



62° ICSB
WORLD CONFERENCE
BUENOS AIRES
JUNE 28 - JULY 1, 2017
ARGENTINA
www.icsb2017.org

***Towards a New World Mobilized by
Entrepreneurship & Innovative SMEs***



2017 ICSB World Conference
Buenos Aires, Argentina



**Micro-, Small & Medium-sized
Enterprises**

International Day — June 27

June 27th

62nd ICSB World Conference

Theme: Towards a New World Mobilized by Entrepreneurship and Innovations SMEs

The 62nd ICSB World Conference, to be held in Buenos Aires, is a major learning opportunity; a fulcrum where experience and research about entrepreneurship and innovation in the context of SMEs, will be discussed, exchanged, and shared by academics and practitioners from around the world.



On June 27th during the conference, ICSB and its global membership will celebrate International MSMEs Day. Major cities around the world will be holding events to celebrate the first annual MSME Day.

Tuesday, June 27

ICSB Makes History

6 April 2017 – Recognizing the importance of micro-, small- and medium-sized enterprises in achieving the new global development goals, the United Nations General Assembly today designated 27 June as International Day for those actors.

In a resolution adopted without a vote, the 193-member body also invited all stakeholders, including Member States, UN entities and civil society organizations, to observe the Day and raise public awareness of their contribution to the 2030 Agenda for Sustainable Development, which the Assembly adopted in September 2015.

The resolution was introduced by the delegation of Argentina, with its representative stating that more than 95 per cent of enterprises in the world are micro-, small- and medium-sized and they account for about 60 per cent of private sector employment.

“These enterprises can in fact become the engines that sustain growth for long-term development in developing countries,” the Argentina Ambassador representative said, thanking the contribution made by the International Council for Small Business (ICSB) to the creation of the Day.

ICSB held its 61st Annual World Conference here at United Nations last year, in which authorities from over 55 countries participated. In that occasion,

ICSB made a declaration about the urgent need to have a day to recognize the important role of micro, small, and medium enterprises in the development of economies as a whole.

United Nations News Center

ICSB Four Key Messages for MSMEs International Day

“Small Business, Big Impact”

Message #1: Urgency to support MSMEs to address the need for 600 Million Jobs.

According to a World Bank funded report, titled “*Towards Solutions for Youth Employment: A 2015 Baseline Report*”, released by Solutions for Youth Employment (S4YE), one third of the world’s 1.8 billion young people are in need of employment, education or training.

“Young people account for 40 percent of the world’s population – the largest youth generation in human history – but they are disproportionately affected by unemployment. This is a persistent problem. Approximately 30 percent of young people are not in employment, training or education, and around the world, young women are worse off. We need to act now, and we need to act together if we are going to realize the significant opportunities presented by this many young people today,” said Matt Hobson, S4YE Coalition Manager.

- **Entrepreneurship and Self-Employment** – worldwide, youth are 1.6 times more likely than adults to display entrepreneurial activity, which needs to be bolstered.

Message #2: Galvanize government around policies/best practices to help scale MSMEs

Governments are responsible for ensuring an environment that is conducive for MSMEs to grow and thrive through their policies, processes and regulations. Governments can also play a critical role in the innovation ecosystem by supporting processes that are accessible and efficient as possible; this will help create a technical and business climate that provides innovative companies with opportunities to be competitive and successful.

Government have many options to have an impact on and improve their ecosystem including:

- Supporting funding for research and development, small business capital access, and education/job skills training either through direct financing or tax policy;
- Disseminating and providing access to government information;
- Organizing and facilitating cooperative interaction between participants in the innovation ecosystem;
- Supporting business opportunities and access to markets for small companies, including government procurement;

(Message # 3- Address the new paradigm of Humane Entrepreneurship (Human Cycle versus Enterprise Cycle).

Quality Jobs – quantitative unemployment measurements do not reflect quality of employment and deeper understandings of today’s working conditions is required. The International Labor Organization (ILO) states “*Productive employment and decent work are key elements to achieving a fair globalization and poverty reduction.*”

As countries and organizations move towards holistic growth, enterprises should extend their priorities beyond the profit margin. These companies should shift their focus onto their people, the environment, and society. Impactful entrepreneurs fuel the concept of Humane Entrepreneurship.

Human oriented businesses are deemed to perform better, come up with better products and services, and ultimately, satisfy their customers. Humane Entrepreneurship is a key to the sustainable development of not only enterprises, but also to the sustainable development of society.

Humane Entrepreneurship pursues shifting MSMEs to focus more on employees and society rather than only ownership

Message # 4- Sustainable Development Goals need the support of entrepreneurs and MSMEs

MSMEs are responsible for significant employment and income generation opportunities across the world and have been identified as a major driver of poverty alleviation and development. As such they will be one of the main actors in achieving the SDGs. MSMEs are the backbone of most economies worldwide.

Efforts to enhance access to finance for SMEs across key sectors of national economies are an important element of implementation of the SDGs. SDG targets 8.3 and 9.3 call for enhancing the access of SMEs to financial services. In addition, SMEs are an important element in the implementation of SDG 8 (decent work and economic growth) and SDG 9 (industry, innovation and infrastructure).

MSMEs should be the first responders to societal needs and provide the safety net for inclusiveness.

Authored by: Dr. Winslow Sargeant and Dr. Ayman El Tarabishy

Message from ICSB 2017 Organising Committee



Prof Dr. Rubén Ascúa
*(Chairman of the ICSB 2017
Organising Committee)*



Prof Dr. Juan Federico
*(Executive Chairman of
the ICSB 2017 Organising
Committee)*

Welcome to the 62nd World Conference of International Council for Small Business (ICSB), which will be hosted in the wonderful city of Buenos Aires, for the first time in history in South America. The theme of the conference is “Towards a New World Mobilized by Entrepreneurship & Innovative SMEs” which will address the growing international movement towards sustainability, innovation, knowledge and humane entrepreneurship. Entrepreneurs, politicians, educators, researchers and practitioners are increasingly seeking to find solutions to the challenges of growing economies and businesses that are environmentally sustainable, socially fair and rooted locally. This conference will offer each of you an opportunity to participate in such discussions.

This time, is important to emphasize the institutional role of the Red Pymes Mercosur, as the academic institution that, together with the National University of the Litoral, National University of General Sarmiento, National University of Rafaela and Catholic University of Argentina, have taken the lead in organizing this congress. It is also worth mentioning the participation as co-organizers of the Argentine Ministry of Production through its Secretariat of Entrepreneurs and SMEs and ECLAC. It is also relevant to mention the collaboration of CAME, CPCE-CABA and the support of the Agency for Scientific and Technological Promotion of MINCYT. To all these institutions, our complete gratitude and appreciation. While the conference will have the usual mix of keynote speakers, parallel sessions and networking opportunities, the 62nd World Conference ICSB 2017 will also include workshops and sessions for business practitioners and for policy-makers.

The conference will use innovative formats and new technologies to maximize the ability of every delegate to benefit from their attendance at the conference. Besides these academic and professional benefits of the conference, the participants cannot visit Buenos Aires without also enjoying their passions for heritage, food, for open air, for football, for tango, for nightlife, for hospitality, among some others. Hence, we have included an exciting range of alternatives for the social program, which will enable to achieve a nice equilibrium concerning your work/ life balance! This year, will celebrate for the first time in history, the Micro, Small and Medium Enterprise Day (MSMEs Day) established by United Nations. Because of the initiative of ICSB, the United Nations (UN) acknowledged the importance of the MSMEs around the world by declaring June 27th, forevermore, as United Nations Micro, Small and Medium Enterprise Day (UN MSME Day). In addition, it

is important to emphasize that, the Government of Argentina and the Permanent Mission of Argentina to the United Nations, have played a very important role in cooperation to the ICSB for this achievement. We truly believe that you are going to enjoy a memorable experience that will benefit your career outputs and will leave you with some wonderful life memories.

We look forward to meeting you in Argentina, through opening our wonderful country and receiving you with “bienvenidos amigos”. Buenos Aires | ARGENTINA is a federal republic in the southern portion of South America. Sharing the bulk of the Southern Cone with its neighbor Chile to the west, the country is also bordered by Bolivia and Paraguay to the north, Brazil to the northeast, Uruguay and the South Atlantic Ocean to the east, and the Drake Passage to the south. With a mainland area of 2,780,400 km² (1,073,500 sq mi), Argentina is the eighth-largest country in the world, the second largest in Latin America, and the largest Spanish-speaking one. The country is subdivided into twenty-three provinces and one autonomous city, Buenos Aires, which is the federal capital of the nation (CABA). Buenos Aires (“good airs”) is the capital and most populous city of Argentina. The city is located on the western shore of the estuary of the Río de la Plata. The present name of Buenos Aires is an abbreviation of the original one intended by the Spaniard founders in the 16th century.

Message from ICSB President



Luca Iandoli
ICSB President

On behalf of the ICSB board and Affiliates it's my honor and pleasure to welcome you all to the 62nd ICSB world conference.

The 2017 ICSB world conference in Buenos Aires it's the culmination of a fantastic year for ICSB, full of exciting activities. It's now time to get together, as we have done for 62 years in a row, to celebrate these achievements and, at the same time, to start a new chapter in the history of our Association. The most important accomplishment is something I do not hesitate to define historic: the creation of a permanent observance dedicated to Micro, Small, and Medium Enterprises Day under the auspices of the United Nations (MSME day). After painstaking work in collaboration with the Argentina UN embassy, the UN General Assembly approved the institution of the UN MSME day, to acknowledge the role of MSMEs as fundamental actors for the achievement of the Sustainable Development Goals.

