

# **Academy of Entrepreneurial Finance- AEF**

## **Program- 2010**

**September 15-17, 2010**

**DePaul University- Conference Center  
Chicago, Illinois, USA**

Dear Colleagues,

It is with great pleasure to welcome you to Chicago and the 2010 Annual Meeting of the Academy of Entrepreneurial Finance. Our conference will highlight some of the current and on-going work from an array of accomplished researchers and practitioners from across the world. Additionally, we are very much lucky to have a world-renowned scholar as the Keynote Speaker at this year's event. Over the course of the next three days, you will share knowledge, ideas, and fellowship with some of the best minds in the field. Moreover, just like past year, the two sister academies of Entrepreneurial Finance and Behavioral Finance & Economics will hold their joint annual meetings in September of each year.

This conference will feature the latest research from both U.S. and international scholars on a variety of topics relevant to entrepreneurial finance including agency costs, valuation, financing sources, the role of venture capital and private equity, initial public offerings, performance, global issues, and data sources. Additionally, the complementary behavioral finance and economics sessions will further help us better understand how choices and decisions are actually made in the real world. As a presenter, you will receive feedback on your work, and there will be ample time for networking.

For those who are interested in submitting their paper for the upcoming Special Issue of The Journal of Entrepreneurial Finance- JEF, please submit your paper online as indicated in below with copy to [afatemi@depaul.edu](mailto:afatemi@depaul.edu) after the conference is over, but no later than October 31. If you already submitted your paper, please resend it as stated after incorporating feedback from this conference. Online Submission instructions: Please click on the link below and follow the instructions. When you get to the last step of Submission Fee, given there is a 50% discount for Conference presenters, just enter half of the amount which is only \$50.00. [http://www.aof.org/Editorial\\_Office/JEF\\_submissions.htm](http://www.aof.org/Editorial_Office/JEF_submissions.htm). JEF's URL is: [http://www.aof.org/Editorial\\_Office/JEF\\_home.htm](http://www.aof.org/Editorial_Office/JEF_home.htm).

We want to thank you for attending this year's conference. We hope you take full advantage of the banquet of informative sessions as well as the feast of Chicago's cultural and entertainment offerings. We would like to extend our sincere thanks to DePaul University officials and especially Dr. Werner DeBondt who kindly accepted to speak at our joint Meetings and Dr. Harold Welsch who helped us from the start.

Finally, we would like to thank the AEF's Advisory Board and the reviewers, chairs, and discussants who have made this event something very special.

Enjoy the Conference and we are looking forward to meeting each of you.

Regards,

Ali Fatemi  
2010 Program Co-Chair

Bill Petty  
2010 Program Co-Chair

## 2010 Conference Venue:

**Please note that all the conference functions take place at DePaul University Conference Center located at 1 E. Jackson Street, 8th Floor, DePaul University, Chicago, IL 60604. Please see our web site for more details. Assigned room for each session/function is listed right after the listed Time and or Session Name for that Session/Function. Specifically,**

**All AEF sessions will take place in Room 8009.**

**All General/Joint sessions/functions will take place at Room 8005.**

## Wednesday Program, September 15, 2010

**4:00-6:00 PM; Room 8005**

**Reception, Networking, Conference Package Pick up, and Registration at DePaul University Conference Center located at 1 E. Jackson Street, 8th Floor, DePaul University, Chicago, IL 6060.**

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### ***The Journal of Entrepreneurial Finance- JEF***

**The Official Publication of the Academy of Entrepreneurial Finance**

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# Thursday Program, September 16, 2010

