

Matthew C. Sonfield, Ph.D.

Robert F. Dall Distinguished Professor in Business

**Department of Management, Entrepreneurship and General Business,
Frank G. Zarb School of Business, Hofstra University, Hempstead, NY 11549
229 Weller Hall
516-463-5728**

Email: Matthew.C.Sonfield@hofstra.edu

Bio: http://www.hofstra.edu/Faculty/fac_profiles.cfm?id=1447



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Education

- **Ph.D., New York University, Graduate School of Business Administration, 1976.**

Concentrations: Management, Marketing, International Business

Dissertation: “An Attitudinal Comparison of Black and White Small Businessmen”

- **M.B.A., Harvard University, Graduate School of Business Administration, 1966.**

Concentration: Marketing

- **A.B., Cornell University, 1964.**

Major: Economics

Minor: Music

Employment

- 1966 – 1971, Vice President, C. Bruno & Son, Inc. (musical instrument manufacture and distribution).
- 1971 – 1975, Assistant Professor of Management, New York Institute of Technology.
- 1975 – present, Hofstra University faculty member, currently the Robert F. Dall Distinguished Professor in Business in the Zarb School of Business.

Member, Corporate Boards of Directors:

- 1966 – 1970, National Musical String Company
- 1966-1973 Brun Realty Co.
- 1966-1973 Bruno-New York, Inc.
- 1971-1974 Brun National Corp.

Publications

American and International Blind-Refereed Academic Journals

- “Generational Stages in Family Firms: Expanding the Database – Kosovo.” Matthew C. Sonfield, Robert N. Lussier & Robert Barbato. *Southern Journal of Entrepreneurship*, in press (2010).
- “A Six-Country Study of First-, Second-, and Third-Generation Family Businesses,” Robert N. Lussier & Matthew C. Sonfield. *International Journal of Entrepreneurial Behaviour and Research*, v. 16 n. 5, 2010.
- “Family-Member and Non-Family-Member Managers in Family Firms: Adding a Seventh Country to the International Database.” Robert N. Lussier, Matthew C. Sonfield and Robert Barbato. *Journal of Small Business Strategy*, v. 20 n.2, 2009, 95-112.
- “Entrepreneurship and Prisoner Re-Entry: A Role for Collegiate Schools of Business.” Matthew C. Sonfield. *Small Business Institute Journal*, v.4, 2009, 65-81.
- “Founder Influence in Family Businesses: Analyzing Combined Data for Six Diverse Countries.” Matthew C. Sonfield & Robert N. Lussier. *Journal of Small Business Strategy*, v. 20 n. 1, 2009, 103-118.
- “Non-Family-Members in the Family Business Management Team: A Multinational Investigation,” Matthew C. Sonfield & Robert N. Lussier. *International Entrepreneurship and Management Journal*, v.5, n.4, 2009, 395-415. *Winner of the 2010 Hofstra University Zarb School of Business Annual Dean’s Research Award.*
- “Gender in Family Business Ownership and Management: A Six-Country Analysis,” Matthew C. Sonfield & Robert N. Lussier. *International Journal of Gender and Entrepreneurship*, v.1 n. 2, 2009, 96-117.

- “Family-Member and Non-Family-Member Managers in Family Businesses,” Matthew C. Sonfield & Robert N. Lussier. *Journal of Small Business and Enterprise Development*, v. 16 n. 2, 2009, 196-209. *Recipient of a 2010 “Highly Commended Award” from Emerald Literati Network.*
- “The Influence of Family Business Size on Management Activities, Styles and Characteristics,” Matthew C. Sonfield & Robert N. Lussier. *New England Journal of Entrepreneurship*, v.11 n.2, 2008, 47-56.
- “SBI Consulting: ‘Small Business’ Versus ‘Entrepreneurial’ Performance Outcomes,” Matthew C. Sonfield. *Small Business Institute Journal*, v.1 n.1, 2008, 62-75.
- “America’s Largest Black-Owned Companies: A Thirty-Year Longitudinal Analysis,” Matthew C. Sonfield. *Journal of Developmental Entrepreneurship*, v.12 n.3, 2007, 323-338.
- “A Comparison of Family-Member and Non-Family-Member Managers in American Family Businesses,” Robert N. Lussier & Matthew C. Sonfield. *Academy of Entrepreneurship Journal*, v.13 n.2, 2007, 31-46.
- “The Effect of Family Business Size as Firms Grow: A USA-France Comparison,” Robert N. Lussier & Matthew C. Sonfield. *Journal of Small Business and Enterprise Development*, v.13 n.3, 2006, 314-325.
- “A Cross-National Investigation of First-Generation, Second-Generation and Third-Generation Family Businesses,” Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault and Louis Verdier. *Journal of Small Business Strategy*, v.16 n.1, 2005, 9-26.

