Northeastern
Association
of
Business
Economics
and
Technology
(NABET)

30th Annual Meeting October 25th & 26th, 2007



Days Inn 240 South Pugh St. State College, PA 16801 (814) 238 - 8454

NABET

Thursday, October 25, 2007: Sylvan Room

7:30 am - 9:00 Registration Breakfast Linden Room
8:00am - 8:15am Norman Sigmond, President Welcome

8:15 am – 9:15 am Session 1

Session Chair: Sanjay Paul

Operational Profile and the Behavior of the Small Enterprises:

Reflections from the Urban Child Care Centers

M. Ruhul Amin
Ahmed Zaman
Bloomsburg University of Pennsylvania
Borough of Manhattan Community College

Educating Entrepreneurs: Lessons from the Fine Arts

James Donaldson Juniata College Karen Rosell Juniata College

Researching the Survival and Growth of Small Businesses in Northeastern

Pennsylvania: Some Conceptual Issues and Preliminary Findings

Akinola O. Fadahunsi
Parminder Parmar
Kim Neesan-Johnson
Penn State University – Scranton
Penn State University – Scranton
Penn State University – Scranton

9:15 am – 9:30 am Coffee Break Linden Room

9:30 am – 10:30 am Session 2

Session Chair: Marlene Burkhardt

Entrepreneurship, Bankruptcy Laws and Economic Activity

Sanjay Paul Elizabethtown College Sean Melvin Elizabethtown College

The Need For Hispanic-Owned Businesses To Target Non-Hispanic Customers,

Vendors And Service Providers

Roger Hibbs Kutztown University of Pennsylvania

Scott Schaeffer Kutztown University, SBDC

Entrepreneurship: Business's Liberal Art

Donald R. Mong Slippery Rock University of Pennsylvania

10:30 am - 10:45 am Coffee Break Linden Room

10:45 am - 11:45 am **Session 3**

> Session Chair: **Roger Hibbs**

A Comprehensive Exercise Using Video Podcasting

Gary Armstrong Shippensburg University of Pennsylvania

We Are Who We Meet

Marlene Burkhardt Juniata College

Weaving Storytelling into an Organizational Behavior Curriculum: Building

Competencies

Joan Blewitt Kings College Ftr. John Ryan Kings College

12:00 pm - 1:00 pm **Lunch Linden Room**

1:15 pm - 2:15 pm **Session 4**

> Session Chair: **Alan Brumagim**

A Study of Advising Resources Perceived by First-Year Students and Transfer **Students**

April Bailey Shippensburg University of Pennsylvania Margaretha Hsu Shippensburg University of Pennsylvania

Probabilistic Scoring Rules for Forecaster, Expert and Student Evaluations

Andrew Carver The College of New Jersey

Does Friendship Matter? Ethical Decision Making And Undergraduate College

Students

Carol C. Cirka Ursinus College Justin Traino Ursinus College 2:15 pm – 3:15 pm <u>Session 5</u>

Session Chair: April Bailey

Simulating A Business Operation In The Classroom

Alan Brumagim University of Scranton

Curricular Response to Global Aging

Elizabeth Elmore The Richard Stockton College of New Jersey

Do You See What I See? Desired Learning Outcomes And Achieved Learning Outcomes In International Strategic Alliance

Steven X. Si Bloomsburg University of Pennsylvania Minuddin Afza Bloomsburg University of Pennsylvania

3:15 pm – 3:30 pm Coffee Break Linden Room

3:30 pm – 4:30 pm Session 6

Session Chair: Carol C. Cirka

A Comparison Of Three Assessment Tools For Business Schools

Carl J. Chimi
Carolyn Lamacchia
David Martin

Bloomsburg University of Pennsylvania
Bloomsburg University of Pennsylvania
Bloomsburg University of Pennsylvania

Freshman Seminar in Business: A Report on a Field Experiment

Eileen A. Hogan Kutztown University of Pennsylvania

Addressing Retention/Attrition Issues In A Business Associate's Degree Program Within A Two-Year And Four-Year Institution