<b>Morning Sessions</b>	<b>Morning Sessions</b>
7:30-8:30 <b>Registration and Breakfast</b> <b>Room 8005</b>	Registration and Breakfast
8:30 to 8:45 <b>Welcome and Overview</b> <b>Room 8005</b>	<b>Welcome and Overview</b> Yazdipour, Fatemi, Petty, Nofsinger, Welsch
8:45-10:15 <b>Session 11: Pricing the Initial Public Offering</b> <b>Room 8009</b>	<b>Session 11: Pricing the Initial Public Offering</b> Session Chair: Ann Sherman, DePaul University <b>Securities Underwriters are Newsboys: The Risk of Setting a Fixed-Offer Price Requires IPO Underpricing</b> Steven L. Jones, Indiana University <b>Discussant: Re-Jin Guo, University of Illinois at Chicago</b> <b>The Marketability Discount and its Impact on Initial Public Offering Underpricing</b> Juan M. Dempere, Metropolitan State College of Denver <b>Discussant: Thomas Nohel, Loyola University</b> <b>IPO Price Correction for Risk Adverse Sentiment</b> Taufique Samdani, University of Paris <b>Discussant: Bjorn Johnson, DePaul University</b>
10:15-10:30 <b>Room 8005</b>	<b>Refreshment Break</b>

<p>10:30-12:00 <b>Room 8009</b></p> <p><b>Session 12: Agency Costs, Information, Ownership, and the Entrepreneurial Firm</b></p>	<p><b>Session 12: Agency Costs, Information, Ownership, and the Entrepreneurial Firm</b></p> <p>Session Chair: Keith Howe, DePaul University</p> <p><b>Firm Ownership, Agency Costs, and Firm Performance</b></p> <p>William Bradford, University of Washington Tatyana Sokolyk, University of Wyoming</p> <p><b>Discussant: Keith M. Howe, DePaul University</b></p> <p><b>Investor Type and New-Venture Governance: Cognition vs. Interest Alignment</b></p> <p>Christophe Bonnet, Grenoble Ecole de Management (GEM) Peter Wirtz, Université Lumière (Lyon 2) and COATIS research center</p> <p><b>Discussant: Tatyana Sokolyk, University of Wyoming</b></p> <p><b>Intrapreneurship: A closed-Form Solution for Measuring Intrapreneurship Size within Firms</b></p> <p>Sarkis Joseph Khoury, Ph.D., UC- Riverside.</p> <p><b>Discussant: Maretno Harjoto, Pepperdine University</b></p>
<p><b>Afternoon Sessions</b></p>	<p><b>Afternoon Sessions</b></p>
<p>Noon to 1:30 <b>Room 8005</b></p> <p><b>Luncheon and Keynote Address</b></p>	<p><b><u>Luncheon and Keynote Address</u></b></p> <p><b><u>Keynote Address:</u></b></p> <p><b>Werner DeBondt</b></p> <p><b>DePaul University</b></p> <p><b><u>Room 8005</u></b></p>
<p>1:30-1:45</p>	<p><b>Short Break</b></p>

<p>1:45-3:00 <b>Room 8009</b></p> <p><b>Session 13: Valuation and Capital Raising</b></p>	<p><b>Session 13: Valuation and Capital Raising</b> Session Chair: Adam Gehr, DePaul University</p> <p><b>Valuation and Funding of Seed Capital Firms: A Prospective Perspective</b> Samuel Mongrut, Graduate School of Business and Leadership (EGADE-ZC)</p> <p><b>Discussant: Adam Gehr, DePaul University</b></p> <p><b>Consortium Deals and the Market for LBOs</b></p> <p>André F. Gygax, University of Melbourne Sarah Hewer, Barclays Capital Chander Shekhar, University of Melbourne</p> <p><b>Discussant: Karim Pakravan, DePaul University</b></p> <p><b>Gender and the Availability of Credit to Privately Held Firms: Evidence from the Field</b></p> <p>Rebel A. Cole, DePaul University Hamid Mehran, Federal Reserve Bank of New York</p> <p><b>Discussant: Jose Liberti, DePaul University</b></p>
<p>3:00-3:30 <b>Room 8005</b></p>	<p><b>Refreshment Break</b></p>
<p>3:30-5:00 <b>Room 8009</b></p> <p><b>Session 14: Investing in the Entrepreneurial Firm</b></p>	<p><b>Session 14: Investing in the Entrepreneurial Firm</b> Session Chair: Jim Booth, DePaul University</p> <p><b>Acquisitions of Newly-Listed Firms</b></p> <p>Soumendra De, Menlo College Jan Jindra, Menlo College</p> <p><b>Discussant: Jim Booth, DePaul University</b></p> <p><b>E-readiness and Entrepreneurship: A Cross-Country Study of the Link between Technological Infrastructure and Entrepreneurial Activity</b></p> <p>Richard L. Constand, University of West Florida Arthur H. Gilbert, Jr., University of West Florida</p>