- “A New US Definition of ‘Minority Business’: Lessons from the First Four Years,” Matthew C. Sonfield. *Entrepreneurship and Regional Development*, v.17 n.3, 2005, 223-235.
- “Family Business Ownership and Management: A Gender Comparison,” Matthew C. Sonfield and Robert N. Lussier. *Journal of Small Business Strategy*, v.15, n.2, 2005, 59-76.
- “Family Business Characteristics and Management Practices: An Analysis of Covariance Study,” Robert N. Lussier and Matthew C. Sonfield. *Academy of Entrepreneurship Journal*, v.10 n.1, 2004, 59-76.
- “First, Second and Third-Generation Family Firms: A Comparison,” Matthew C. Sonfield and Robert N. Lussier. *Family Business Review*, v.17, n.3, 2004, 189-202.
- “Family Business Management Activities, Styles and Characteristics: A Correlational Study,” Robert N. Lussier and Matthew C. Sonfield. *Mid-American Journal of Business*, v.19 n.1, 2004, 47-54.
- “Strengthening Federal Bankruptcy Laws: Implications for Small Businesses,” Matthew C. Sonfield. *Journal of Small Business Strategy*, Spring/Summer 2002, 88-94.
- “Re-Defining ‘Minority Business’: Challenges and Opportunities,” Matthew C. Sonfield. *Journal of Developmental Entrepreneurship*, December 2001, 269-276.
- “The Entrepreneurial Aptitude of Prison Inmates and the Potential Benefit of Self-Employment Training Programs,” Matthew C. Sonfield, Robert N. Lussier and Robert J. Barbato. *Academy of Entrepreneurship Journal*, v.7 n. 2, 2001, 85-94.

- “Gender Comparisons in Strategic Decision-Making: An Empirical Study of the Entrepreneurial Strategy Matrix,” Matthew C. Sonfield, Robert N. Lussier, Joel Corman and Mary T. McKinney. *Journal of Small Business Management*, April 2001, 165-173.
- “Strategies Used By Small Business Entrepreneurs,” Robert N. Lussier, Matthew C. Sonfield, Joel Corman and Mary T. McKinney. *Mid-American Journal of Business*, v.16 n.1, 2001, 29-38..
- “Establishing and Developing Entrepreneurship and Small Business Growth in a Post-Communist Economy: The Case of Hungary," Matthew C. Sonfield. *Academy of Entrepreneurship Journal*, v.6 n.2, 2000, 16-26.
- “Innovation, Risk and Entrepreneurial Strategy,” Matthew C. Sonfield and Robert N. Lussier. *International Journal of Entrepreneurship and Innovation*, June 2000, 91-98.
- “The Classification of Service Providers as ‘Contract Workers’ Rather Than ‘Employees’: Implications for Small Businesses,” Matthew C. Sonfield. *Journal of Small Business Strategy*, Spring 1998, 17-25.
- “The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures,” Matthew C. Sonfield and Robert N. Lussier. *Business Horizons*, May-June 1997, 73-77.
- “Strategic Responses to the Decline and/or Elimination of Government Set-Aside Programs for Minority and Women-Owned Businesses,” Matthew C. Sonfield. *Journal of Developmental Entrepreneurship*, Spring/Summer 1997, 59-68.
- “Transfer Payment Diversion Programs and Displaced Workers: A Perfect Match?” Robert Barbato, Matthew C. Sonfield and Subhash Durlabhji. *The Journal of Private Enterprise*, Fall 1996, 184-198.