Irwin H. Siegel Pennsylvania College of Technology

4:30 pm - 5:00 pm

Winner of NABET Best Faculty Paper Award

5:15 pm – 6:00 pm	Executive Board Meeting
6:00 pm - 7:00 pm	NABET Social Hour I**Windsor Suite Rm 208
7:00 pm	Dinner Linden Room

Thursday, October 25, 2007: Willow Room

9:15 am - 9:30 am

Coffee Break Linden Room

9:30 am - 10:30 am

Session 2

Session Chair:

Jerry D. Belloit

Patented Tax Loopholes-Policy And Practical Considerations

John D. Grigsby Lebanon Valley College

The Association Between Corporate Governance And Audit Fees

Cindy K. Harris Ursinus College

Horses, Real Estate and the Hobby Loss Debate

Barry Williams Kings College

10:30 am - 10:45 am

Coffee Break Linden Room

10:45 am - 11:45 am

Session 3

Session Chair:

Barry Williams

Rate Of Employer Contribution For The Alternate Retirement Program

Monayem Chowdhury Cheyney University of Pennsylvania

Alternative Energy Tax Subsidies: An Analysis of Costs and Benefits to the

Taxpayer and Public

Jerry D. Belloit Clarion University of Pennsylvania

Does the Sale of Subdivided Land Create Capital Gain or Ordinary Income?

Anthony Grenci Clarion University of Pennsylvania
Jerry D. Belloit Clarion University of Pennsylvania

12:00 pm - 1:00 pm

1:15 pm – 2:15 pm Session 4

A Binary Choice Model For Predicting Bank Acquisitions

Henry F. Check, Jr. Kutztown University of Pennsylvania John S. Walker Kutztown University of Pennsylvania

Investment Returns and Performance Attribution in Public Pension Systems

Karen L. Randall Ursinus College Alexander J. Miron Ursinus College

Estimating Toll Plaza Flow Performance Using Computer Simulations: Designing and Managing Plaza Performance

Jonathan R. Peters The City University of New York-Staten Island

Jonathan K. Kramer Kutztown University of Pennsylvania

Michael E. Kress The City University of New York-Staten Island

2:15 pm – 3:15 pm Session 5

Session Chair: Jonathan K. Kramer

An Income Tax Explanation for "Irrational" Early Exercises of

Exchange-Traded Stock Options: A Note

Stephen L. Liedtka DeSales University Nandukumar Nayar Lehigh University

Does Yearend Portfolio Restructuring By Community Banks Boost

Shareholder Returns?

John S. Walker Kutztown University of Pennsylvania Henry F. Check, Jr. Kutztown University of Pennsylvania

The Influence Of U.S. Presidential Elections On Exchange Rates

Dean F. Frear Wilkes University
Jennifer Edmonds Wilkes University

3:15 pm – 3:30 pm Coffee Break Linden Room

Activities resume in Sylvan Room

Thursday, October 25, 2007: Holmes/Foster Room

9:15 am - 9:30 am

Coffee Break Linden Room

9:30 am - 10:30 pm

Session 2

Session Chair:

W. R. Eddins

Corporate Speech, Ethics & Disinformation:From Tobacco

to Global Warming

Bruce L.Rockwood Bloomsburg University of Pennsylvania

Code Of Ethics Under Construction: A Blueprint For A National

Professional Organization

Carol C. Cirka Ursinus College Carla M. Messikomer Ursinus College

The Constitutional, Arbitration, and the Rule of Law

Garry Wamser Bloomsburg University of Pennsylvania

10:30 am - 10:45 am

Coffee Break Linden Room

10:45 am - 11:45 pm

Session 3

Session Chair:

Bruce L.Rockwood

Designing A Laptop Survey At A Pennsylvania College: A Precursor

To Introducing Innovative Technologies

W. R. Eddins York College of Pennsylvania

Economics of Emergency Response

Simon Hakim Temple University

Erwin A. Blackstone Temple University

Andrew J. Buck Temple University

Lurkers and Participation Inequality in Service Electronic Word of Mouth

Larry Burgee Towson University
Erin Steffes Towson University

12:00 pm - 1:00 pm

1:15 pm – 1:55 pm Session 4

Session Chair: Monica Zimmerman Treichel

Knowledgeable Decision Making: Does Source of Knowledge

Impact Effective Use of Information Technology?