	<p><b>Discussant: Wei Xu, DePaul University</b></p> <p><b>A Perceived Success Model for Entrepreneurs to Achieve Success of Their Technology Start-Ups</b></p> <p>Jayaram Madireddy, DeVry University</p> <p><b>Discussant: Michael Sherman, The University of Toledo</b></p>
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## Friday Program, September 17, 2010

<b>Morning Sessions</b>	<b>Morning Session</b>
7:30-8:30 <b>Room 8005</b>	<b>Breakfast</b>
8:30-8:45 <b>Room 8005</b>	<p><b>Welcome for Day 2</b></p> <p>Fatemi, Nofsinger, Petty</p> <p><b>Room 8005</b></p>
8:45-10:15 <b>Room 8009</b>	<p><b>Session 25: Raising Capital</b></p> <p>Session Chair: Bill Petty, Baylor University</p> <p><b>Bank Credit, Trade Credit, or No Credit: Evidence from the Surveys of Small Business Finances</b></p> <p>Rebel A. Cole, DePaul University</p> <p><b>Discussant: George Kaufman, Loyola University of Chicago</b></p> <p><b>An Analysis of Funding Decisions for Niche Agricultural Producers</b></p> <p>Howard Van Auken, Iowa State University Shawn M. Carraher, Cameron University</p> <p><b>Discussant: Troy Carpenter, Brigham Young University</b></p> <p><b>A Survey of the Differential Characteristics of SME Users of Commercial Finance Company Versus Other Provider Funding Instruments</b></p>
<b>Session 25: Raising Debt Capital</b>	

	<p>Michael D. Sherman, The University of Toledo Richard Boden, The University of Toledo</p> <p><b>Discussant: Rebel A. Cole, DePaul University</b></p>
<p>10:15-10:30 <b>Room 8005</b></p>	<p><b>Refreshment Break</b></p>
<p>10:30-noon <b>Room 8009</b></p> <p><b>Session 26: Financing Capital Structure and the Cost of Capital</b></p>	<p><b>Session 26: Issues in Financing and Investments</b></p> <p>Session Chair: Sanjay Deshmukh, DePaul University</p> <p><b>Cost of Capital for Privately-Held Firms and Private Capital Segments: Evidence from the Field</b></p> <p>John K. Paglia, Pepperdine University Marento A. Harjoto, Pepperdine University</p> <p><b>Discussant: Olivier Marrot, SKEMA Business School</b></p> <p><b>Listed SMES: How the Cost of Capital is Affected by the Degree of Coverage Received from Financial Analysts</b></p> <p>Olivier Marrot, SKEMA Business School Jean-Louis Paré, Advancia-Négocia</p> <p><b>Discussant: Keith Gamble, DePaul University</b></p> <p><b>Sovereign Funds: An Exploratory Study of their Investment Behavior</b> Ali Fatemi, DePaul University Iraj Fooladi, Dalhousie University</p> <p><b>Discussant: Carl Luft, DePaul University</b></p>
<p><b>Afternoon Sessions</b></p>	<p><b>Afternoon Session</b></p>
<p>Noon-2:00 <b>Room 8005</b></p> <p><b>Session 27: Lunch and Joint Sessions</b></p>	<p><b>Session 27: Working Lunch and Joint Session</b></p> <p><b>Session Chair:</b> Bill Neace, University of Hartford</p> <p><b>Fairness Norms and Self-interest in Venture Capital/Entrepreneur Contracting and Performance</b></p> <p>Richard Fairchild, University of Bath</p>