- “Custom Automotive Coachbuilding in the United States, 1900-1940,” Matthew C. Sonfield. *Design Issues*, Spring 1996, 47-60.
- “Small Business Strategic Responses to Big Business Downsizing,” Matthew C. Sonfield. *Journal of Business and Entrepreneurship*, March 1996, 70-76.
- “Testing Prison Inmates for Entrepreneurial Aptitude in Comparison with Other Groups,” Matthew C. Sonfield and Robert Barbato. *Journal of Small Business Strategy*, Fall 1994, 45-52.
- “Progress and Success in the Development of Black-Owned Franchise Units,” Matthew C. Sonfield. *The Review of Black Political Economy*, Fall 1993, 73-88.
- “Barter: A Small Business Strategic Option in a Weak Economy,” Matthew C. Sonfield. *Journal of Small Business Strategy*, Fall 1993, 11-16.
- “Worker Dislocation and Potential Entrepreneurship,” Matthew C. Sonfield, Robert Barbato and Jeffrey Bracker. *Journal of Business and Entrepreneurship*, October 1990, 51-58.
- “Innovative Turning Points in the Path to Entrepreneurial Success,” Matthew C. Sonfield and Russell Moore. *Journal of Small Business Strategy*, February 1990, 60-64.
- “Firm Disposition Alternatives for Retiring Small Business Owners,” Matthew C. Sonfield. *Wisconsin Small Business Forum*, Fall 1988, 8-16.
- “Beyond Participative Management: Applying West German ‘Co-Determination’ to American Small Business,” Matthew C. Sonfield and Robert Kuhne. *Wisconsin Small Business Forum*, Fall 1987, 28-33.

- “An Exploratory Analysis of the Largest Black-Owned U.S. Companies,” Matthew C. Sonfield. *Journal of Small Business Management*, October 1986, 9-17.
- “The Contingency Plan -- How to Profit From Opportunities Created by Others,” Matthew C. Sonfield. *American Journal of Small Business*, Summer 1984, 44-48.
- “Can Japanese Management Techniques be Applied to American Small Business?” Matthew C. Sonfield. *Journal of Small Business Management*, July 1984, 18-23.
- “Can Student Consultants Really Help a Small Business?” Matthew C. Sonfield. *Journal of Small Business Management*, October 1981, 3-9.
- “Aiming for the Mainstream Market -- The Key to Black Small Business Success?” Matthew C. Sonfield. *Journal of Small Business Management*, April 1979, 33-35.
- “An Attitudinal Comparison of Black and White Small Businessmen,” Matthew C. Sonfield. *American Journal of Small Business*, January 1978, 38-45.

Theory-Based Model

- The “Entrepreneurial Strategy Matrix” (see Sonfield & Lussier 1997 *Business Horizons* article and subsequent articles) has been adopted as an analytical tool in a variety of textbooks, trade books and course syllabi in management fundamentals, strategic management, entrepreneurship, and small business. An internet search at any given time will generate dozens of venues for the “Entrepreneurial Strategy Matrix.”

Blind-Refereed Articles Re-Published at Independent Web Sites

- (This section is only a sampling, as I am rarely advised of these re-publications, of which there are a very large number. Here too an internet search of “Matthew C. Sonfield” and “Matthew Sonfield” will identify many of these re-publications.)

- “Ethnic Minority Businesses and Targeted Assistance Programs in the U.S. and the U.K.: A Comparison and Implications.” Matthew C. Sonfield. Re-published at the *Small Business Advancement National Center*, Conway, AR, April 2010.
- “Defining ‘Minority Business’ in the United States and in Europe,” Matthew C. Sonfield. Re-published at the Social Science Research Network, November 2009. (Several of my recent academic journal articles and papers have been re-published at this website.)
- “Survival Patterns among Small Business Institute Clients.” Matthew C. Sonfield. Re-published at the *Small Business Advancement National Center*, Conway, AR, August 2009.
- “A Multi-National Examination of Family-Member and Non-Family-Member Managers in Family Businesses.” Matthew C. Sonfield & Robert N. Lussier (with six data contributors). Re-published (twice) at the *Small Business Advancement National Center*, Conway, AR, Feb. 2009; March 2009.
- “Family Businesses and the Relationship Between Business Age and Management Activities, Styles and Practices: A Four-Country Analysis.” Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault & Louis Verdier. Re-published at the *Small Business Advancement National Center*, Conway, AR, 2008.
- “A Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses,” Matthew C. Sonfield, Hofstra University, USA; Robert N. Lussier, Springfield College, USA; Sanja Pfeifer, Univ. of Josip Juraj Strossmayer Osijek, Croatia; S. Manikutty, Indian Institute of Management, India; Loïc Maherault & Louis Verdier, Ecole de Management, Lyon, France. Re-published at the *Icfai Research Centre*, India, 2008.
- “A Family Business Study in India: Correlations Between the Use of Non-Family-Member Managers in Family Firms and Management Activities, Styles and

Characteristics.” Matthew C. Sonfield, Hofstra University, Robert N. Lussier, Springfield College, S. Manikutty, Indian Institute of Management. Re-published at the *Icfai Research Centre*, India, 2008.