It is estimated that humanity will need 600 millions new jobs in this decade, especially in developing economies, and the UN General Assembly recognized the fundamental role of MSME in job creation. But it's not just about quantity: the quality of jobs matters as well if not even more. ICSB challenge in creating a conceptual as well as practical framework centered on Humane Entrepreneurship is a step in this direction. Entrepreneurship is a means to create a more innovative economy in which economic growth and respect for human beings and the natural environment in which we all live must go hand in hand. With this spirit we inaugurated the MSME UN day in New York at the UN headquarters last 9th of May, and with the same spirit and renewed enthusiasm we will celebrate this observance for the first time in Argentina, on June 27th.

It is just a wonderful coincidence that the celebration occurs for the first time in the country that was our Champion at the UN in the approval of the name day. The UN Day is just the cherry on the cake for this year conference program. The conference program is extremely rich and diverse. ICSB and ICSB Argentina/ Red Pymes worked hard to create activities and events that are of interest for our four main stakeholders: researchers, educators, small businesses, and policy makers. What makes ICSB unique in fact is its mission to act as broker between these diverse groups to favor cross-fertilization, knowledge advancement, and innovation in policy and MSME management. Let me draw your attention on a few events, in the order they appear in the program: the ICSB Academy, the ICSB educational program for students and young entrepreneurs, the Global Impact Accelerator program event run in collaboration with Slush, the world leading start up event, the Policy forum, the MSME's ministerial roundtable, great plenary sessions with outstanding keynote speakers, and a long list of workshops and parallel session through which you will be able to access to state of the art research and practice in entrepreneurship and small business management. I wish to express my deepest gratitude to all the individuals and organizations that have made this possible. A very special thank goes to the Argentinean Government.

Thank you very much to Mr. Martin Garcia Moritan, UN Permanent Representative of Argentina and to Mr. Mariano Meyer, National Secretary for Entrepreneurs and SMEs, for supporting the creation of the UN name day and for partnering in the organization of the ICSB 62nd World conference. Our deepest gratitude also goes to the sponsors of the conference, in particular to the Banco Nacion, the Rivista Pyme, and to our Academic Host, the Pontificia Universidad Catolica (UCA). A special thanks is for Facebook, for the sponsorship and the support for providing outstanding online visibility and presence to our activities. Last but not least my warmest thanks to the conference Organizers. The conference chairs President Ruben Ascuá and Dr. Juan Federico, Maria Fernanda Andres, local Chair for the ICSB Academy led our team in Argentina. Dr. El Tarabishy, ICSB Executive Director, and our staff at the ICSB International Office, Michael Battaglia, Jordin Murphy, Junru Li, together with Dr. Cesar Bandera, ICSB Academy Director, and Miriam Helmy, ICSB academy project manager, were the engine of the organization from the ICSB side. I do not know how many times I have asked them to rush, adjust, adapt, make last minute changes, accommodate requests, and fix problems. The answer has always come effective, smart, and responsive. You are a great team; it has been a pleasure and a honor to work with you.

Keynote Speakers



Dr. David Audretsch
(Indiana University
Bloomington)
Distinguished Professor
Ameritech Chair of
Economic Development

Education

Ph.D., Economics, University of Wisconsin,
1980
M.S., Economics, University of Wisconsin,
1979
B.A., Magna Cum Laude, Economics, Drew
University, 1976



Dr. AnnaLee Saxenian
(UC Berkeley)
Dean of the Information
School
Professor (I School and Dept.
of City and Regional Planning)

Education

BA, Economics, Williams College, 1976
MCP, City & Regional Planning, UC Berkeley,
1980
Ph.D., Political Science, MIT, 1989



Dr. Colin Mason (The
University of Glasgow)
Professor Of Entrepreneurs-
hip (Management)

Education

MA, Geography & Economic History, The
University of Edinburgh, 1975
PhD, Economic Geography, The University
of Manchester, 1978



Mario Cimoli (UN Economic
Commission for Latin America
and the Caribbean (ECLAC)
Director of the Division of
Production, Productivity and
Management at the UN Eco-
nomic Commission for Latin
America and the Caribbean
(ECLAC)

Education

Ph.D., University of Sussex



Hugo Kantis (The National
University of General Sar-
miento in Argentina)
Director of the Entre-
preneurial Development
Program and he leads a
seminar-workshop for Pro-
fessionals in the Entrepre-
neurial Ecosystem in Latin

America.

Education

Universitat Autònoma de Barcelona (PhD,
Economia)
Växjö universitet (European Doctoral Pro-
gramme in Entrepreneurship and Small
Business Management)



Professor Zong-Tae Bae
(Technology Innovation
Management and Entre-
preneurship at the Co-
llege of Business, Korea
Advanced Institute of
Science and Technology)
Professor
Director of the KAIST

Center for Innovation and Entrepreneurs-
hip (CIE)

Education

Ph.D., Management Science, KAIST, 1987
M.S., Management Science, KAIST, 1984
B.S., Industrial Engineering, Seoul National
University, 1982

Authorities

**Academic
Committee**

Luca Iandoli
Brian Gibson
Miguel Bacic
Hugo Kantis
Jeffrey Alves
Silke Tegtmeier
Ki Chan Kim
Xiaobo Wu
Zulma Quñones
Den Hooi
Sonia Roitter

**Organizing
Committee**

Ayman El Tarabishy
Michael Battaglia
Juan Federico
Rubén Ascúa
José Borello
María Fernanda Andrés
Alicia Caballero
Hernán Vigier
Juan José López Rodríguez
Executive Chairman
Juan Federico

Chairman

Rubén Ascúa

Academic Organization

Sonia Roitter
Michael Bataglia

Staff

Lorena Castillo
Sofía Bocco
Fernando García
María Julia Lencioni
Andrea Minetti

Conference Venues



Distances from the Hotels to the Reception & Gala

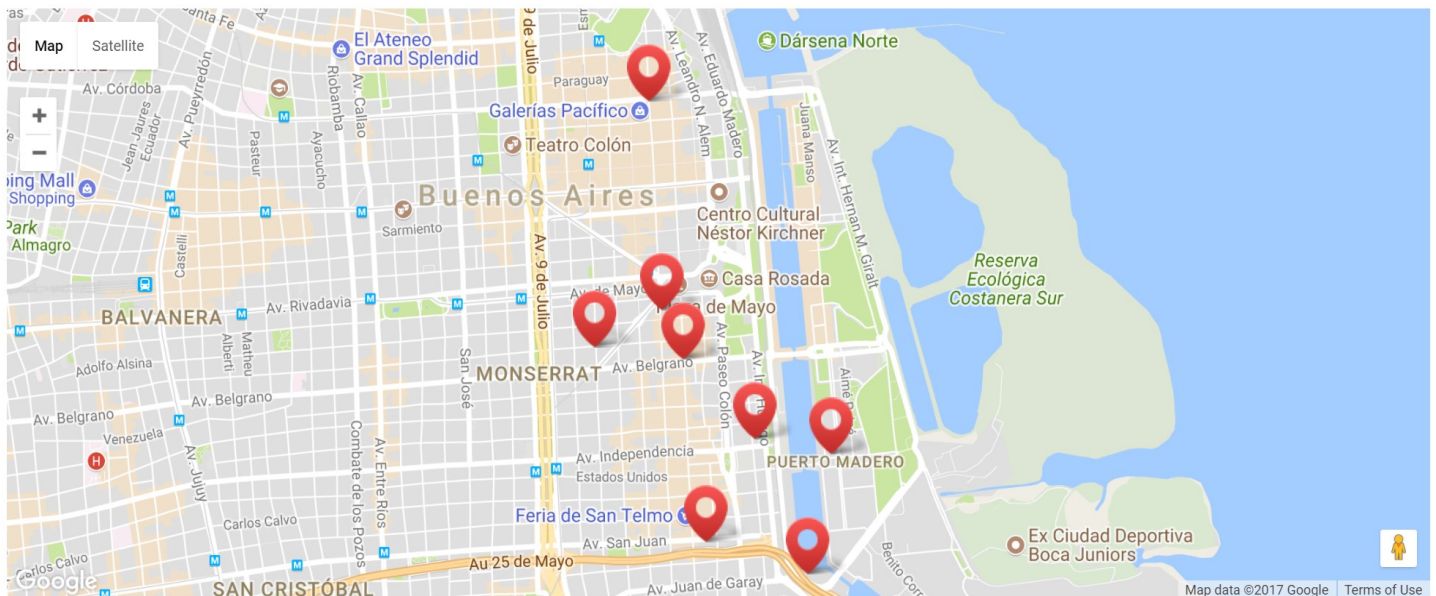
Due to the proximity of all the events, we urge the participants to walk to the venues. If you need special assistance please contact Maria Julia Lencioni (majulencioni@gmail.com)

1) Welcome Reception – Venue: Museum of Modern Art (San Juan Av. 350)
Following you'll find the distance from each hotel to the Museum.

Hotel Madero (Rosario Vera Peñaloza 360): Walking distance, 10 blocks from the museum.
Ch Madero (Azopardo 770): Walking distance, 7 blocks from the museum
NH City Buenos Aires (Bolívar 160): Walking distance, 10 blocks from the museum
Kenton Palace (Defensa 383): Walking distance, 8 blocks from the museum
Dazzler San Telmo (Piedras 303): 12 blocks from the museum
Esplendor Hotel (San Martín 780): Not walking distance, 20 blocks from the museum

2) Gala Dinner – Venue: Madero Tango (Av. Alicia Moreau de Justo 2150)
Following you'll find the distance from each hotel to the Museum.