	<p><b>What Drives Private Equity Firm Certification at Initial Public Offering?</b></p> <p>Donald Ross, Macquarie University</p> <p><b>Entrepreneurial Overconfidence, Outside Equity and Successful Exits</b></p> <p>Craig Everett, Purdue University</p> <p><b>Market-wide Sentiment, Underwriter Quality, and IPO Pricing</b></p> <p>Ning (Tony) Tang, Wilfrid Laurier University</p> <p>Cynthia J. Campbell, Iowa State University</p> <p>Yan Du, Barclays Global Investor</p> <p>S.Ghon Rhee, University of Hawaii</p>
<p>2:00-2:15 <b><u>Room 8005</u></b></p>	<p><b>Refreshment Break</b></p>
<p>2:15-3:30 <b><u>Room 8009</u></b></p> <p><b>Session 28: Managing the Initial Public Offering</b></p>	<p><b>Session 28: Pedagogical Issues and Innovations in Teaching Entrepreneurial Finance</b></p> <p>Session Chair: Tom Berry, DePaul University</p> <p><b>Parsing Pedagogical Practices in Entrepreneurial Finance: A Systematic Analysis of U.S. Undergraduate Courses</b></p> <p>Caroline E.W. Glackin, Shepherd University Kimble Byrd, Rowna University</p> <p><b>Discussant: Bjorn Johnson, DePaul University</b></p> <p><b>Using Behavioral Finance Principles in Teaching Entrepreneurial Finance</b></p> <p>Rassoul Yazdipour, Californie State University and AEF/ABF</p> <p><b>Discussant: Sonia Lim, DePaul University</b></p> <p><b>An Economic Analysis of the State-Owned China’s Venture Capital Firm SHIC</b></p> <p>Yang Jiandong, University of Electronic Science and Technology</p>

	<p>of China Guo Wenxin, University of Electronic Science and Technology of China Zeng Yong, University of Electronic Science and Technology of China</p> <p><b>Discussant: Jin Choi, DePaul University</b></p>
<p>3:30-3:45 <b>Room 8005</b></p>	<p><b>Refreshment Break</b></p>
<p>3:45-5:00 <b>Room 8009</b></p> <p><b>Session 29: Teaching Entrepreneurial Finance; Intrapreneurship</b></p>	<p><b>Session 29: Managing the Initial Public Offering</b></p> <p><b>Chair: Joseph Vu, DePaul University</b></p> <p><b>SB-2 IPOs: Tests of the Small-Firm Uniqueness Hypothesis and the Efficiency of the Small Business Incentive Act of 1992</b></p> <p>James C. Brau, Brigham Young University J. Troy Carpenter, Brigham Young University</p> <p><b>Discussant: Keith Gamble, DePaul University</b></p> <p><b>IPO and Product Market Competitive Dynamics: The Case of Citi Securities Company's IPO</b></p> <p>Chao Chen, Fudan University Wuyang Zhao, Fudan University</p> <p><b>Discussant: Jose Liberti, DePaul University</b></p> <p><b>Ownership, Underwriting Quality, and IPO Market Share: Evidence from China</b></p> <p>Xu Ahoping, Fudan University Chao Chen, Fudan University</p> <p><b>Discussant: Carl Luft, DePaul University</b></p>
<p>5:00 <b>Conference Conclusion</b></p>	<p><b>Conference Conclusion</b></p>