- “Entrepreneurship and Prisoner Re-Entry: The Development of a Concept,” Matthew C. Sonfield (2008). Re-published at the *Small Business Advancement National Center*, Conway, AR, 2008.
- “Employee Personal Internet Use: Costs and Remedies,” Matthew C. Sonfield (2006). Re-published at the *Small Business Advancement National Center*, Conway, AR, 2006.
- “The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures,” Matthew C. Sonfield & Robert N. Lussier (1997). Re-published at *Ideas*, Department of Economics, the University of Connecticut, 2005.
- “Re-Defining ‘Minority Business’: Challenges and Opportunities,” Matthew C. Sonfield (2001). Re-published at the *Black Progress Network*, Washington, D.C., 2005.
- “A Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses,” Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault and Louis Verdier (2004). Re-published at the *Small Business Advancement National Center*, Conway, AR, 2004.
- “The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures,” Matthew C. Sonfield & Robert N. Lussier (1997). Re-published at *Inomics*, Berlin, Germany, 2004.
- “Gender Comparisons in Strategic Decision-Making: An Empirical Study of the Entrepreneurial Strategy Matrix,” Matthew C. Sonfield, Robert N. Lussier, Joel Corman and Mary T. McKinney (2001). Re-published at *Women in the Global Community*, American Information Resource Center (New York, NY), 2003.

- “Innovation, Risk and Entrepreneurial Strategy,” Matthew C. Sonfield and Robert N. Lussier (2000). Re-published at *Handelshøjskolin I København* (Denmark), 2000.
<http://hermescat.lib.cbs.dk>
- “Barter: A Small Business Strategic Option in a Weak Economy,” Matthew C. Sonfield (1993). Re-published at *Entrepreneurial Edge*, Edward Lowe Foundation, 2000.
<http://edge.lowe.org/resource/document>.
- “Credit and Equity Support as Components of Self-Employment Development Programs,” Matthew C. Sonfield and Robert J. Barbato, (1991). Re-published at *Financing Microenterprises: Theory and Practice*, Tokyo Institute of Technology, Japan 2000. www.soc.titech.ac.jp/icm/micro/micro.html.
- “Credit and Equity Support as Components of Self-Employment Development Programs,” Matthew C. Sonfield and Robert J. Barbato (1991). Re-published at *The Global Development Research Center, The Virtual Library on Microcredit* (2000).
www.gdrc.org/icm/micro
- “Worker Dislocation and Potential Entrepreneurship,” Matthew C. Sonfield, Robert J. Barbato and Jeffrey S. Bracker (1990). Re-published at *The Berkly Center for Entrepreneurial Studies*, Stern School of Business, New York University, 2000.
www.stern.nyu.edu/BCES.

Blind-Refereed Articles Published in International, National and Other Major Conference Proceedings

- “Ethnic Minority Businesses and Targeted Assistance Programs in the U.S. and the U.K.: A Comparison and Implications.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2010 Annual Conference of the Small Business Institute.

