Publications in Referred Journals

**Articles:**

A Theoretical Analysis of the Role of Characteristics in Entrepreneurial Propensity – Strategic Entrepreneurship Journal, 10: 89-96.  
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Board of Director Composition and Firm Financial Performance in a Sarbanes-Oxley World – Academy of Business &Economics Journal, 10(5) 56-74.  
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B-School identity Crisis: Student Beliefs May Be An Antidote  
Review of Business Research, 10(3) 53-65.  
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Work Ethic: Do New Employees Mean New Work Values  
Journal of Managerial Issues, 22(1) 10-34.  
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Understanding Governance and Corporate Boards: Is Theory a Problem?" European Journal of Management, 7 (9) 186-199.  
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Collegiate Schools of Business: Losing Relevance?  
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Exploring Individual Culture and Internet Commerce Success Factors  
International Journal for Business and IT, 4(2) 17-29.  
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Boards of Directors and Corporate Performance: An Analysis Model  
Review of Business Research, 7(3) 11-21  
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Exercise: Scenario Planning  
[Click for Article]

Hofstede’s Cultural Dimensions: Are Individual Differences Important?  
International Journal of Business Research, 2(1) 161-166.  
[Click for Article]
Manuscripts under Review:

“Are Entrepreneurs Different?”

“Millennials and Entrepreneurship: The Theoretical Influence of B-Schools”

“Fifty Million Reasons to Investigate B-School Influences on Entrepreneurial Propensity”

Conference Presentations and Published Proceedings:

“Differentiating Entrepreneurs”

“Millennial Entrepreneurial Propensity: Theoretical Influence of B-School Curricula”

“Proactive Entrepreneurs”


“An Identity Crisis for B-Schools”

“Sarbanes-Oxley: Influence on Board of Director Composition and Firm Financial Performance?”

“Relevance of Collegiate Schools of Business”
“Variations in Work Ethic Between Workforce Professionals and College/University Seniors”

“Boards of Directors and Corporate Performance,“

"Gender and E-Commerce: Understanding of the Relationships between Gender and Internet Commerce Success Factors”

“Symposium: AACSB Assurance of Learning – Experiences and Lessons”

“Exploring Individual Cultural and Internet Commerce Success Factors”

“The Effects of Race/Ethnicity and Gender on Internet Commerce Success Factors”


Non-refereed Journal Publication:
“Exploring Individual Culture and Its Impact on Internet Marketing Efforts”
   Siena College Press (2006)
   Buff, C., Seifert, C., & Van Ness, R.

Manuscripts in Progress:

“Millennials: The Influence of Collegiate Accounting Education on Entrepreneurial Propensity”
“Social and Commercial Entrepreneurial Propensity: A Comparison of Personal Traits”

“Entrepreneurial Orientation and Millennials: The Role of Acquisitive/Experimental Learning”

Books/Book Chapters & Software Written
Twelve books focusing on management strategy, corporate performance, and techniques of corporate research. Financial and qualitative analysis software updated annually.