to accompany HUMAN RELATIONS
IN ORGANIZATIONS: APPLICATIONS AND SKILL-BUILDING 4/e*
1999, Irwin/McGraw-Hill, Burr Ridge, IL

Robert N. Lussier and Minas Poulos

*INSTRUCTOR'S MANUAL to accompany ORGANISATIONAL BEHAVIOUR:
A SKILL-BUILDING APPROACH* First Australian Edition
1998, Irwin/McGraw-Hill Australia, Sydney

Robert N. Lussier

*VIDEO STUDENT GUIDE to accompany MANAGEMENT: CONCEPTS,
APPLICATIONS, SKILL DEVELOPMENT*
1997, South-Western/Thomson, Mason, OH

Robert N. Lussier

*VIDEO INSTRUCTOR'S GUIDE to accompany MANAGEMENT: CONCEPTS,
APPLICATIONS, SKILL DEVELOPMENT*
1997, South-Western/Thomson, Mason, OH

Robert N. Lussier

*INSTRUCTOR'S MANUAL to accompany MANAGEMENT: CONCEPTS,
APPLICATIONS, SKILL DEVELOPMENT*
1997, South-Western/Thomson, Mason, OH

Robert N. Lussier, Harold Babson, John Bowen, and Les Helms

*TEST BANK to accompany MANAGEMENT: CONCEPTS, APPLICATIONS, SKILL
DEVELOPMENT*
1997, South-Western/Thomson, Mason, OH

Joel Corman and Robert N. Lussier

*INSTRUCTOR'S MANUAL AND TEST BANK to accompany SMALL BUSINESS
MANAGEMENT: A PLANNING APPROACH*
1996, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier

*INSTRUCTOR'S MANUAL AND TEST BANK to accompany HUMAN RELATIONS
IN ORGANIZATIONS: A SKILL-BUILDING APPROACH 3/e*
1996, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier

MANAGING
1995, Van Volumes LTD, Thorndike, MA

Robert N. Lussier

*EXPERIENCING HUMAN RESOURCES MANAGEMENT to accompany HUMAN
RESOURCES MANAGEMENT 3/e* by French
1994, Houghton Mifflin, Boston

Judith G. Bulin, Wendell L. French, and Robert N. Lussier
*INSTRUCTOR'S RESOURCE MANUAL to accompany HUMAN RESOURCES
MANAGEMENT 3/e* by French. Wrote the instructional section for the study guide.
1994, Houghton Mifflin, Boston

Robert N. Lussier
*INSTRUCTOR'S MANUAL AND TEST BANK to accompany SUPERVISION:
A SKILL-BUILDING APPROACH 2/e*
1994, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier
*INSTRUCTOR'S MANUAL AND TEST BANK to accompany HUMAN RELATIONS
IN ORGANIZATIONS: A SKILL-BUILDING APPROACH 2/e*
1993, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier
MANAGING
1993, Van Volumes LTD, Thorndike, MA

Robert N. Lussier and Lester Hirsch
*STUDENT GUIDE FOR REVIEW AND APPLICATION to accompany
MANAGEMENT 5/e* by Stoner and Freeman
1992, Prentice-Hall, New Jersey

Robert N. Lussier and Lester Hirsch
*STUDY GUIDE WITH EXPERIENTIAL EXERCISES to accompany
ORGANIZATIONAL BEHAVIOR 3/e* by Johns
1992, HarperCollins Publishers, New York

Robert N. Lussier
INSTRUCTOR'S MANUAL to accompany ORGANIZATIONAL BEHAVIOR 3/e by
Johns. Wrote the instructional section for the study guide.
1992, HarperCollins Publishers, New York

Michael Cicero, Jerome Kinskey, and Robert N. Lussier
*STUDY GUIDE WITH EXPERIENTIAL EXERCISES to accompany
MANAGEMENT: CONCEPTS AND PRACTICES 5/e* by Mondy, Sharplin, and Flippo
1991, Allyn and Bacon, Boston

Robert N. Lussier
*INSTRUCTOR'S MANUAL to accompany MANAGEMENT: CONCEPTS AND
PRACTICES 5/e* by Mondy, Sharplin, and Flippo. Wrote the instructional section for
the study guide.
1991, Allyn and Bacon, Boston

Robert N. Lussier

INTEGRATED INSTRUCTOR'S RESOURCE MANUAL to accompany
MANAGEMENT by Bartol and Martin. Wrote 15 enrichment modules.
1991, McGraw-Hill, San Francisco