CJ Rhoads Kutztown University of Pennsylvania

The Effects of Service Electronic Word of Mouth in Academia

Erin Steffes Towson University
Larry Burgee Towson University

1:55 pm – 2:40 pm Session 5

Session Chair: Erin Steffes

Workshop 1

The Importance of Effective Communication in Business Education:

How to Incorporate Effective Business Communication in

Business School Curriculum

Monica Zimmerman Treichel Temple University
Janis Moore Campbell Temple University

2:40 pm - 3:25 pm

Workshop 2

Session Chair: CJ Rhoads

Visible Product: Projects, Posters and Power Point

Karen L. Randall Ursinus College Marlene Burkhardt Juniata College

3:15 pm – 3:30 pm Coffee Break Linden Room

Activities resume in Sylvan Room

Thursday, October 25, 2007: Logan/Harris Room

9:15 am – 9:30 am

Coffee Break Linden Room

9:30 am - 10:30 am

Session 2

Session Chair:

Farhad Saboori

Three High Risk Health Characteristics And Their Consequences On

Employees

Marc C. Marchese Kings College Bernard Healey Kings College

The Role of Import Substitution and Export Orientation Strategies on

Thailand's Economic Growth

Jesse Stevens Nyack College

10:30 am - 10:45 am

Coffee Break Linden Room

10:45 am - 11:45 am

Session 3

Session Chair:

Marc C. Marchese

Child Labor in Bangladesh: Contributing Factors and Policy

Recommendations

Muhammad Masum Towson University

The Impact of Rising Oil Prices on the U.S. Economy: An Empirical

Analysis

Farhad Saboori Albright College

Is a Soft Landing Possible for the Economy?

James Haley Point Park University

12:00 pm - 1:00 pm

1:15 pm - 2:15 pm

Session 4

Session Chair: Edward J. Fox

Environment, Income Inequality and Health in US Counties.

Martina Vidovic. Bloomsburg University of Pennsylvania Neha Khanna Bloomsburg University of Pennsylvania

South Central Pennsylvania: Tracking the Regional Economy

Ken Slaysman York College of Pennsylvania

Economic Espionage Today And The Economic Espionage Act Of 1996

Vince Luchsinger University of Baltimore

2:15 pm - 3:15 pm

Session 5

Session Chair:

Martina Vidovic

Why Is Selling Not Taught In The Pennsylvania University Environment

Edward J. Fox South University

Barking Up The Wrong Ethnic Tree: Ethnic Marketing Needs An

Emic Definition Of Ethnicity

Ed Chung Elizabethtown College

Models Describing Loyalty and the Apparent Mismatch Between the Marketer and the Consumer

Jefrey Woodall York College of Pennsylvania

3:15 pm - 3:30 pm

Coffee Break Linden Room

Activities resume in Sylvan Room

Friday, October 26, 2007: Sylvan Room

7:30 am – 9:00 am Registration Breakfast Linden Room

7:45am - 8:15am Norman Sigmond, President Welcome Day 2

NABET Annual Fall Business Meeting

All conference participants may attend

Norman Sigmond, President

8:15 am –9:15 am Session 1

Session Chair: Charles Walton

Determinants of Class Participation: A Preliminary Investigation

Justin C. Matus Wilkes University
Robert D. Kuschke University of Missouri

Start Your Own Business: A Synthesizing Final Group Project in the Introductory

Business Course

Leon Markowicz Lebanon Valley College

Assessing Writing Across the Business Core

Nancy Coulmas Bloomsburg University of Pennsylvania Stephen Markell Bloomsburg University of Pennsylvania