Hotel Madero (Rosario Vera Peñaloza 360): Walking distance, 10 blocks from Madero Tango.
Ch Madero (Azopardo 770): Walking distance, 10 blocks from Madero Tango
NH City Buenos Aires (Bolívar 160): Not walking distance, 20 blocks from Madero Tango
Kenton Palace (Defensa 383): Not walking distance, 18 blocks from Madero Tango
Dazzler San Telmo (Piedras 303): Not walking distance, 20 blocks from Madero Tango
Esplendor Hotel (San Martín 780): Not walking distance, 30 blocks from Madero Tango



Wednesday, June 28 Venue: Professional Council of Economic Sciences (Viamonte 1549 St)

10:00 to 13:00 hs: **PRECONFERENCE ACTIVITIES: POLICY FORUM (organized in cooperation with ECLAC-UN)**

Session #1: “How should change the policy for SMES under the 4th Industrial Revolution”?

Panelists: Jose Luis Curbelo, National Research Council (Spain)

Claudio Maggi, CORFO-Chilean Economic Development Agency

Winslow Sargeant, Senior Vice President of Partnerships ICSB

Zoran Gogolewski, First Secretary, Economic and Trade Affairs, Delegation of the European Union to Argentina

Moderator: Alvaro Calderón – Economic Affairs Officer, Production, productivity and management Division (ECLAC-UN)

Session #2: “New developments in SMEs and Entrepreneurship policies: the Argentinean case”

Panelists: **Carolina Castro**, Undersecretary of SMEs and **Esteban Campero**, Undersecretary of Entrepreneurs

PRECONFERENCE ACTIVITY #2: Doctoral Seminar

10:00 to 15:00 hs: **ICSB Doctoral Seminar**

PRECONFERENCE ACTIVITY #3: SLUSH Global Accelerator (Metropolitan Center of Design at Algarrobo 1041, BA)

15:00-17:00hs: **Slush Global Impact Accelerator Pitch Competition (co-organized with the City of Buenos Aires Government)**

10 to 15 entrepreneurs competing for a place at the Slush Boot Camp that would take place in Helsinki next November

19:00-20:00hs: **ICSB President Reception (invitation only)** (Museum of Modern Art of Buenos Aires– MAMBA) San Juan Ave 350

20:00-22:00hs: **Welcome Reception at the Museum of Modern Art (MAMBA)** (Address: San Juan Ave 350 Buenos Aires)

Thursday, June 29 Venue: Argentine Catholic University (1300 Alicia Moreau de Justo Ave)

8:00-9:00hs: **Registration**

9:00-9:30hs: **Opening Ceremony**

Francisco Cabrera, Minister of Production, Argentina

Mariano Mayer, Secretary of Entrepreneurs and SMEs, Argentina

Ruben Ascúa, Chairman of the 62nd ICSB World Conference

Gabriela Dicker, Rector of the National University of General Sarmiento

Caros Beltran, Dean of The Economics Faculty, Universidad Nacional del Litoral

Alicia Caballero, Dean of the Economics Faculty, Catholic University of Argentina

Luca Iandoli, President of ICSB

Ayman Tarabishy, Executive Director of ICSB and **Winslow Sargeant**, ICSB Senior Vice President

ICSB Global Partners

9:45-11:30hs: **SME Ministerial Round** - “Best Initiatives by government to improve the development of Entrepreneurs and SMEs”

2017 Chair and Host by Mr. Mariano Mayer (Secretary of Entrepreneurs & SMEs, Argentina)

- **Peter Cazamías**, Associate Administrator, U.S. Small Business Administration (U.S.A.)
- **Alejandro Delgado Ayala**, President, National Institute for Entrepreneurs, (México)
- **Thamsanqa Edmund Mazwai**, Advisor, Ministry of Small Business Development (South Africa)
- **José Ricardo de Freitas Martins Da Veiga**, Secretario Especial de la Micro y Pequeña Empresa (SEMPE) (Brazil)
- **Carlo Spagnoli**, Project manager, Union camere (Italia)

11:45-12:15hs: **Coffee Break & Networking**

12:15-12:45hs: **Keynote Speaker: Dr. David Audretsch** (Indiana University) - Distinguished Professor and Ameritech

Chair of Economic Development at Indiana University. “The Resurgence of Main street Entrepreneurship in a Global Economy”

13:00-14:15hs: **Lunch**

14:30-16:30hs: **Parallel Workshops and Sessions**

16:30-16:45hs: **Coffee Break & Networking**

17:00-18:30hs: **ECLAC Panel: The SMEs and the Fourth Industrial Revolution**

- **Mariano Mayer**, Secretary of Entrepreneurs and SMEs, Argentina
- **Monica Casalet**, Latin-American Faculty of Social Sciences (Mexico)
- **Diego Koatz**, Executive Director, Unión Industrial Argentina
- **Luca Iandoli**, President of ICSB
- **Geralyn McClure Franklin**, ICSB Senior Vice President for Finance & Control
- **Ayman El Tarabishy**, Executive Director of ICSB

Friday, June 30

Venue: Argentine Catholic University (1300 Alicia Moreau de Justo Ave)

8:00 to 12:00 hs: **ICSB Outgoing Board Meeting (by invitation only)**

8:45 to 9:45 hs: **Wilford White Fellows: A Tete-a-tete—Yesterday, Today, and Tomorrow in Small Business & Entrepreneurship**
The voices of experiences speak. A conversation about issues, current trends and new developments in small business and entrepreneurship. Where are we headed in the next 10 years and areas of possible research.

Moderator: Zulma Quiñones- Past President of ICSB and member of the Wilford White Fellows

9:45 to 10:30 hs: **Keynote Talk: SME Policy in Latin America: Current status and future challenges**

By: Dr. Mario Cimoli Director of the Division of Production, Productivity and Management at the UN Economic Commission for Latin America and the Caribbean (ECLAC)

10:30-11:00hs: **Coffee Break & Networking**

11:00 to 11:45 hs: **Keynote Talk: The changing nature of angel investing – drivers, implications and research questions**

By: Dr. Colin Mason, Professor of Entrepreneurship at the University of Glasgow, Editor of Venture Capital. An International Journal of Entrepreneurial Finance

11:45-12:15hs: **Coffee Break & Networking**

12:15hs-13:00hs: **Keynote Talk: Humane Entrepreneurship—from Idea to Reality**

By: Dr. Bae Jong Tae (Director of the Center for Innovation and Entrepreneurship at the Korea Advanced Institute of Science and Technology)

By: Dr. Ki-Chan Kim, Immediate Past-President of ICSB

Commentators: Dr. Winslow Sargeant, Senior Vice-President of Development ICSB. Former Chief Counsel for Advocacy in the US Small Business Administration's Office of Advocacy.

Dr. Ayman El Tarabishi, Executive Director of ICSB

13:00-14:15hs: **Lunch**

14:30-16:15hs: **Parallel Workshops & Sessions**

16:30-16:45hs: **Coffee Break & Networking**

17:00-17:45hs: **Keynote Talk: Latin-American Ecosystems in perspective: some insights from a systemic perspective**

By: Dr. Hugo Kantis, Director of the Entrepreneurial Development Program (PRODEM) at the National University of General Sarmiento. (PRODEM-UNGS & Red Pymes),

21:00-23:00hs: **Gala Dinner & Awards**

Friday, July 30

Venue: Madero Tango (Address: Alicia Moreau de Justo 2150)

21:00 hs: **GALA DINNER & AWARDS**

We will enjoy a superb meal while experiencing the present and the past of Tango in one of the most spectacular locations next to the river and the most modern buildings of the city.

Saturday, July 1

Venue: Argentine Catholic University (1300 Alicia Moreau de Justo Ave)

8:00 to 9:00 hs: **ICSB AGM Meeting** (room 101 San Jose)

9:00 to 10:45 hs: **Parallel Sessions (San Agustín & San José Building)**

10:45 to 11:15 hs: **Coffee break & Networking**

11:15 to 12:00 hs: **Keynote Talk: The State of Entrepreneurship**

By: Dr. Annalee Saxenian, Dean and Professor in the School of Information and professor in the Department of City and Regional Planning at the University of California, Berkeley.

12.15 to 13:15 hs: **ICSB Academy Pitch Competition**

13:15 to 14:00hs: **Closing Plenary & Presentation of ICSB 2018 World Conference**

Mr. Robert Lai ICSB 2018-19 President Remarks

Ruben Ascúa, Chairman of the 62nd ICSB World Conference

Mariano Mayer, Secretary of Entrepreneurs and SMEs, Argentina

14:00 to 18:00hs: **ICSB Board Incoming Meeting**

ICSB HISTORY courtesy of Dr. Hanns Pichler, ICSB VP and Historian

The Council was founded in 1955 on the belief that enlightened small business management is necessary for successful and profitable small business; that successful small business is essential to our national economies; and that entrepreneurship needs to be fostered to stimulate a dynamic and growing economic system.

The original name given to the Council by the Ford Foundation Grantees was the National Council for Small Business Management Development (NCSBMD). The name was subsequently changed in 1977 when the organization decided to incorporate the international community. Over the next decade, membership of ICSB doubled and the Council began to play a key role in the globalization of business during this period.