Robert N. Lussier

EXPERIENCING HUMAN RESOURCES MANAGEMENT to accompany
HUMAN RESOURCES MANAGEMENT 2/e by French
1990, Houghton Mifflin, Boston

Robert N. Lussier

INSTRUCTOR'S RESOURCE MANUAL to accompany *HUMAN RESOURCES
MANAGEMENT 3/e* by French. Wrote the instructional section for the study guide.
1990, Houghton Mifflin, Boston

Robert N. Lussier and Lester Hirsch

STUDY GUIDE to accompany *MANAGEMENT AND ORGANIZATIONAL
BEHAVIOR* by Gordon, Mondy, Sharplin, and Premeaux.
1990, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany *MANAGEMENT AND ORGANIZATIONAL
BEHAVIOR* by Gordon, Mondy, Sharplin, and Premeaux.
Wrote the instructional section for the study guide.
1990, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL AND TEST BANK to accompany *HUMAN RELATIONS
IN ORGANIZATIONS: A SKILL-BUILDING APPROACH*
1990, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier

INSTRUCTOR'S MANUAL AND TEST BANK to accompany *SUPERVISION: A SKILL-
BUILDING APPROACH*
1989, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier and Lester Hirsch

STUDY GUIDE to accompany *MANAGEMENT 4/e* by Stoner and Freeman
1989, Prentice-Hall, New Jersey

Robert N. Lussier and Lester Hirsch

EXPERIENCING ORGANIZATIONAL BEHAVIOR to accompany
ORGANIZATIONAL BEHAVIOR: PERFORMANCE AND PRODUCTIVITY by Miner
1988, Random House, New York

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany ORGANIZATIONAL BEHAVIOR: PERFORMANCE AND PRODUCTIVITY by Miner. Wrote the instructional section for the study guide.

1988, Random House, New York

Elizabeth Peterson, Jerome Kinskey, and Robert N. Lussier

STUDY GUIDE WITH EXPERIENTIAL EXERCISES to accompany MANAGEMENT: CONCEPTS AND PRACTICES 4/e by Mondy, Sharplin, and Flippo

1988, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany MANAGEMENT: CONCEPTS AND PRACTICES 4/e by Mondy, Sharplin, and Flippo. Wrote the instructional section for the study guide.

1988, Allyn and Bacon, Boston

Robert N. Lussier and Lester Hirsch

STUDENT LEARNING GUIDE AND APPLIED READINGS to accompany BUSINESS: CONTEMPORARY CONCEPTS AND PRACTICES 5/e by Jackson and Musselman

1987, Prentice-Hall, New Jersey

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany BUSINESS: CONTEMPORARY CONCEPTS AND PRACTICES 5/e by Jackson and Musselman. Wrote the instructional section for the study guide.

1987, Prentice-Hall, New Jersey

Mary O. Schmiesing and Robert N. Lussier

STUDY GUIDE WITH EXPERIENTIAL EXERCISES to accompany MANAGEMENT: CRITICAL SUCCESS FACTORS by Chung

1987, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany MANAGEMENT: CRITICAL SUCCESS FACTORS by Chung. Wrote the instructional section for the study guide.

1987, Allyn and Bacon, Boston

Robert N. Lussier and Lester Hirsch

STUDY GUIDE/ACTIVITIES MANUAL to accompany EFFECTIVE HUMAN RELATIONS IN ORGANIZATIONS 3/e by Reece and Brandt

1987, Houghton Mifflin, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany EFFECTIVE HUMAN RELATIONS IN ORGANIZATIONS 3/e by Reece and Brandt. Wrote the instructional section for the study guide.

1987, Houghton Mifflin, Boston

Robert N. Lussier

EXPERIENCING HUMAN RESOURCES MANAGEMENT to accompany HUMAN RESOURCES MANAGEMENT by French

1986, Houghton Mifflin, Boston

Robert N. Lussier

INSTRUCTOR'S RESOURCE MANUAL to accompany HUMAN RESOURCES MANAGEMENT by French. Wrote the instructional section for the study guide.

1986, Houghton Mifflin, Boston

John S. Bowdidge and Robert N. Lussier

STUDY GUIDE to accompany INTRODUCTION TO BUSINESS: A CONTEMPORARY VIEW 5/e by Reinecke and Schoell

1986, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany INTRODUCTION TO BUSINESS: A CONTEMPORARY VIEW 5/e by Reinecke and Schoell. Wrote the instructional section for the study guide.