9:15 am – 9:30 am Coffee Break Linden Room and Hotel Checkout

9:30 am – 10:30 am Session 2

Session Chair: Eric L. Blazer

College Trustee Governance: Augmenting Carver's Policy Governance with Accepted Control and Planning Systems

Charles Walton Gettysburg College

Spring Walton University of Maryland, University College

Teaching Online & Hybrid Accounting Courses: Experience at a Mid-Atlantic

University

Faye Bradwick Indiana University of Pennsylvania

Evaluating the Impact of Integrated Business Curricula on Student Outcomes: Implications of Curriculum Transformation to Make Students More Marketable

John Buttermore Slippery Rock University of Pennsylvania

10:30 am – 10:45 am Coffee Break Linden Room

10:45 am – 11:45 am Session 3

A Case Study Augmenting Carver's Policy Governance with Accepted Control and Planning Systems in a Community College

Charles Walton Gettysburg College

Spring Walton University of Maryland, University College

An Attitudinal Survey of Classroom Response Systems

Eric L. Blazer Millersville University of Pennsylvania

WiLife's Indoor Surveillance Camera and Its Contract Manufacturers in China

Gabriel Jaskolka Tiffin University
Al Mudrow Tiffin University

12:00 pm - 1:00 pm Lunch Linden Room

1:15 pm – 2:15 pm <u>Session 4</u>

Session Chair: James Talaga

Couponing Strategies in Location-based Advertising
Prashant Bellur Ithaca College

Prashant Bellur Ithaca College

Customer Satisfaction Measurement and the Effective Management of

Customer Services

Jonathan Silver Alvernia College

Income Density and Market Potential in Pennsylvania Small Towns

William Bellinger Dickinson College

2:15 pm – 2:30 pm Coffee Break, Linden Room
2:30 pm – 3:30 pm
Session 5

Data Warehouse Development: Is There A "Best Practice"?

Mary Williams Widener University
Robert G. Jones Widener University

Fantasy Sports and Sports Marketing

James Talaga La Salle University

Christopher Orzechowski Cardiology Consultants of Philadelphia

Arguably, No One Knows More About Candy or Technology Than Teens

Arlene Peltola Cedar Crest College

Friday, October 26, 2007: Willow Room

9:15 am - 9:30 am

Coffee Break Linden Room and Hotel Checkout

9:30 am – 10:30 am Session 2

Session Chair: Gary Leinberger

What's in a Name?

Denise T. Ogden Penn State University, Lehigh Valley James R. Ogden Kutztown University of Pennsylvania

Fertility, Money Holdings, and Economic Growth: Evidence from Ukraine

Svitlana Maksymenko University of Pittsburgh

The Ambiguities of Neo-Classical Globalization???

Mohammed Sidky Point Park University
Dimitris J. Kraniou Point Park University

10:30 am - 10:45 am

Coffee Break Linden Room

10:45 am – 11:45 am <u>Session 3</u>

Session Chair: Mohammed Sidky

An Empirical Study of Undergraduate Student's Basic Finance Management Achievement Relative to Student Background and Prerequisite Timing.

Gary Leinberger Millersville University of Pennsylvania Douglas Frazer Millersville University of Pennsylvania

Impact Of Strategy On Firm Performance In An Emerging Market:

An Empirical Examination Of Turkish Insurance Industry

J Rajendran Pandian Youngstown State University

Ilyas Akhisar Marmara University

Market Efficiency in the Post-Lockout NHL: Eliminating the Reverse

Favorite-Longshot Bias

Rodney J. Paul Saint Bonaventure University
Andrew P. Weinbach Coastal Carolina University
Mark Wilson St. Bonaventure University

12:00 pm - 1:00 pm

1:15 pm – 2:15 pm Session 4

Session Chair: Mark L. Usry

An Empirical Analysis of the Determinants of Foreign Direct Investment with a Focus on Asia

Katarina Keller Susquehanna University

Andrew Gilbert Price Waterhouse Coopers, LLP Anne Stankiewicz Goldman Sachs Group Ltd.