The Council serves as an umbrella organization that integrates the activities of diverse organizations and professionals who deal directly with small business. ICSB creates and distributes new information on small business management and entrepreneurial development through global knowledge drawn from government, education and commerce.

ICSB Old Logo:





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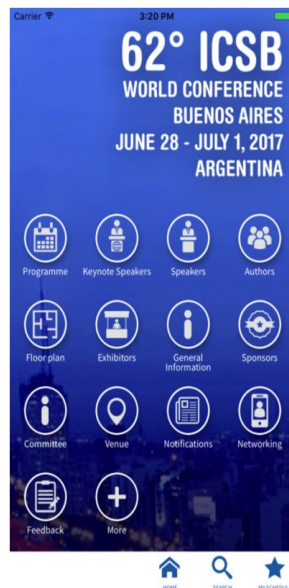
Happening now, know when talks are occurring half an hour before they start

Exhibition, location in the floor plan, description and social links of the companies

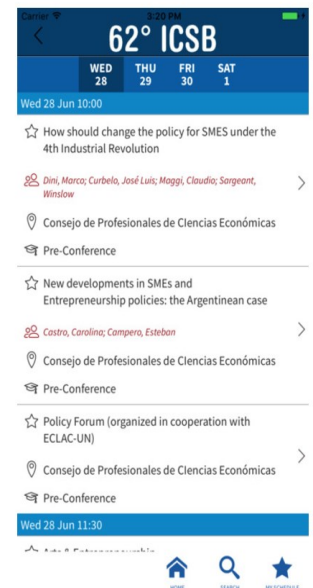
Floor-plan, easily search the stand of your interest and view the location on the floor plan

News, read the latest news from the event

Please scan the QR Code or click the Buttons below to download your Conference Mobile App.



Preview 1



Preview 2



Friday, June 30th
Gala Dinner
Awards Announced



ICSB

Wilford White Fellows 2017



Wilford White Fellows

Selection as a Wilford L. White Fellow is the highest recognition that the International Council for Small Business (ICSB) gives to individuals who have made an outstanding contribution to the development, furtherance and benefit of small and medium sized businesses. The award was created in 1977 and was named for Dr. Wilford L. White, the ICSB's founder and visionary leader.

The Wilford L. White 2017 Inductees



Dr. Ruben Ascuá
Argentina



Dr. Hans Landström
Sweden



Dr. Jeff Alves
USA



Learn firsthand, educator-to-educator, how to identify and use technology tools that enhance the efficiency or effectiveness of traditional or online instruction. In this series, educators will find ways to integrate technology – easily and quickly – into their classes, in ways that are current, intriguing, and useful to students of entrepreneurship.

The Online Learning Excellence (OLE) initiative is designed to bring together educators with an interest in understanding some the best practices in teaching with technology. OLE is designed to provide this information against the specific backdrop of entrepreneurship – addressing technology as it directly supports entrepreneurial activities and related, applied learning experiences. Uniquely, the series will be presented and moderated by a long-time faculty member in entrepreneurship. OLE is an educator-to-educator platform that avoids commercial selling on behalf of technology firms; the goal is to help educators be more effective, *not* to endorse specific products or businesses.

World Conference Edition—Argentina

Moderated by: Dr. Katia Passerini

When: Friday, June 30th

Time: 14:30

Location: Room 216



The Current State of Women's Entrepreneurship,

Geralyn McClure Franklin & Donna Kelley, with Simara Maria de S. S. Greco,
Vesna Mandakovic & Helena Estrada

Thursday, June 29th

ROOM: 116

14:30 to 16:30 hs Parallel Workshops (San José Building)

Across 74 economies featured in the upcoming 2016 Global Entrepreneurship Monitor (GEM) Women's report, there are an estimated 163 million women starting and running new businesses and 111 million running mature ones. Among those economies featured in both this report and the previous one issued two years earlier, women's entrepreneurship rates have increased and the gender gap has narrowed. Still, challenges remain in enabling women to enact their entrepreneurial ambitions and achieve the full potential underlying their opportunities.

Women entrepreneurs create jobs, introduce innovations into their societies, and generate income for themselves and their stakeholders. As such, they are substantial contributors to the development and stability of their economies and the wellbeing of their communities. But how much do we know about what contributes toward more or better female entrepreneurship? How is women's entrepreneurship being addressed and by whom?

Academic research has uncovered a variety of influencers on female entrepreneurship activity, for example: work-family policies, female political empowerment and economic participation, and gender-specific norms. The private sector (Goldman Sachs, Coca Cola, Microsoft), foundations and governments have developed programs to provide training, mentoring, connections, services and finance to women entrepreneurs. The United Nations, World Bank, World Economic Forum and OECD have published reports and initiated programs to research and develop women entrepreneurs. But are we doing enough to promote and support women entrepreneurs? What can we do, and do better?



Creating an Enterprising University - Global Best Practices

Presented by: University Deans & Presidents' Workshop:

Thursday, June 29th

ROOM: 220

14:30 to 15:30 hs Parallel Workshops (San José Building)

Universities for decades have operated in organized and bureaucratic structures as they relied for the most part on government funding and operated in stable environments. Educational, technological, and rapid market shifts have prompted universities to rethink their business models. Now, a revived energy and focus on an existing movement called the Enterprising University has taken new life.

The movement emphasizes flexibility, employee involvement, and interface with the external business environment. Many administrators now need to adapt quickly and rethink how education and research that matters is executed. This is a challenge as



Moderator and Most Recent Inductee

Wilford White Fellow

Dr. Jeff Alves

USA

Humane Entrepreneurship

Share Dream to Excite People! It's Humane Entrepreneurship

WHAT is Humane Entrepreneurship?

As countries and organizations move towards holistic growth, enterprises should extend their priorities beyond the profit margin. These companies should shift their focus onto their people, the environment, and society. Great entrepreneurs with strong humane mindsets fuel the concept of Humane Entrepreneurship. Human oriented businesses are deemed to perform better, come up with better products and services, and ultimately, satisfy their customers. Humane Entrepreneurship is a key to the sustainable development of not only enterprises, but also to the sustainable development of society.

Learn More and Join Global Research Team:

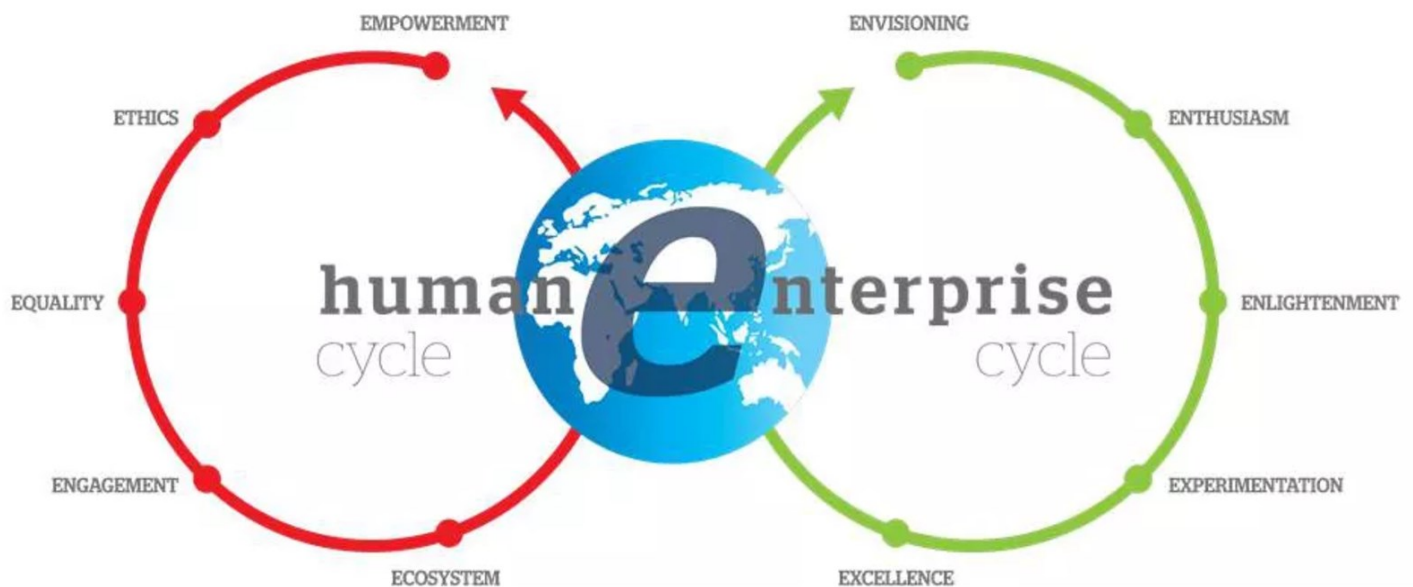
WORKSHOP: Friday, June 30 at

Time: 14:30

Room: 116

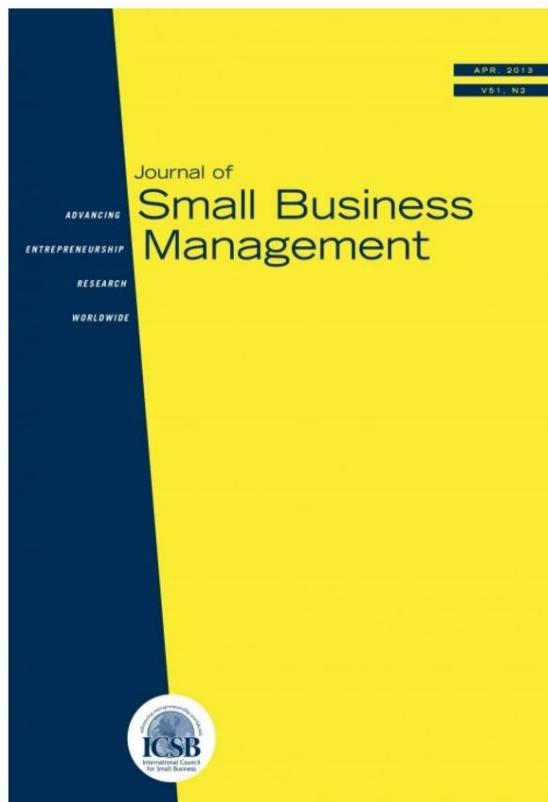
Dr. KiChan Kim

The Humane Entrepreneurship Model



ICSB Main Academic Journal

Journal of Small Business Management (JSBM)



The primary purpose of the Journal of Small Business Management (JSBM) is to publish scholarly research articles in the fields of small business management and entrepreneurship. As the official journal of the International Council for Small Business (ICSB), the JSBM is recognized as a primary instrument for projecting and supporting the goals and objectives of this organization, which include scholarly research and the free exchange of ideas. The journal, which is circulated in 70 countries around the world, is a leader in the field of small business research.