- “Generational Stages in Family Firms: Expanding the Database – Kosovo.” Matthew Sonfield, Robert Lussier and Robert Barbato. Presented at, and published in the *Proceedings* of, the February 2010 Annual Conference of the Small Business Institute.
- “Black-Owned Automobile Dealerships and the Current Economic Recession.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2010 Annual Conference of the Small Business Institute.
- “Family-Member and Non-Family-Member Managers in Family Firms: Adding a Seventh Country to the International Database – Kosovo.” Robert Lussier, Matthew Sonfield, and Robert Barbato. Presented at, and published in the *Proceedings* of, the February 2010 Annual Conference of the Small Business Institute. Awarded “Best Research Paper.”
- “Survival Patterns among Small Business Institute Clients.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2009 Annual Conference of the Small Business Institute.
- “Family Business Generational Stages: A Multi-National Analysis.” Matthew C. Sonfield & Robert N. Lussier (with six contributors). Presented at, and published in the *Proceedings* of, the February 2009 Annual Conference of the Small Business Institute.
- “A Multi-National Examination of Family-Member and Non-Family-Member Managers in Family Businesses.” Matthew C. Sonfield & Robert N. Lussier (with six contributors). Presented at, and published in the *Proceedings* of, the February 2009 Annual Conference of the Small Business Institute.
- “Family Businesses and the Relationship Between Business Age and Management Activities, Styles and Practices: A Four-Country Analysis.” Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault & Louis Verdier. Presented at,

and published in the *Proceedings* of, the February 2008 Annual Conference of the Small Business Institute.

- “Entrepreneurship and Prisoner Re-Entry: The Development of a Concept.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2008 Annual Conference of the Small Business Institute.
- “A Correlational Analysis of the Influence of Family Business Founders in India.” Robert N. Lussier, Matthew C. Sonfield & S. Manikutty. Presented at, and published in the *Proceedings* of, the May 2007 NEBAA International Conference.
- “Employee Personal Internet Use: Costs and Remedies,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the January 2007 Annual Joint Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “Founder Influence in Family Businesses: A Multinational Correlational Analysis,” Robert N. Lussier, Matthew C. Sonfield, Sanja Pfeifer, S. Manikutty, Loïc Maherault and Louis Verdier. Presented at, and published in the *Proceedings* of, the January 2007 Annual Joint Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “SBI Consulting and Small Business Versus Entrepreneurial Performance Outcomes,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the January 2007 Annual Joint Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “Managing Employee Internet Use,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the October 2006 Conference of the Small Business Institute.

- “Founder Influence in Family Businesses in the USA: A Correlational Study,” Matthew C. Sonfield & Robert N. Lussier. Presented at, and published in the *Proceedings* of, the October 2006 Conference of the Small Business Institute.
- “Founder Influence in Family Businesses in Croatia: A Correlational Study,” Robert N. Lussier, Matthew C. Sonfield & Sanja Pfeifer. Presented at, and published in the *Proceedings* of, the October 2006 Conference of the Small Business Institute.
- “A Correlational Study of Family Business Founder Influence in India,” Matthew C. Sonfield, Robert N. Lussier & S. Manikutty. Presented at, and published in the *Proceedings* of, the October 2006 Conference of the Small Business Institute.
- “Founder Influence in Family Businesses in France: A Correlational Study,” Robert N. Lussier, Matthew C. Sonfield, Loïc Maherault & Louis Verdier. Presented at, and published in the *Proceedings* of, the October 2006 Conference of the Small Business Institute.
- “America’s Largest Black-Owned Companies: A Thirty-Year Longitudinal Analysis,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the January 2006 Annual Conference of the United States Association for Small Business and Entrepreneurship.
- “Family Business Transitions: Empirical Evidence on Generational Issues of Family Firms in Croatia,” Sanja Pfeifer, Matthew C. Sonfield & Robert N. Lussier. Presented at, and published in the *Proceedings* of, the Sixth International Conference on Enterprise in Transition, May 2005, Bol, Croatia.
- “The Influence of Family Business Size on Management Activities, Styles and Characteristics: A United States and France Comparison,” Robert N. Lussier, Matthew C. Sonfield, Loïc Maherault & Louis Verdier. Presented at, and published in the *Proceedings* of, the May 2005 NEBAA International Conference.

- “Defining ‘Minority Business’ in the United States and in Europe,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the January 2005 Joint Annual Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “The Influence of Family Business Size on Management Activities, Styles and Characteristics: An International Analysis,” Robert N. Lussier, Matthew C. Sonfield, Sanja Pfeifer, S. Manikutty, Loïc Maherault & Louis Verdier. Presented at, and published in the *Proceedings* of, the January 2005 Joint Annual Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “First-Generation, Second-Generation and Third-Generation Family Businesses: A MANOVA Comparison,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the January 2005 Joint Annual Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute.
- “A Family Business ANOVA Comparison of the United States and India,” Robert N. Lussier, Springfield College, Matthew C. Sonfield, Hofstra University & S. Manikutty, Indian Institute of Management. Presented at, and published in the *Proceedings* of, the May 2004 Annual NEBAA International Conference.
- “A Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses,” Matthew C. Sonfield, Hofstra University, USA; Robert N. Lussier, Springfield College, USA; Sanja Pfeifer, Univ. of Josip Juraj Strossmayer Osijek, Croatia; S. Manikutty, Indian Institute of Management, India; Loïc Maherault & Louis Verdier, Ecole de Management, Lyon, France. Presented at, and published in the *Proceedings* of, the February 2004 Annual National Conference of the Small Business Institute.