A Correlation Analysis of Price of Corn and Price of Gasoline

Joseph Cheng Ithaca College

Comparative Analysis on the Major Determining Factors for the Performance of PGA and LPGA Golfers

Jonathan Ohn Bloomsburg University of Pennsylvania

2:15 pm – 3:15 pm <u>Session 5</u>

Session Chair: Joseph Cheng

Is there a Relationship between Corruption and Job Creation in Resource Rich Oil and Gas Developing Countries?

Olumide Ijose Slippery Rock University of Pennsylvania Jesus Valencia Slippery Rock University of Pennsylvania

Negligent Hiring

Mark L. Usry Bloomsburg University of Pennsylvania

Execution, the Secret to Great Performance

David E. Vance Rutgers University

Friday, October 26, 2007: Holmes/Foster Room

9:15 am - 9:30 am

Coffee Break Linden Room and Hotel Checkout

9:30 am – 10:10 am <u>Session 2</u>

Workshop 1

Session Chair: Anne McMahon

Technology in the Classroom: Improving Class Participation

Justin C. Matus Wilkes University

10:10 am – 10:20 am Setup time for next workshop

10:20 am - 11:00 am

Workshop 2

Session Chair: Justin C. Matus

Assessing Diversity Outcomes in a College of Business

Management Curriculum

Anne McMahon Youngstown State University
Andy Chang Youngstown State University
Carol Mikanowicz Youngstown State University
C. Louise Sellaro Youngstown State University

11:00 am - 11:10 am Setup time for next workshop

Session 3

Workshop 3

11:10 am - 11:50 am

Session Chair: Brian J. Petula

A Serendipitous Walk to Investing Literacy: Engaging College Students to Think Critically About Investing Using a Collaborative

Teaching Model

Patricia Weaver Juniata College Paula Beckenbaugh Juniata College

12:00 pm - 1:00 pm

1:00 pm – 1:10 pm Set up time for next workshop Session 4

1:10 pm - 1:50 pm

Workshop 4

Session Chair: Patricia Weaver

Enhancing the MBA Learning Experience with Service Learning

Brian J. Petula Marywood University
U. Rex Dumdum Marywood University
Paula Ralston Nenish Penn Security Corporation

Cindy Lewis-Kessler Sanofi, Pasteur

1:50 pm – 2:00 pm Set up time for next workshop <u>Session 5</u>

2:00 pm - 2:40 pm

Workshop 5

Session Chair: Brian J. Petula

Using Computerized Simulations in Accounting Courses

Stanley J. Yerep University of Pittsburgh at Johnstown Deborah Smiach-Zakrawski University of Pittsburgh at Johnstown

Friday, October 26, 2007: Logan/Harris Room

9:15 am - 9:30 am

Coffee Break Linden Room and Hotel Checkout

9:30 am - 10:30 am

Session 2

Session Chair:

John A. Kruglinski

Beyond Statistics: Data Mining in the 21st Century Curriculum

Deborah Gougeon University of Scranton

Hospitality Industry's Perceptions of Hospitality Management

Graduates' Preparedness

Donna Albano The Richard Stockton College of New Jersey
Michael Scales The Richard Stockton College of New Jersey

Disruptive Strategies Under Different Innovation Structures

Nanyun Zhang Towson University

10:30 am - 10:45 am

Coffee Break Linden Room

10:45 am - 11:45 am

Session 3

Session Chair:

Deborah Gougeon

Selling a Government Owned Enterprise in China

Dan Benson Kutztown University of Pennsylvania Roger Hibbs Kutztown University of Pennsylvania