Edited By: George T. Solomon

2016 Impact Factor: 2.876

	2015	2016
2 -year impact factor	1.937	2.876
5-year impact factor	2.868	4.342
Rank in Management	65/192	48/194

All ICSB members, as a benefit of membership, receive online access to all JSBM articles.

MEET THE EDITOR: Dr. George Solomon

WORKSHOP: Friday, June 30 at

Time: 14:30

Room: 128



Join the Online Discussion – #ICSB Webinar Series

The ICSB webinar series is a forum for members from around the world to discuss Management Assistance for Small Business. Each live session includes well-respected educators, scholars and small business professionals.

ICSB will host a new webinar each month with 1-2 speakers and a topical focus under the general theme. We are targeting Wednesday at 12pm Eastern time (Washington DC USA). We encourage you to RSVP ahead of each live session. Council members representing education, industry, financial institutions and government, provide a worldwide network of ideas and experience exchange on management assistance for small business.

Past Webinars:

May 2017: HOW CAN POLICIES SUPPORT SMES? A United States Perspective.

Dr. Winslow Sargeant, Former Chief Counsel to President Obama on Small Business Administration and current ICSB Senior Vice President for Development

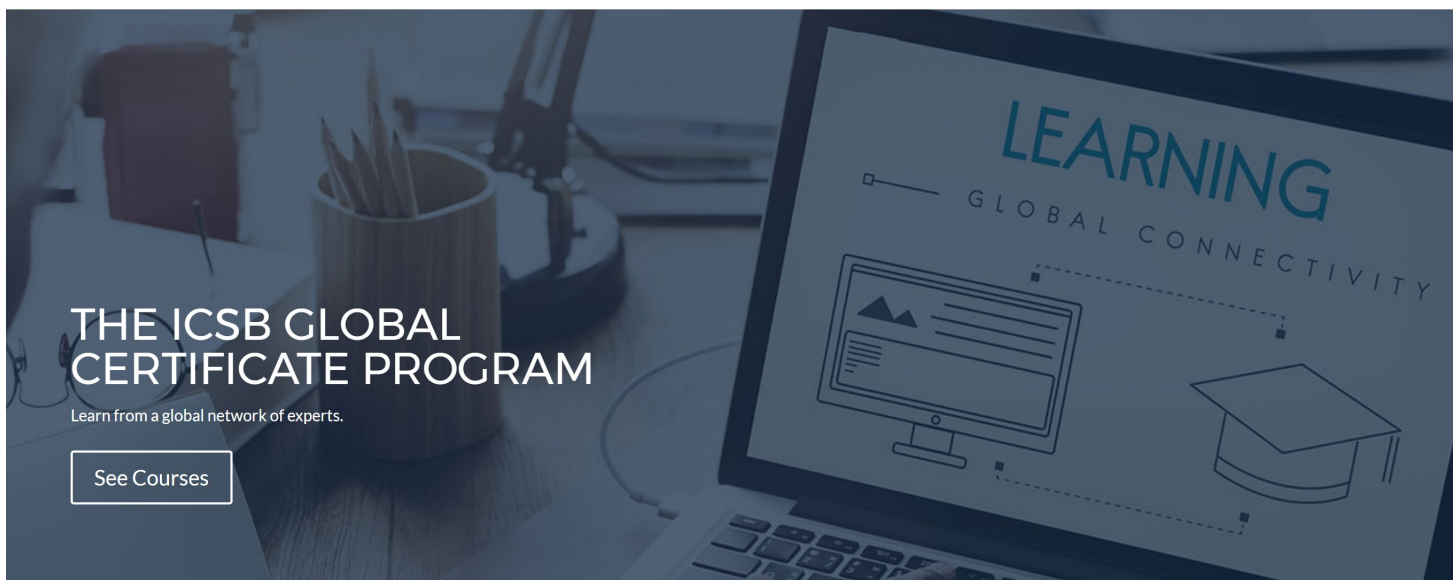
April 2017: WHY ARE WE IGNORING FAMILY BUSINESS?

Dr. Frank Hoy, Foisie Business School, Beswick Professor at Worcester Polytechnic Institute

March 2017: Programs to Further Develop Faculty from around the World in the Art and Craft of Teaching Entrepreneurship and Building Entrepreneurship Programs

Dr. Heidi Neck, Professor and the Jeffry A. Timmons Professor of Entrepreneurial Studies at Babson College

<https://icsb.org/webinars/>



THE ICSB GLOBAL CERTIFICATE PROGRAM

Learn from a global network of experts.

[See Courses](#)

ICSB Global Certificates Programs

Entrepreneurship & Sustainability (Launched Fall 2017)

ICSB Global is offering a Certificate in Entrepreneurship and Sustainability that address entrepreneurship from a perspective of driving innovation the better the planet.

In Class: Transforming Our World: An Overview of the 2030 Agenda for Sustainable Development

This class will encompass an introduction to the United Nations Sustainable Development Goals (I suggest both in person and online offering). Learn about the 17 Sustainable Development Goals that are guided by the purposes and principles of the Charter of the United Nations, including full respect for international law. Also, learn how the agenda is grounded in the Universal Declaration of Human Rights, international human rights treaties, the Millennium Declaration and the 2005 World Summit Outcome Document as well as potential ways to integrate the goals as a business, academic leader, or student to help achieve the 2030 agenda.

The Paris Climate Treaty: Global Implications

Learn about the Paris Climate Treaty— an agreement within the United Nations Framework Convention on Climate Change (UNFCCC) dealing with greenhouse gas emissions mitigation, adaptation, and finance starting in the year 2020. Learn about participating country commitments and geopolitical implications. Discuss the various positions for and against the treaty and the US's "We are Still In" movement by businesses, academic institutions, and governments.

Online: Sustainability in Business Decision Making

Learn the fundamentals of applying multiple facets of sustainability in business decision making, including:

Incorporating the SDG framework into your business strategy; Managing costs through environmental systems integration, such as renewable energy, carbon reduction etc.; Selecting sustainable business partners and vendors;
Marketing your corporate responsibility efforts to customers and prospects

ES&G Measurement Systems

Learn about the various systems for measuring and reporting on environmental, social and governance performance by corporations, including the Global Reporting Initiative (GRI), Integrated Reporting Movement and Sustainability Accounting Standards Board. Discuss the challenges and opportunities for measuring success currently and in the future for businesses committed to ES&G and how these systems and others can help us report on the success of the 2030 agenda.

Sustainable Entrepreneurship and Shifting Consumer Purchase Dynamics

Learn about the opportunities to launch a social enterprise that aligns with the sustainable development goals and the new trends of social impact companies. Discuss global trends toward conscious consumerism and the nuances.

ICSB ACADEMY

Buenos Aires,
Argentina



2017 COHORT
JUNE 25 –
JULY 01

Program



ICSB 3rd Academy Buenos Aires, Argentina.

- One hundred students from around the world seeking to make a positive and sustainable impact on society.
- Active entrepreneurs who will share with you their successes and failures.
- Renowned researchers and lecturers of entrepreneurship who will teach you strategy and techniques.
- Administrators and government officials from around the world who promote entrepreneurship as a path to regional prosperity.