1986, Allyn and Bacon, Boston

Kathryn W. Hagar and Robert N. Lussier

STUDY GUIDE WITH EXPERIENTIAL EXERCISES to accompany MANAGEMENT: CONCEPTS AND PRACTICES 3/e by Mondy, Sharplin, Holmes, and Flippo

1986, Allyn and Bacon, Boston

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany MANAGEMENT: CONCEPTS AND PRACTICES 3/e by Mondy, Sharplin, Holmes, and Flippo. Wrote the instructional section for the study guide.

1986, Allyn and Bacon, Boston

Robert N. Lussier

APPLYING MANAGEMENT FUNDAMENTALS to accompany MANAGEMENT FUNDAMENTALS 2/e by Dessler

1982, Reston Publishing Company, Reston, VA

Robert N. Lussier

INSTRUCTOR'S MANUAL to accompany APPLYING MANAGEMENT FUNDAMENTALS -- 1982, Reston Publishing Company, Reston, VA

Videos

Robert N. Lussier

Editor of the 1997 Management video to be given to adopters of *MANAGEMENT: CONCEPTS, APPLICATIONS, SKILL DEVELOPMENT* by Lussier
1997, South-Western, Mason, OH

Robert N. Lussier

Updated the 1989 *SUPERVISION* video by adding new modules and improving the graphics.
1994, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier

Updated the 1990 *HUMAN RELATIONS* video by adding new modules and improving the graphics.
1993, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier and Lester Hirsch

VIDEO GUIDE to accompany ORGANIZATIONAL BEHAVIOR 3/e by Johns
1992, HarperCollins Publishers, New York

Robert N. Lussier

Wrote, directed, and acted in two two-hour behavior model videos to be given away free to the adopters of *SUPERVISION*.
1989, Richard D. Irwin, Inc., Burr Ridge, IL

Robert N. Lussier

Wrote, directed, and acted in two two-hour behavior model videos to be given away free to the adopters of *HUMAN RELATIONS*.
1989, Richard D. Irwin, Inc., Burr Ridge, IL

PROFESSIONAL SERVICE EXPERIENCE

Professional Association Membership and Leadership

Regular Conference Paper Reviewer, Chair, and Discussant for most of these professional associations.

Academy of Entrepreneurship (AE—1995 to the present)

Academy of Management (AoM—1993 to the present)

Eastern Academy of Management (EAM—1985 on and off to the present)

Member of the Local Arrangements Committee for the 1998 Meeting May 14-16 in Springfield. Coordinator of: (1) Exhibitors - goal to raise at least \$1,200. (2) Advertising - goal to raise at least \$1,125 (From May 1997 to May 1998). Goals exceeded.

Pioneer Valley Chapter American Society for Training and Development (ASTD—1984-1987)

Chairperson Membership (1984 to 1987). Helped establish the Pioneer Valley Chapter of the national American Society for Training and Development by serving on the organizing committee and as the chairperson of the membership committee. Provided the leadership to increase membership from a dozen organizers to the target goal of 200 members within three years.

New England Business Administration Association (NEBAA—1990 to 2007)

Organizational Behavior Teaching Society (OBTS—2000 to 2005)

Mid-Atlantic Organizational Behavior Teaching Society (MOBTS—1998 to 2004)

Small Business Institute National Association (SBI—1991 to the present)

- Board of Directors (1993 to 2007)
- Paper reviewer every year
- Track chair 2007
- Best Paper Award Winner 6 times

SBI Fellow 2005—The highest recognition that the SBI gives to individuals who have made an outstanding contribution to teaching, writing, research, and service in small business management. Only one or two Fellows are selected each year, 47th Fellow in 30 years. There are two major criteria for selection as a Fellow: Contributions to SBI, and national and international recognition for scholarship and/or research in small business management and entrepreneurship.

