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## ABOUT THE AUTHORS

### *New Venture Initiation: Factors Influencing Success*

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**Val D. Miskin** is Director of Graduate Programs in Business and professor in management for the college of Business and Economics at Washington State University. Dr. Miskin received his MBA degree from Utah State University and holds a Ph.D. degree in Business Administration from Washington State University. A one time business owner himself, Dr. Miskin has over fifteen years of corporate management development and consulting experience. He has served in managerial positions in the banking industry and for the National Manpower Development and Small Business Development Agencies.

### *Requirements and Benefits of Implementing Just-In-Time Manufacturing for Small-Firm Manufacturing*

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### *The Effect of Operational and Strategic Planning on Small Firm Performance*

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### *A Proposed Capital Budgeting Technique for Liquidity Constrained Small Businesses*

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### *Self-Employment Training Programs for the Poor*

Steven Balkin is an Associate Professor of Economics at Roosevelt University. His research interests concern poverty, criminal justice, and economic development, focusing on issues relating to self-employment and micro-enterprises.

### *Total Quality Management, Just-in-Time, and Their Effect on Small Manufacturers*

Feraidoon (Fred) Raafat is Associate Professor of Information and Decision Systems at San Diego State University. He received his Ph.D. in Industrial Engineering and Management from Oklahoma State University. Dr. Raafat's current research interests are in the areas of decaying inventory modeling, new technology implementation and materials requirement planning.

Milton M. Chen is Professor of Management Science at the College of Business Administration, San Diego State University. He is also an Adjunct Professor at the University of California, San Diego. Professor Chen's current research focuses on total quality management (TQA), Just-in-Time (JIT) Systems, Japanese production management and productivity. He has consulted and lectured widely in the U.S., Canada, Mexico, Japan, and Taiwan.

## **SMALL BUSINESS CONSULTING CONFERENCE**

**Small Business Institute Directors' Association  
15th Annual Conference  
Holiday Inn International Drive Resort  
Orlando, FL  
February 7-10, 1991**

The 15th Annual SBIDA Conference will be held in Orlando, FL, February 7-10, 1991. Anyone interested in small business consulting and small business or entrepreneurship education is invited to attend. The conference will consist of paper presentations, symposia, panels, and workshops on topics related to the Small Business Institute program, small business consulting, and small business/entrepreneurship education.

Paper presentations are divided into the following categories:

- Small Business Management
- Small Business Marketing
- Computers in Small Business
- Small Business/Entrepreneurship Education
- Management Assistance and Development
- Accounting and Finance
- Small Business Management
- Small Business International Trade
- Small Business Legal Environment

A special computer workshop series is planned for the 1991 conference. The workshop series will include hands-on experience and will feature the computer as a tool for small business consultants.

Special conference speakers will include industry executives, Small Business Administration personnel, and members of Congress and their staff.

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