- “Family Business Characteristics and Management Practices: An Analysis of Covariance,” Matthew C. Sonfield, Hofstra University & Robert N. Lussier, Springfield College. Presented at, and published in the *Proceedings* of, the February 2004 Annual National Conference of the Small Business Institute.
- “A New Definition of ‘Minority Business:’ Lessons from the First Three Years,” Matthew C. Sonfield, Hofstra University. Presented at, and published in the *Proceedings* of, the February 2004 Annual National Conference of the Small Business Institute.
- “Family Business Management Activities, Styles and Characteristics: A Factor Analysis Study,” Robert N. Lussier, Springfield College & Matthew C. Sonfield, Hofstra University. Presented at, and published in the *Proceedings* of, the February 2004 Annual National Conference of the Small Business Institute.
- “Family Business Management Gender Comparisons,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the May 2003 NEBAA Annual International Conference.
- “Family Firm Ownership and Management: A Gender Comparison,” Matthew C. Sonfield and Robert N. Lussier. Presented at, and published in the *Proceedings* of, the February 2003 National Conference of the Small Business Institute Directors Association.
- “New Options for Small Businesses: Health Insurance Purchasing Cooperatives,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2003 National Conference of the Small Business Institute Directors Association.
- “A Study of Family Business Variables,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2003 National Conference of the Small Business Institute Directors Association.

- “Comparing First, Second and Third Generation Family Firms,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the May 2002 NEBAA International Conference.
- “A Definitional Analysis of the Family Firm,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2002 National Conference of the Small Business Institute Directors Association.
- “Strengthening Federal Bankruptcy Laws: Implications for Small Businesses, Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2002 National Conference of the Small Business Institute Directors Association.
- “First-Generation and Subsequent-Generation Family Firms: A Comparison, Matthew C. Sonfield and Robert N. Lussier. Presented at, and published in the *Proceedings* of, the February 2002 National Conference of the Small Business Institute Directors Association.
- “Re-Defining ‘Minority Business’: Challenges and Opportunities,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2001 Joint National Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute Directors Association.
- “Old and New Directions in the Development of Minority and Women-Owned Franchise Units,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2001 Joint National Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute Directors Association.
- “The Entrepreneurial Strategy Matrix: Further Empirical Analysis of Validity,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of the April 2000 NEBAA International Conference.

- “Establishing and Developing Small Businesses in a Post-Communist Economy: The Case of Hungary,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 2000 Joint National Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute Directors Association.
- “Strategies Used by Small Business Entrepreneurs,” Robert N. Lussier, Matthew C. Sonfield, Joel Corman and Mary McKinney. Presented at, and published in the *Proceedings* of, the February 2000 Joint National Conference of the United States Association for Small Business and Entrepreneurship and the Small Business Institute Directors Association.
- “Gender Differences in Strategic Decision-Making: An Empirical Study of the Entrepreneurial Strategy Matrix,” Matthew C. Sonfield, Robert N. Lussier and Joel Corman. Presented at, and published in the *Proceedings* of, the February 1999 National Conference of the Small Business Institute Directors Association.
- “New Directions in the Analysis of Prison Inmates’ Entrepreneurial Aptitude,” Matthew C. Sonfield, Robert N. Lussier and Robert J. Barbato. Presented at, and published in the *Proceedings* of, the February 1999 National Conference of the Small Business Institute Directors Association.
- “The Classification of Service Providers as ‘Contract Workers’ Rather Than ‘Employees’: Implications for Small Businesses. Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 1998 National Conference of the Small Business Institute Directors Association.
- “The Entrepreneurial Strategy Matrix and Venture Performance: An Empirical Analysis,” Robert N. Lussier, Matthew C. Sonfield, J. Douglas Frazer, Frederick D. Green and Joel

Corman. Presented at, and published in the *Proceedings* of, the February 1998 National Conference of the Small Business Institute Directors Association.