Small Business Institute (SBI) Region I (The six New England States)

President and Vice President for Region I (1991 to 2006 when SBI National reorganized without regions)

SBI Eastern Annual Conference, September 30 - October 1, 2011, Springfield, MA

- *Conference Coordinator*—responsible for all conference arrangements
- *Program Chair*

SBI Eastern Annual Conference, September 25-26, 2009, New York, NY

- *Program Chair*
- *Proceedings Editor*

SBI Eastern Annual Conference, September 12-13, 2003, New Haven, CT

- *Conference Paper Chair, had papers reviewed*
- *Program Chair*
- *Proceedings Editor*

SBI Eastern Annual Conference, September 22-23, 2000, Boston, MA

- *Co-conference Coordinator, with Joel Corman*
- *Program Chair*

SBI Eastern Annual Conference, September 26-27, 1997, Boston, MA

- *Co-conference coordinator, with Joel Corman*
- *Proceedings Editor, with Joel Corman*
- *Program Chair*

SBI Eastern Annual Conference, September 23-24, 1994, Boston, MA

- *Co-conference coordinator, with Joel Corman*
- *Conference Paper Chair, had papers reviewed*

SBI Eastern Annual Conferences

Attended Eastern Annual Conferences in other areas in other Septembers and served as *paper reviewer*

United States Association Small Business Entrepreneurship (USASBE—2001 to the present)
Coleman Foundation Best Empirical Paper 2006

Editorial Review Board

Journal of Small Business Strategy (2008 to the present)

Massachusetts Board of Higher Education MBA Review

Member of the review team to assist the Board of Higher Education in Massachusetts in evaluating the New England College of Business and Finance proposal to offer a new MBA program. Site visit May 13-15, 2010

KEYNOTE SEAKING EXPERIENCE

Organizations where Publish Don't Perish presentations/workshops have been conducted

Colleges / Universities Faculty Development

Concord College (AACSB Faculty Development)

Kaplan University Village

Guanajuato University, Guanajuato, Mexico

Springfield College

Rochester Institute of Tecnology (RIT)

Universidad Autónoma del Estado de Hidalgo, Pachuca, Hidalgo Mexico

University of New Mexico

Professional Association Conferences

Eastern Academy of Management (EAM)

Mid-Atlantic Regional Organizational Behavior Teaching Conference (MOBTC)

New England Business Administration Association (NEBAA)

North American Management Society (NAMS)

Northeast Decision Sciences Institute (NEDSI)

Organizational Behavior Teaching Conference (OBTC)

Small Business Institute © (SBI)

United States Association of Small Business and Entrepreneurship (USASBE)

Testimonials

"I've seen lots of speakers, and Bob is so good that I encouraged him pursue a career as a public speaker, not to mention booking him to do a presentation at the Anderson School of Business." Dr. Raj V. Mahto, Professor University of New Mexico

"I have attended Dr. Robert Lussier's Publish Don't Perish Workshop. The information and concepts so impressed me that not only do I have a new passion for publishing, I was instrumental in having him as a Featured Speaker at the Kaplan University Village." Dr. Blake Escudier

"Dr. Robert Lussier is a great speaker and a special person. I bought the book and am going to send an email to friends in other universities and tell them about his Publish Don't Perish workshop and suggest they book him." Dr. Jessica Mendoza Moheno, Professor Universidad Autónoma del Estado de Hidalgo, Pachuca, Mexico

"Dr. Lussier shared his experience and provided a lot of great tips that will definitely help our doctoral students and faculty get published. I bought his Publish Don't Perish book and will tell others about his workshop and that the book is a better deal if you buy it directly from him." Dr. Reynaldo Thompson, Chair Art and Enterprise Department, University of Guanajuato, Mexico

"I really appreciated the opportunity to attend Dr. Robert Lussier's Publish Don't Perish workshop and to learn from his publishing and speaking expertise. He helped me to better understand how to publish and inspired me to continue to work hard on my PhD. I'm so glad that I attended his workshop." Daniela Hernández Montero, doctoral candidate Autonomous University, Mexico

"A gem of a book, filled with practical tips and lots and lots of ways to improve your publishing track record. Perfect for an early career researcher or doctoral student wanting to get their publishing record on track." Yvonne McNulty, Ph.D. in Amazon

CONSULTING EXPERIENCE

**Intrapreneur
Director** **Springfield College Training and Development Services,**
Springfield, MA 01109. Originator and supervisor of all activities of
six trainers. Approached the administration with the idea to start a
training consulting organization within the college. The
administration agreed to start the program on an experimental basis.
Agreed to maintain 24-semester hour teaching load, and make a
profit in the first year. We made a profit in our first year, and have
never been in the red since 1983. Making Springfield Training and
Development a success was not easy. While making "cold sales calls"
the typical attitude orally expressed, was "Springfield College is a
physical education college, what do you know about business?"
Through strong efforts we conducted training programs for the
organizations listed below from September 1983 to the present.