- Cesar Bandera, 2017 ICSB Academy Director

**Saturday: July 1 from 12.15 to 13:15 hs:
ICSB Academy Final Pitch Competition**

**62° ICSB
WORLD CONFERENCE
JUNE 28th - JULY 1st, 2017
BUENOS AIRES ARGENTINA**

ORGANIZER:



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OFFICIAL CARRIER



Thursday, June 29th

SME Growth,
Performance,
Internationalization
Room 106

SME Growth,
Performance,
Internationalization
Room 113

Entrepreneurship
Education,
Learning,
Knowledge
Dissemination
Room 201

Entrepreneur-
ship Education,
Learning,
Knowledge
Dissemination
Room 201

Entrepreneurship
Education,
Learning,
Knowledge
Dissemination
(Span, Port.)
Rm 2—St Agustin

14:30	Unemployment, Business Creation, and Growth: the Moderating Effect of Human Capital	(Experience) LEAN PRACTICES AND SUSTAINABILITY: A MUST FOR SMEs	(Teaching case) Variations in the Organizational Interfaces increased Opportunities of the Innovating New Technologies for Entrepreneurs in the GC	Deep Learning in Entrepreneurship Education: Fostering Playfulness and Cultural Diversity	Aprendizaje por Auto Gestion mas alla del Aula de Clases Tradicional
14:45	The Strategic Impact of SME Innovation Activity: The Relationship Between R&D Intensity and Firm Performance in the U.S. and Japan	A Study on the Strategy to Remove/Reduce Technical Barriers to Trade(TBTs)between Korea and Central, Caribbean&South America	Learning and knowledge application process: insights from small agro-enterprises	The Role of Education and Training in Business Start-Ups – The case of Black African Migrants in Britain	(Experiencia) Educação Empreendedora e Teoria da Aprendizagem Experiencial: O caso de uma prática empreendedora em uma Instituição de Ensino Superior Brasileira
15:00	Entrepreneurial Failure in Technology Based Firms	DOWNGRADING AS A BUSINESS STRATEGY IN THE INTERNATIONALIZATION OF SMEs FROM DEVELOPING COUNTRIES	Entrepreneurial learning process: The case of community of practices	(Experience) Creating a Campus Wide General Education Entrepreneurial Experience	A colaboração como prática de ensino-aprendizagem do empreendedorismo: a experiência de empreender um festival cultural
15:15	Does Size and Export Experience Influence Export Barriers Perception?	Teaching case) A Study on Growth Factors of Korean Gazelle SMEs	The Mediating Effect of EO on Learning Organizations' Performance: A Conceptual Examination	Hackathons as Entrepreneurship Development Programs. A Case Study: Maker Hacklab	Ensino da Gestão de Pequenos Negócios como uma das Dimensões da Educação em Empreendedorismo (EE)
15:30	HOW LEADERSHIP LEADS TO TASK PERFORMANCE THROUGH TRUST AND FELT TRUST?	The difficult transition of Canadian mid-sized firms to large	Experience) International Knowledge Transfer in the Field of Business Advice Services to SMEs: An Empirical Analysis of the Successful Partnership between SEBRAE (Brazil) and ALTIS (Italy)	Integrate Service Learning and Entrepreneurship in Building a Sustainable Enterprise for Underprivileged Communities in China	INSERÇÃO DE TICS NO ENSINO FUNDAMENTAL, DESEMPENHO ESCOLAR E FORMAÇÃO DE EMPREENDEDORES: limites e possibilidades no contexto brasileiro
15:45	Does Entrepreneurial Orientation Matter in Entrepreneurial Intention, Effectual Behavior and Entrepreneurial Outcomes of Japanese SMEs?	How Sustainable Enterprises Grow: An Exploratory Study	Negotiation: Entrepreneurs' Value Co-creation	International Students and their Identity-Based Social Networks in Hong Kong	(Experiencia) De una Iniciativa a un Ecosistema: La experiencia transformadora de la iniciativa Innovación
16:00	An Examination of High Growth Latino and Black Entrepreneurs in the United States	Need for Closure and Small Firm Innovativeness: Examining Novelty-based Business Model as a Mediator	The Effect of Human Capital on Opportunity Recognition: A Meta-Analysis	Should we use Massive Open Online Courses in the field of Entrepreneurship Education	Ensinando o empreendedorismo e sua influência na vontade de empreender: um estudo no curso de Administração da FAGEN-UFU.
16:15	Encountered problems and growth in innovative new ventures	Effort perceptions versus autonomy concerns: How does conflict dissatisfy members on nascent entrepreneurship teams?	The Entrepreneur's Dead Souls - A Teaching Case Regarding Nikolaj Gogols Classic Novel „Dead Souls“ to Foster an Enlightened Entrepreneurship Education	Developing Learning Communities of Practice for Innovation, Creativity and Entrepreneurship on University Campuses	(Teaching case) AS PROEZAS DE UM CABOCLLO SERTANEJO QUE EMPREENDE NO PEITO E NA RAÇA: O JEITINHO BRASILEIRO DE SER EMPREENDEDOR

Thursday, June 29th

SME growth, performance and internationalization + SMEs & Family Firms management (Span, Port) Rm I, St Agustín)

Methodological challenges and new research methods applied to SME and Entrepreneurship research
Room 222

SMEs and family firms' management (marketing, innovation, finance & strategy
Room 236

Entrepreneurial finance for new and growing SMEs
Room 122

Social innovation, sustainable & social entrepreneurship
Room 128

Entrepreneurship and SMEs in developing regions (with focus on Latin America) SMEs and family firms management (SPAN,PORT)
Room 121

14:30	Determinantes da Internacionalização de Pequenas e Médias Empresas de Software: um estudo multi casos com empreendedores do Estado do Paraná e da Comunidade Valenciana	Small businesses and economic threats: An organisational resilience scale	Family business in the UAE: Examining the bright and dark sides of socioemotional wealth on performance.	The Effects of Crowdfunding Success, Patent and Third-party Endorsement in Securing Venture Capital Investment	Social Innovation and Social Entrepreneurship in Rural China	(Teaching case) AS PROEZAS DE UM CABOCLO SERTANEJO QUE EMPREENDE NO PEITO E NA RAÇA: O JEITINHO BRASILEIRO
14:45	Elas duraram: Memórias e Trajetórias de Pequenas Empresas Longevas	The international surveys of FLOSS (free/libre open source software) firms	The Effect of Strategic Alliance on Small Business Performance: A Meta-Analysis	Investors' Rationales for Herding on Equity Crowdfunding Platforms	Transmission of CSR requirements in supply chains: investigating the multiple mediating effects of CSR activities in SMEs	Diferencias en la escalera de progreso en emprendimiento en América Latina
15:00	INDICE DE FACTORES DE LA NO LA ADOCIÓN DEL COMERCIO ELECTRÓNICO BUSINESS TO CONSUMER (B2C) EN LAS PEQUEÑAS EMPRESAS DE PUERTO RICO	Profit and Dynamic Knowledge Creation among New Ventures in the Kauffman Firm Survey	How small business is valued- An Overview of Valuation Methods in Thailand	PREDICTING CROWDFUNDING CAMPAIGN SUCCESS FROM FIRST IMPRESSIONS	Indigenous People in the Global Economy: Entrepreneurship in the Pursuit of Well-being	Fatores de Mortalidade relacionados ao Dirigente, à Organização e ao Ambiente da Pequena Empresa: Estudo de Casos em Empresas do Varejo de Vestuário
15:15	MEDIANAS EMPRESAS DE PRODUCTOS AGRÍCOLAS NO TRADICIONALES DE RÁPIDA INTERNACIONALIZACIÓN: UN CASO PERUANO BASADO EN INNOVACIÓN Y ESPECIALIZACIÓN DE ALGAS. Perception?	Understanding Entrepreneurship: Which metrics are important? A Case of Romania	Corporate tax aggressiveness in family French SMEs	Value Uncertainty, Bidder Reputation, and Organizational Rapport in Buyouts: Lessons from Private	A Science-based Model for Sustainability Statements: Application to GHGE Global Reduction Goals	Evaluación Sistémica de la Estrategia en una unidad de negocio familiar. Caso exploratorio - Taller de Confección ?Hilada? Usme (Bogotá)
15:30	Determinantes que Guían las relaciones Mayorista/Minorista de Pymes en la industria de alimentos	What you see is what you get: images of the entrepreneur and their impact on entrepreneurship education	Job Creation and Innovation among SMEs in Australia	External financing perceptions by Sub-Saharan Entrepreneurs: a Qualitative Approach	Social Innovation, Entrepreneurship and Well-being: A case study of a social enterprise.	Innovación y exportaciones en PYMES ¿Qué viene primero?
15:45	Factores que determinan la capacidad Innovadora de las PyMes Argentinas	Reasons for the Almost Complete Absence of High-Growth Ambition and Innovation Activity of Early-Stage Entrepreneurs in Brazil	Content production and co-production in social media for SME's: The case of tourism offices in the South of France	Access to Debt Financing for Entrepreneurial Ventures and SMEs in the Emerging	Catalyzing Social Innovation: Transnational Social Entrepreneurship in India	As incubadoras de empresas e o fomento ao empreendedorismo: um estudo sobre a Fundação Educere de Campo Mourão-Paraná-Brasil
16:00	A viabilidade de implantação de um projeto: estudo de caso em uma indústria cerâmica no município de Juscimeira/MT.	Benchmarking small firm marketing practices in emerging and developed economies	Real options applied to decision support - an investment analysis in retail units opening	Is financing entrepreneurs destroying jobs? The role of Venture Capital in job dynamics.	Designing Innovative Services for the Long Haul: Insights from a 400 Year Old Service Organization	PRÁTICAS DE GESTÃO FINANCEIRA DE CURTO PRAZO DAS PEQUENAS E MÉDIAS EMPRESAS DO MEIO OESTE CATARINENSE
16:15	Teaching case) Puerto Rico Industries for the Blind, Corp. (PRIFB): Una Empresa social con oportunidad empleo para personas con discapacidad visual	A Study on Dental Clinics in the State of Bahia (Brazil)	Blue Ocean Strategy – A new way for SMEs to survive in the niche market?	Alternative Sources of Financing for SMEs in Poland in the Light of Empirical Research		