- “The Entrepreneurial Strategy Matrix.” (First author with four others). Presented at, and published in the *Proceedings* of, the February 1997 National Conference of the Small Business Institute Directors Association.
- “Strategic Responses to the Decline and/or Elimination of Government Set-Aside Programs for Minority and Women-Owned Businesses,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the February 1997 National Conference of the Small Business Institute Directors Association.
- “Two Small Business Strategy Opportunities Created by Corporate Downsizing,” Matthew C. Sonfield. *Proceedings*, 1995 Annual National Conference, Small Business Institute Directors Association.
- “Testing Prison Inmates for Entrepreneurial Aptitude,” Matthew C. Sonfield and Robert J. Barbato. *Proceedings*, 1994 Annual National Conference, Small Business Institute Directors Association.
- “Barter: A Small Business Strategic Option in a Weak Economy,” Matthew C. Sonfield. *Proceedings*, 1993 Annual National Conference, Small Business Institute Directors Association.
- “From Inmate to Entrepreneur: A Preliminary Analysis,” Matthew C. Sonfield. *Proceedings*, 1992 Annual National Conference, Small Business Institute Directors Association.
- “Combatting Unemployment: Entrepreneurial Alternatives and Other Initiatives,” Robert Barbato, Frederick Greene, Martin Korn, Matthew Sonfield and John Trinkaus.

Proceedings, 1992 Annual National Conference, Small Business Institute Directors Association.

- “Credit and Equity Support as Components of Self-Employment Development Programs,” Matthew C. Sonfield and Robert Barbato. *Proceedings*, 1991 Annual National Conference, Small Business Institute Directors Association.
- “Black-Owned Franchise Units: An Analysis,” Matthew C. Sonfield. *Proceedings*, 1990 Annual National Conference, Small Business Institute Directors Association.
- “Dislocation and Entrepreneurial Success,” Robert Barbato and Matthew C. Sonfield. *Proceedings*, 1989 Annual National Conference, Small Business Institute Directors Association.
- “From Small Business to Big Business: Factors in the Success of Fifty Privately Owned Companies,” Matthew C. Sonfield and Russell Moore. *Proceedings*, 1989 Annual National Conference, Small Business Institute Directors Association.
- “Firm Disposition Alternatives for Retiring Small Business Owners,” Matthew C. Sonfield. *Proceedings*, 1988 Annual National Conference, Small Business Institute Directors Association.
- “A Comparison of the Largest Black-Owned Companies With Their White Counterparts,” Matthew C. Sonfield. *Proceedings*, 1986 Annual National Conference, Small Business Institute Directors Association.
- “The Application of Argyris’ Intervention Theory in a Small Business Institute Consultation Context,” Matthew C. Sonfield. *Proceedings*, 1985 Annual National Conference, Small Business Institute Directors Association.

- “Pedagogy and the Small Business Institute,” Frederick Greene, Dewey Johnson, William Naumes, Matthew C. Sonfield and Harold Welsch, *Proceedings*, 1985 Annual National Conference, Small Business Institute Directors Association.

Articles in National and International Journals (Editor-Selected)