# 2010 Program Committee

## *Program Co-Chairs:*

**Ali Fatemi, Ph. D.**  
**DePaul University**

**Bill Petty, Ph. D.**  
**Baylor University**

## *Program Committee Members:*

**Ali Fatemi, Ph. D.**  
**DePaul University**

**Bill Petty, Ph. D.**  
**Baylor University**

**Harold Welsch, Ph. D.**  
**DePaul University**

**Rassoul Yazdipour, Ph. D.**  
**California State University and AEF**

***Forthcoming 2010:***  
**Advances in Entrepreneurial Finance:**  
**With Applications from Behavioral Finance & Economics**  
**Rassoul Yazdipour (ed.) New York, NY: Springer, Forthcoming 2010.**  
<http://www.springer.com/business+%26+management/entrepreneurship/book/978-1-4419-7526-3?changeHeader>

**TABLE OF CONTENTS**

**FOREWORD**

Robert Strom, Ph.D.

Director of Research in Entrepreneurship Research and Policy  
Ewing Marion Kauffman Foundation

**Chapter 1- Introduction**

**PART I- THEORETICAL FOUNDATION**

**Chapter 2.**

**A Behavioral Approach to Decision Making in Entrepreneurial Finance**

R. Yazdipour, Ph.D.

California State University and  
The Academy of Entrepreneurial Finance

**Chapter 3.**

**Beyond Agency Theory: Value Creation and the Role of Cognition in the Relationship between  
Entrepreneurs and Venture Capitalists**

Peter Wirtz, Ph.D.

Université Lumière (Lyon 2), France

**Chapter 4.**

**Financial Risk Perceptions: A Behavioral Perspective**

Robert A. Olsen, Ph.D.

Finance Research Fellow  
Decision Research

**Chapter 5.**

**Contributions of Neuroscience to Financial Decision Making**

Lukasz M. Konopka, PhD, ECNS, BCIA-EEG

Loyola Stritch School of Medicine and  
The Chicago School of Professional Psychology

R. W. Ackley, Ph.D.

*The Chicago School of Professional Psychology*

## **Chapter 6.**

### **Uncertainty is Psychologically Uncomfortable: A Theoretic Framework for Studying Judgments under Uncertainty and Risk**

William P. Neace, Ph.D.  
University of Hartford and  
Research Fellow, Academy of Behavioral Finance

## **PART II- ISSUES IN FINANCING STARTUPS AND SMALL FIRMS**

## **Chapter 7.**

### **The Changing Landscape of Small Firm Finance**

William Dunkelberg, Ph.D.  
Temple University and  
National Foundation for Independent Businesses- NFIB  
Jonathan A. Scott, Ph.D.  
Temple University

## **Chapter 8.**

### **Decision Making under Conditions of Risk: Applications of Behavioral Finance to Entrepreneurs and Private Investors**

Fabio Mattos, Ph.D.  
University of Manitoba  
Philip Garcia, Ph.D.  
University of Illinois at Urbana-Champaign

## **Chapter 9.**

### **Insights into the Psychological Profiles of Entrepreneurs**

Hersh Shefrin, Ph.D.  
Mario L. Belotti Professor of Finance  
Santa Clara University

## **PART III** **ISSUES IN GROWTH AND BEYOND**

## **Chapter 10.**

### **Firm Failure Prediction Models: A Critique and a Review of Recent Developments**

Richard L. Constand, Ph.D.  
University of West Florida  
R. Yazdipour, Ph.D.  
California State University and  
The Academy of Entrepreneurial Finance

## **Chapter 11.**

### **The Evolution of Entrepreneurs and Venture Capitalists**

Martin Sewell

University of Cambridge, U.K.

**Chapter 12.**

**Statistical Databases for Research on the Financing of Small Firms in the United States- Revised and Updated**

Charles Ou, Ph.D.

U.S. Small Business Administration

**Book URL:** <http://www.springer.com/business+%26+management/entrepreneurship/book/978-1-4419-7526-3?changeHeader>

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