Friday, June 30th

	SME Growth, Performance, Internationalization Room 106	Entrepreneurship Education, Learning, Knowledge Dissemination (Span, Port.) Rm 1—St Agustin	Methodological Challenges and new research methods applied to SME and Entrepreneurship Research (Span, Port) Rm 2—St Agustin	Entrepreneurship Education, Learning, Knowledge Dissemination Room 201	SMEs and Family Firm Management (marketing, innovation, finance & strategy) Room 215
14:30	Exploring the Influence of Home Country Factors on Rapid Internationalization of Companies from Emerging Economies	Qual é o Problema? Aplicação do Método PBL na Disciplina de Administração de Pequenas Empresas	Pesquisa em Empreendedorismo: o desafio de diferentes compreensões do objeto de estudos	The collective entrepreneurial mindset: an indigenous perspective	A Study on the Success Factors affecting Innovation Capability
14:45	Entrepreneurial Growth Intentions: A Reasoned Action Perspective	Da conexão ao comprometimento: trajetória, percepção de valor e resignificação na rede Movimento Vale Empreender	Inovação na Pequena Empresa: Por Uma Nova Teoria de Inovação	(Teaching case) The Elements of Effectuation: LinkedIn Case	Trust and Control in the Management of Strategic Networks of SMEs: an Empirical Analysis on a Sample of Italian Network Contracts
15:00	Effectuation and Causation in the Context of Established Companies – Exploring the Effect on Innovation and Business Growth	Modelo del Proceso Administrativo en la Enseñanza Colaborativa en un Curso de Introducción al Desarrollo Empresarial	Como as Pequenas Empresas Inovam? Reflexões e Achados de Pesquisa	(Experience) MAKER HACKLAB: A MAKER METHODOLOGY TO FOSTER IoT STARTUPS EXPERIENCES	Entrepreneurial storytelling : A mean for legitimacy and opportunity exploitation.
15:15	Integrating Regional SMEs Into Global Networks: Industry 4.) As Opportunity For Smart and Sustainable Development of the Networked SME	IDENTIFICAÇÃO E EXPLORAÇÃO DE OPORTUNIDADES DE NEGÓCIOS EM COMPETIÇÕES DE EMPREENDEDORISMO	Desafio Metodológico na Investigação da Visão da Sustentabilidade em Pequenas e Médias Empresas Industriais (PMEIs)	Dyadic relationships of trust and knowledge sharing in cooperation networks between micro and small enterprises for innovation	A new taxonomy for family business development and a multi-dimensional professionalisation construct for UK family businesses
15:30	GROWTH INTENTIONS AND SALES GROWTH IN SPARSELY POPULATED AREA MICRO-FIRMFELT	Propensión emprendedora de estudiantes universitarios de Puerto Rico (Estudio GEST)	APRENDIZAGEM NO PROCESSO DO EMPREENDEDORISMO ESTRATÉGICO	Understanding the Process Small Businesses Use to Capture, Convert, and Integrate Survival Knowledge	THE APPLICATION OF MARKETING MIX IN SMALL GREEN GROCER FIRMS IN NAIROBI KENYA
15:45	All by myself: The desire for independence and the growth of new companies	Enactus RUM: Fusión entre el Emprendimiento Social y el Aprendizaje en Servicio Co-Curricular, Extracurricular y curricular	GOVERNANÇA EM CLUSTERS: UMA ANÁLISE A PARTIR DA DINÂMICA DE SISTEMAS	(Experience) Disciplined entrepreneurship: The foundation of sustainable business growth	(Teaching case) Agrosmart: a brazilian startup making tropical agriculture digital
16:00	The gazelle companies: Their drivers and some evidence from the field	Emprendimiento en Jóvenes Universitarios más allá del aula de clases tradicional	Pesquisa Qualitativa em Empreendedorismo no Brasil: Revisão dos Estudos Publicados em Periódicos de 2010 a 2015	Integrating entrepreneurial thinking currently with capstone senior design experiences in engineering curricula.	The Relationship between Personal Social Capital and Organizational Social Capital in Small and Medium-Sized Firms
16:15	MSE growth through innovation in developed and developing countries: What matters?	Perfil Empresarial de los Estudiantes Universitarios: Recomendaciones al Currículo	Evolução temática dos estudos em Empreendedorismo Feminino	The Impact of Student's Cognitive Style on Antecedents of Entrepreneurial Intentions: A comparison between Kuwait and the U.S.	ESL Teaching Case Study: Accent, Intelligibility and Comprehensibility

Friday, June 30th

	Entrepreneurship and SMEs in developing regions (with focus on Latin America) SMEs and family firms management (SPAN,PORT) Room 218	Intrapreneurship: Developing Innovation through managers, creative industries & SMEs Room 222	SME Growth, performance, and internationalization/Entrepreneurial finance for new & growing SMEs (span, port) Room 236	Entrepreneurship and SME policy, Ecosystem, and National Innovation Systems Room 202	SME Growth, Performance, and Internationalization Room 113
14:30	Las actividades de innovación de las firmas jóvenes y su relación con el crecimiento empresarial. Una exploración a partir de la Encuesta Nacional de Dinámica de Empleo e Innovación (ENDEI)	Intrapreneurship at the Colombian MSME	Empreendedorismo e Inovação como Agentes Indutores de Estratégia em Pequenas	South Africa introduces programme on high growth entities to find employment generating small businesses	Innovation and growth in young firms: Does Intellectual Property Right Enforcement Play a Role?
14:45	La instalación en una incubadora de empresas desde la perspectiva de los emprendedores tecnológicos.	The Use of Facebook in Hiring Decisions: the case of Insurance Agents in Hong Kong	RELAÇÃO ENTRE ORIENTAÇÃO EMPREENDEDORA, CAPACIDADE DE INOVAÇÃO E MUNIFICÊNCIA AMBIENTAL EM PEQUENAS E MÉDIAS EMPRESAS BRASILEIRA	Legal Barriers and Obstacles to Innovation Entrepreneurship in Russia	How open innovation activities and open innovation competencies impact on value creation? The case of Latvian University Business Incubators
15:00	A Abordagem Effectuation em Empreendedorismo Social	Does Hubris Fuel Entrepreneurial Transformation? A Novel Perspective on the Performance of Core Entrepreneurial Functions	Perfiles de I+D, capacidades y desempeño económico en las firmas industriales argentinas	The Impact of the government's startup support program on the entrepreneurial traits of individuals and Startup intention	SMEs' Failure Factors: Theoretical and Empirical Insights
15:15	La gestión del emprendedorismo desde los Gobiernos Locales. La experiencia del programa Ciudades para Emprender	The European market of energy saving solutions: the case of a German startupfirms	LOS NUEVOS INCENTIVOS PARA EL FOMENTO DE LAS PYMES DE BASE TECNOLÓGICA	The influence of the entrepreneurship ecosystem on entrepreneur's behavior: a study in the Brazilian mobile app industry	My Start-up Company and I. What Else? An Exploratory Study of the decisions of Nascent Entrepreneurs to Make, Buy or Ally in the Context of Innovative Business Creation
15:30	LA AUTOEFICACIA PERCIBIDA: FACTOR MOTIVACIONAL PARA LA CREACIÓN DE EMPRESAS EN LOS EMPRENDEDORES MIPES DEL VALLE DE ABURRÁ	How the innovative business model is important to gain competitive advantage? – The case study of Moroccan startup	Un estudio comparativo de las decisiones de financiamiento del sector de software y del sector de Videojuegos	Exploring Regional Dimensions of ASEAN's Most Successful Craft Entrepreneurship Initiative	Determinants of Exports among SMEs in Zimbabwe
15:45	A IMPORTÂNCIA DAS INCUBADORAS DE PROJETOS NO AMBIENTE ACADÊMICO A EXPERIÊNCIA DA ESCOLA DE NEGÓCIOS SEBRAE-SP ALENCAR BURTI	Analysis of generic Blockchain Technologies and their implications for SMEs	Financiamiento a MiPyMEs en Argentina. Una evaluación de la experiencia regulatoria del Banco Central a partir de la Línea de Créditos de Inversión Productiva, 2012-2015	International Comparison of Humane Entrepreneurship: Status, Typology and Policy Implications	Resources for the Internationalization of SMEs in Emerging Countries
16:00	La relación entre instituciones informales y tipos de actividad empresarial: evidencia desde Latinoamérica	THE INFLUENCE OF INDIVIDUAL DETERMINANTS ON INDEPENDENT AND CORPORATE VENTURE CREATION IN SPAIN	INSTRUMENTOS DE FINANCIAMIENTO PARA EMPRENDIMIENTOS DE BASE TECNOLÓGICA EN ARGENTINA.	Economical/Financial Benefits of Companies Participation in Horizontal Cooperation Networks – A Systematic Review	The Influence of Employees Competencies on the Use of Hybrid Management Accounting Expertise for SMEs Sustainable Growth in Kenya
16:15	EL TECHO DE CRISTAL COMO FACTOR DE IMPACTO EN LA OPORTUNIDAD DE DESARROLLO PROFESIONAL Y EMPRENDIMIENTO FEMENINO.	TRANSACTIONAL AND RELATIONAL MANAGER-ORGANIZATION RELATIONSHIPS' IMPACT ON SME MANAGER'S AMBIDEXTERITY	INSERCIÓN INTERNACIONAL DE PYMES ARGENTINAS: ESTUDIO DE CASOS	Unemployment, State Taxes and Entrepreneurship	Key Survival Factors (KSF): what change when we look at the time machine? Evidence from France for newly founded firms between 2002 to 2005

Saturday, July 1st

Methodological challenges and new research methods applied to SME and Entrepreneurship research
Room 113

SMEs and family firms' management (SPANISH & PORTUGUESE)
Room 201

Entrepreneurial finance for new and growing SMEs
Room 215

Entrepreneurial finance for new and growing SMEs (Span, Port)
Room 217

Social Innovation, sustainable, & social entrepreneurship
Room 218

9:30

Six Entrepreneurship's schools of thought: New Empirical Evidence

APRENDIZAGEM ORGANIZACIONAL E EQUIPAMENTOS DE DIREÇÃO EM PEQUENAS EMPRESAS: O CASO DE UMA EMPRESA DO SETOR ALIMENTÍCIO

The Impact of Voluntary Audit and its Quality on the Credit Access of French SMEs

EQUIDAD TERRITORIAL EN LA EJECUCIÓN DE PROGRAMAS PÚBLICOS DE FINANCIAMIENTO A PYMES EN LA PROVINCIA DE BUENOS AIRES

The Effect of Social Entrepreneurial Activity on Social Value Creation: A Qualitative Study on Social Entrepreneurs in Sri Lanka

9:45

DO STARTUPS CREATE JOBS? A NEW LOOK AT THE PROCESS OF JOB CREATION

(Teaching case) El Castillo Hotel: un caso de estrategia "océano azul" adaptada al entorno argentino.