Trainer Conducted training programs for most of our clients. Over 90 percent
of all participants in my training sessions have stated that the
program is helping them to do a better job, and they would
recommend the program to others.

**National
Clients** Coca-Cola
Friendly Ice Cream
Institute of Financial Education
Mead
Monsanto
Smith + Wesson
Social Security Administration
Visiting Nurses Associations
YMCAs

**Regional/
Local
Clients** Baystate Medical Center
Big Y Foods
Community Service Coordination Program
F. L. Roberts
Massachusetts League of Community Banks
Springfield City Library
United Cooperative Bank

NATIONAL AND INTERNATIONAL REPUTATION

U.S. Correspondents

Contacted regarding textbooks and research by hundreds of people, usually asking for help in teaching and conducting research.

International Correspondents

Contacted by more than 100 people from 82 countries regarding textbooks and research. Some of the contacts include people working with governments asking for research help related to business success and failure. Below is a list of recent countries with affiliations.

Argentina	Investigadora Centro de Estudios en Administración Facultad de Ciencias Económicas Universidad Nacional de Centro
Australia	Australian Centre for Entrepreneurship Research Australian Leadership Development Centre Deakin University La Trobe University Monash University Queensland University of Technology in Brisbane RMIT University, Melbourne University of Newcastle University of South Australia World Business Institute
Austria	Drucker Society of Austria Acere-Diana
Azerbaijan	Azerbaijan Oil and Industry University Baku State University
Bangladesh	Khulna University
Belgium	European Economic Chamber of Trade, Commerce and Industry
Botswana	Botswana Accountancy College Botswana doctoral student in USA doing research in home country University of Botswana
Brazil	DiretoBrasil Ibmec Sao Paulo Entrepreneurship Center Laboratorio de Financas do Recife Universidade Federal de Juiz de Fora Universidade Mackenzie Mauricio Schneider, entrepreneur of multiple businesses
British West Indies	St. Kitts
Burkina Faso	Walden University doctoral student
Cameroon	Grad Student studying in UK
Canada	Arcada University Lambton College in Sarnia Ontario Langara College in British Columbia Laval University Ryerson University in Toronto Ontario

	Sciedu Press
	University of Alberta School of Business
	University of Regina
	Waldon University, Canadian student
	Matshona Dhlwayo, WISDOM Inc
Central Africa Republic	Universite de le Suisse
Chile	Escuela de Ingeniera Comercial, Santiago
	Universidad Diego Portales
	Universidad Santo Tomas
China	APPEEC
	Beijing University
	Dong Hua University
	Management and Service Science
	National Cheng Kung University
	Peking University Press
	Shenzhen University
	Sun Yat-sen University
	Tsingham University
	University of Macau
	Zhejiang Fashion Institute of Technology
Columbia	Universida Sergio Arboleda
Costa Rica	University Costa Rica
Croatia	Innovation Institute
	InTechOpen
	University of Josop Juraj Strossmayer, Osijek
	University of Zagreb
Czech Republic	International Study Program Prague
Denmark	Aarhus University
Ecuador	Professional Engineer
Egypt	Egypt International Trade point (EITP)
	Egyptian Ministry of Trade and Industry
Finland	Turku School of Economics
France	Ecole de Management, Lyon
	Remis Management School
	Universite de Metz
	Universite de Toulousel
	Universite Nancy 2
Germany	GlobalTransfers
	Justus-Liebig University of Giessen
	Journal of Applied Social Sciences Studies
	LAP Lambert Academic Publishing
	University of Hohenheim
Ghana	Kwame Nkrumah University of Science and Technology (KNUST)
	University of Cape Coast
	WHU Otto Beisheim School of Management
Greece	Athens Institute for Education and Research (ATINER)