Effectively Addressing Enterprise Compliance Risk

John A. Kruglinski Kutztown University of Pennsylvania

Toward an Understanding of Auditor Rotation as Public Policy:

Theories of Deviant Behavior

A. Blair Staley
Wilmer Leinbach
Bloomsburg University of Pennsylvania
Bloomsburg University of Pennsylvania
Mark L. Usry
Bloomsburg University of Pennsylvania
Mike Shapeero
Bloomsburg University of Pennsylvania

12:00 pm - 1:00 pm

1:15 pm – 2:15 pm

Session 4

Workshop 1

Session Chair:

Henry Barker

Accounting Educators Dialogue

Panel Members

Faye Bradwick Indiana University of Pennsylvania Scott Cairns Shippensburg University of Pennsylvania

Joyce Middleton Frostburg State University

Ann Servey Cabrini College Gail Wright Villa Julie College

2:15 pm - 3:15 pm

Session 5

Session Chair: Faye Bradwick

The Transition from Online Learning to the Virtual Classroom

Henry Barker Tiffin University

Why Most New Product Usually Fail and Why Only Some Succeed

Okan Akcay Kutztown University of Pennsylvania

(NABET – a regional organization)

This organization is in its thirtieth year of existence. It formerly was known as APUBEF (The Association of Pennsylvania University Business and Economics Faculty). It was founded by a small group of Economics professors of the 14 state universities comprising the Pennsylvania System of Higher Education. Their goal was to provide a platform sharing and exploring scholarly work among the business faculty of the fourteen state universities.

The original founders established a journal, the Pennsylvania Journal of Business and Economics (now, The Northeastern Journal of Business, Economics and Technology). The journal has developed to be a double blind review journal, listed in Cabell's Directory. It is published at least once each year, and has a devoted editorial staff, supported by an excellent corps of reviewers.

Over the years, the fundamental goal of NABET/APUBEF has been to target the business faculty of the small business colleges in Pennsylvania, and surrounding states. The organization has been successful in achieving this goal for the past several years. Last year the Executive Board determined that the APUBEF organization should be renamed as NABET was to become regional in scope. As a result, this year's annual meeting will present approximately 90 scholarly and pedagogical papers and workshops by authors from eight states including 35 different colleges and universities.

The Conference will start each day with breakfast and a common session in the Sylvan Room (our main conference room). Breakfast and registration will start at 7:30am. The first session will begin at 8:00am.

At the conclusion of Session I, the conference will have concurrent sessions for the remainder of each day, with the exception of Thursday. On Thursday, we will regroup for a common session in the Sylvan Room following the 3:15pm coffee/refreshment break. At this session (Session 6), there will be four presentations. The last of the four will be the Best Faculty Paper Award winner.

A similar scheme will be followed on Friday, except that after the morning breakout, all sessions will remain concurrent until the conference concludes Friday afternoon at approximately 4pm.

All meals and coffee/refreshment breaks will be in the Linden Room.

It is very important that you register upon arriving at the conference. Your official name tag is your meal ticket. The hotel staff have been instructed that anyone not wearing a NABET name tag will not be served at the meals. So, please do not loose your name tag.

**The four meeting rooms are:

Sylvan Room Willow Room Holmes/Foster Room Logan/Harris Room

Linden Room: Breakfast, Lunch, Dinner; and refreshment Breaks

NABET Social: Windsor Suite/room 208 (not shown on map)

** see map on next page.

NABET CONFERENCE October 25th & 26th, 2007

Executive Board

- Norman Sigmond, Kutztown University of Pennsylvania Chairman
- Jonathan Kramer, Kutztown University of Pennsylvania Vice-Chairman
- Able Ghoads, Mansfield University of Pennylvania Secretary
- Leon Markowics, Lebanon Valley College Journal Editor
- Kevin Roth, Clarion University of Pennsylvania Journal Editor
- Jerry Belloit, Clarion University of Pennsylvania Proceedings Editor