Professor as Fund Manager: Reflections on Learning by Doing

Avaliação de produtos de uma fábrica de brinquedos utilizando a clusterização de dados e análise multicritério

ICT Global Emissions Footprint: The Imperative for a New Computing Paradigm

10:00

Rethinking the Life Cycle Paradigm in the University Spin-Off Research

GLASS CEILING EN EMPRESAS FAMILIARES EN PUERTO RICO.

Corporate Governance Attributes and Listed SMEs Debt Maturity Structure: Evidence from Different Economics Environments

Segmentación y caracterización de la demanda de microcréditos en Argentina

Clean energy entrepreneurs' strategies to compete and growth: a multi-case study of challenges from developing countries

10:15

Entrepreneurial perspectives on the venture start-up phase: A Q methodological approach

SER PYME HOY

New Venture Funding: Identifying a Founder-Funder Exchange Model (FFX)

Análise Dinâmica do Capital de Giro: um Estudo Aplicado a uma Empresa Varejista de Materiais de Construção em Rondonópolis ? MT

Social Innovation and Social Entrepreneurship Integration in Building a Sustainable Enterprise for Underprivileged Communities in China

10:30

Entrepreneurial burnout : theoretical and empirical discussion

Diversificación del negocio familiar en un contexto inestable: un marco conceptual desde la

Un estudio exploratorio de las PyMEs de Videojuegos en Argentina vinculado con el acceso al financiamiento externo.

Integrate Service Learning and Entrepreneurship in Building a Sustainable Enterprise for Underprivileged

10:45

Saturday, July 1st

Women
Entrepreneurship
Room 222

Academic
Entrepreneurship,
technology transfer,
and knowledge based
entrepreneurship and
SMEs
Room 236

Intrapreneurship:
Developing
Innovation through
managers/Social
Innovation & Social
Entrepreneurship
(Span,Port)
Room 127

Entrepreneurship
and SMEs in
developing
regions (with
focus on Latin
America)
(Span,Port))
Room 109

Entrepreneurship and
SMEs in developing
regions (with focus on
Latin America) //
Entrepreneurship &
SME Policy,
Ecosystems and
National Innovation
systems
Room 212

Methodological
challenges //
Urban &
Regional
perspectives //
Education //
Social innovation
(Span, Port)
Room 101

9:30

Exploring Gender
Differences in SME
Performance: Evidence
from Canada

Knowledge-based
Entrepreneurship
in Early-stage and
Peripheral

Competências de
Inovação na Pequena
Empresa: Por um
Modelo Centrado no
Gestor

El "cluster" audiovisual
de Buenos Aires:
Orígenes, características
y perspectivas

Promoter roles in
Finnish Bio-
economy
Ecosystem
Development

BASES CIENTÍFICAS
PARA ESTUDOS SOBRE
PROPENSÃO AO
EMPREENDEDORISMO:
UMA ANÁLISE DE
COCITAÇÕES

9:45

Challenges of
Lebanese Women
Entrepreneurs

Fear of
entrepreneurial
failure – opening the
black box

PROPOSIÇÃO DE UM
MODELO DE AVALIAÇÃO
DE ANTECEDENTES DO
EMPREENDEDORISMO
CORPORATIVO

IMPACTO DEL CAPITAL
HUMANO SOBRE EL
RENDIMIENTO DE LAS
MICROEMPRESAS: UN
ESTUDIO EMPÍRICO EN
ARGENTINA

Analysis of the
entrepreneurial Eco-
System in Innovation
Driven Countries A Cross
Country Analysis between
Germany and Slovakia

ASPECTOS
COGNITIVOS E
AFETIVOS NOS
ESTUDOS
ORGANIZACIONAIS:
UM
ESTUDO
BIBLIOMÉTRICO

10:00

"Entrepreneurial
attitude growth map"
of housewives
entrepreneurs through
exploratory data
analysis

Prosocial attitudes
and academic
entrepreneurship

Feiragora: tecnologia
da informação ligando
feirantes à
consumidores

Gestión estratégica de
recursos humanos en PyMES
de Software y Servicios
Informáticos: Modalidades
de implementación de
políticas de conciliación
trabajo-vida

The effects of global
nationalization trends
towards future business
behaviour. An empirical
analysis by the German
Chambers of Commerce
and industry to measure
the effects of the BREXIT

Contribuições da
capacitação
empreendedora:
breve descrição do
Programa Bom
Negócio Paraná -
apoio a micro,
pequenos, médios e
informais
empreendedores

10:15

The roles of
entrepreneurial education
and training, gender, self-
confidence, and
perceptions of the
appropriateness of
becoming an entrepreneur
in a developing economy

Challenges of ICT
Adoption of Small
Medical Firms in Nairobi
Kenya

Gobierno Empresario: El
Modelo de Empresa
Municipal en Puerto Rico

EVALUACION DE LA
ADOPCION DEL MARKETING
DIGITAL EN LAS MICRO
PYMES Y PYMES DE
SERVICIOS DE COLOMBIA

Formal rules and
informal entrepreneurial
activity. Panel evidence
from Latin American
Countries

A inovação social
em processos de
desenvolvimento
regional em
territórios de
mineração:
propostas para um
modelo teórico

10:30

Women's
Entrepreneurship:
Selected Aspects

The Israeli Technological
Model

Análisis de una
empresa sustentable
con valores
cooperativos

ESTRATÉGIA E HOSPITALIDADE
EM PEQUENOS E MÉDIOS
HOTÉIS: UM ESTUDO NO
MUNICÍPIO DE LONDRINA / PR /
BRASIL

Entrepreneurship: key to
economic growth in Latin
America and the
Caribbean?

INTENÇÃO
EMPREENDEDORA
E
DESENVOLVIMENTO
O DE CARREIRA DE
ESTUDANTES
UNIVERSITÁRIOS
DE UMA
INSTITUIÇÃO DE
ENSINO SUPERIOR

10:45

Capital
Structure of
Urban
Startup
Ecosystem

¿Qué influye en la
intención de
emprender en los
estudiantes
universitarios
uruguayos?

New Frontiers in Entrepreneurship and the Definition of Work

October 18th and 19th 2017

The George Washington University School of Business will host the 8th Annual GW October Entrepreneurship Research and Policy Conference.

The conference theme will be *New Frontiers in Entrepreneurship and the Definition of Work*. The conference will bring together practitioners, educators, policy makers and industry CEOs and leaders to explore the concept of the new entrepreneurial frontiers like automation and universal basic income - identifying key stakeholders and how they can collaborate for success. We will discuss specific examples where pioneering growth in these new entrepreneurial frontiers are taking place.

Industrial automation and artificial intelligence are bringing rapid changes to the workplace. This is particularly true in fields such as defense, healthcare, education and in the service sector. In 2014, Forrester research estimated that U.S. business to business (B2B) online sales revenues were a \$1 trillion. This staggering statistic help illustrate how quickly B2B, or wholesale ecommerce, made inroads in the marketplace.

Leading academic researchers, development experts, and policymakers from across the globe will share examples of new and innovative SME policy programs dealing with radical and dynamic markets; examine insights from policy design research; discuss the role of high-growth firms; and promote the importance of entrepreneurship as a key driver of innovation and sustainable development.

Topics of discussion/presentation include:

- Fostering high-growth potential firms
- Developing entrepreneurial ecosystems
- Business-to-Business models
- Artificial Intelligence and Entrepreneurship
- Role of business incubators, accelerators, early stage funding, mentorship
- Connecting SMEs to markets and investors; and
- Sustainable Development Goals and SMEs
- Role of Governments in policy development
- Access to new types of Capital
- Role of Development agencies in promoting new and innovative business opportunities
- The Sharing Economy and its impact on existing businesses
- The Youth and Gender impact
- Universal Basic Income and Future of Work

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www.GWOctober.org

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Emerging Research Papers
Competitive Provocative Research Panels

Program Tracks: **Build & Collaborate**

Programming Expose'
Programming Challenges & Charrettes

Submission website opens May 15, 2017

Deadline for all sessions is October 15, 2017

Deadline for all Proceedings is December 15, 2017

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