	Congress of Political Economist International (COPE)
Guatemala	Universidad Francisco Marroquín
Hong Kong	Chinese University of Hong Kong City University of Hong Kong Hang Seng Bank Ltd Hong Kong Chu Hai College of Education Hong Kong Polytechnic University
Hungry	University of Pecs
India	Central University of Himachal Pradesh College of Commerce & Management Studies Indian Institute of Management Indian Institute of Technology (IIT) Kanpur LaCrosse University M S Ramaiah Institute of Technology
Indonesia	Bandung Institute of Technology Brawijaya University Trisakti University in Jakarta
Iraq	Baghdad, Dr. Zora
Iran	Isfahhan University Sharif University of Technology Science and Technology Policy (STP), University of Tehran Tehran University, Business Tehran University, Medical Sciences
Israel	Bar-Ilan University Health & Behavioral Sciences College Tel Aviv University
Italy	Bernelli Laboratory for Orthopaedic Pathophysiology and Regenerative MedicineOlbia/Sardinia University of Parma University of Salento
Kazakhstan	Kazakhstan Institute of Management, Economics and Strategic Research (KIMEP)
Kenya	Strathmore University
Kuwait	American University of Kuwait
Lebanan	Lebanese American University
Lithuania	The Association of Lithuanian Serials Vilnius University
Liberia	Online student from Walden University
Luxembourg	Universite of Luxembourg
Mexico	Anahuac University, Mexico City Universidad Anahuac Mayab Universidad de Monterrey
Malaysia	Artsytem National University of Malaysia, UKM Open University of Malaysia University of Malaysia, Management and Science

	Universiti Teknologi Malaysia (UTM)
Mozambique	St Thomas University of Mozambique
Namibia	University of Namibia Polytechnic of Namibia
Netherlands	European Family Business Institute Jorque Development Inc. Maastricht University Rotterdam School of Economics Rotterdam School of Management (RSM) Vrije Universiteit Amsterdam
New Zealand	Massey University
Nicaragua	Central University of Nicaragua
Nigeria	Port-Harcourt Polytechnic Senator Victor Oyoyo
North Korea	INTERCOM Park English Recruiting
Pakistan	Air University Islamabad Comsats Institute of Information Technology D.H.A., Karachi Lahore School of Economics National College of Business Administration and Economics Quaid-i-Azam University, Birzeit University
Palistine	
Peru	National University of Trujillo
Philippines	Notre Dame of Dadiangas University Philippine Business Cooperative
Poland	Warsaw School of Economics Kozmenko Science Publishing
Portugal	Enterprise Sciences Institute
Puerto Rico	Interamerican University of Puerto Rico International American University of Puerto Rico Universidad del Turabo
Romania	Expert Journals
Russia	Moscow University Valentin Mikhayline, Kaluga
Saudi Arabia	Maher K. Seif
Singapore	Singapore Management University
Slovenia	University of Primorska
South Africa	South Africa's National Research Foundation (NRF) University of Capetown University of Pretoria Wits Business School, Johannesburg
South Korea	Kangnam University, Yongin City Kyunggi
Spain	ESADE Business School Ganadora International Instituto de Empresa's (IE) Universidad Politécnica de Valencia

	Universidad Rey Juan Carlos de Madrid
	University of Valladolid
Sri Lanka	SCB Corporate
	Management and Science University Malaysia (Colombo Campus)
	Graduate School of Management
Switzerland	IMD
	University of St. Gallen
Sweden	Jonkoping University
	Global Symposium on Women's Entrepreneurship
Switzerland	ABMS University
Taiwan	Taipei home correspondence
Thailand	Chiang Mai University
Turkey	Ankara University
	Istanbul University
	Middle East Technical University
	Okan University
Uganda	ITU Academic Exchange Program
Ukraine	Journal- Intellectual Property and Piracy
United Kingdom (UK)	Aberystwyth University
	APU University
	Birmingham City University
England	Bournemouth University
Ireland	BP Global Company
Scotland	Brunel University
Wales	Cambridge Scholars Publishing
	De Montford University
	Dundalk Institute of Technology
	Emerald Group Publishing Limited
	Imperial College
	Institute of Education
	Institute for Small Business & Entrepreneurship
	International Association for Enterprise Promotion
	Journal of Family Business Management
	OBK Technology Ltd.
	Perlex Associates
	Prifysgol Aberystwyth University
	Queen Margaret University
	Thomson Learning (EMEA)
	UCE Business School
	UCD
	University of Cambridge
	University of Glasgow
	University of Lancaster
	University of Sheffield
	Waterford Institute of Technology
Vietnam	FMIT Institute
	Saigon Technology University

Zambia
Zimbabwe

Michael Simwinji, HRM Professional
Personal contact

South Africa and South West Africa/Namibia

Spent six and a half weeks in South Africa and South West African, now Namibia, discussing business issues. Member of the exchange team of Rotary International in 1980 during Apathy.

Israel

Spent three weeks in Israel teaching and meeting with business people to discuss business issues.