- “An International Listing of Custom Coachbuilders for Classic Chassis – An Update,” Matthew C. Sonfield. *The Classic Car*, March 2001.
- “An International Listing of Custom Coachbuilders for Classic Chassis,” Matthew C. Sonfield. *The Classic Car*, September 1999.
- “What’s in a Name? Contract Workers and Employee Rights,” Matthew C. Sonfield. *Price Waterhouse Coopers Executive Digest*, March 1999 (Internet publication).
- “El Arte de Emprender o Cómo Valorar las Alternativas Estratégicas Nuevo Negocio,” (“The Art of the Takeover, or How to Assess Alternative New Business Strategies”) Matthew C. Sonfield and Robert N. Lussier. *Harvard Deusto Business Review* (Spain), Jan/Feb 1998.
- “Classic Cars and Whitewall Tires: Then and Now,” Matthew C. Sonfield. *The Classic Car*, December 1997.
- “Woven Classics?” Matthew C. Sonfield. *The Classic Car*, September 1997.
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- “Micro-Finance: From Bangladesh to the United States - A First-Stage Analysis”
Matthew C. Sonfield. Presented at, and published in the *Proceedings* of the October 2010 Annual Eastern Conference of the Small Business Institute.
- “Generational Stages in Family Firms in Argentina” Robert N. Lussier, Matthew C. Sonfield, Silvia Inés Monserrat & Claudia D’Annunzio. Presented at, and published in the *Proceedings* of the October 2010 Annual Eastern Conference of the Small Business Institute.
- “‘Micro’ versus ‘Small’ Family Businesses: An Investigation of Kosovo Firms”
Matthew C. Sonfield, Robert N. Lussier & Robert J. Barbato. Presented at, and published in the *Proceedings* of the October 2010 Annual Eastern Conference of the Small Business Institute.
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- “The Status of Minority Businesses and Targeted Assistance Programs in the U.S. and the U.K.: A Comparison” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of the September 2009 Annual Eastern Conference of the Small Business Institute.
- “‘Push’ Versus ‘Pull’ as a Motivator for Self-Employment During an Economic Downturn: Surveying the Literature as a Basis for Future Research” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of the September 2009 Annual Eastern Conference of the Small Business Institute.
- “The Current Economic Crisis and its Impact upon Black-Owned Automobile Dealers” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of the September 2009 Annual Eastern Conference of the Small Business Institute.
- “The Relationship between Years in Business and Entrepreneurial Strategy” Matthew C. Sonfield & Robert N. Lussier. Presented at, and published in the *Proceedings* of the September 2009 Annual Eastern Conference of the Small Business Institute.
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- “An Examination of Family-Member and Non-Family-Member Managers in Kosovo Family Businesses” Robert N. Lussier, Matthew C. Sonfield & Robert J. Barbato. Presented at, and published in the *Proceedings* of the September 2009 Annual Eastern Conference of the Small Business Institute.

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- “An Investigation of First-Generation and Subsequent-Generation Family Businesses in Egypt.” Matthew C. Sonfield, Robert N. Lussier & Mamdouh Farid. Presented at, and published in the *Proceedings* of the September 2008 Annual Eastern Conference of the Small Business Institute.
- “First-Generation and Subsequent-Generation Family Businesses in Kuwait: An ANOVA Study.” Robert N. Lussier, Matthew C. Sonfield, Mamdouh Farid & Mohsen Bagnied. Presented at, and published in the *Proceedings* of the September 2008 Annual Eastern Conference of the Small Business Institute.
- “Correlations Between the Use of Non-Family-Member Managers in Family Businesses and Management Activities, Styles and Characteristics: An Egypt Study.” Robert N. Lussier, Matthew C. Sonfield & Mamdouh Farid. Presented at, and published in the *Proceedings* of the September 2008 Annual Eastern Conference of the Small Business Institute.
- “The Use of Non-Family-Member Managers in Family Businesses and Management Activities, Styles and Characteristics: An Empirical Kuwait Study.” Matthew C. Sonfield, Robert N. Lussier, Mamdouh Farid & Mohsen Bagnied. Presented at, and published in the *Proceedings* of the September 2008 Annual Eastern Conference of the Small Business Institute.
- “Entrepreneurial Training for Prison Inmates: Fifteen Years Later,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the Annual Eastern Conference of the Small Business Institute, September 2007.

- “American Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices.” Matthew C. Sonfield & Robert N. Lussier. Presented at, and published in the *Proceedings* of, the Annual Eastern Conference of the Small Business Institute, September 2007.
- “Croatian Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices.” Robert N. Lussier, Matthew C. Sonfield & Sanja Pfeifer. Presented at, and published in the *Proceedings* of, the Annual Eastern Conference of the Small Business Institute, September 2007.
- “French Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices.” Robert N. Lussier, Matthew C. Sonfield, Loïc Maherault & Louis Verdier. Presented at, and published in the *Proceedings* of, the Annual Eastern Conference of the Small Business Institute, September 2007.
- “Indian Family Businesses: The Relationship Between Business Age and Management Activities, Styles and Practices.” Matthew C. Sonfield, Robert N. Lussier & S. Manikutty. Presented at, and published in the *Proceedings* of, the Annual Eastern Conference of the Small Business Institute, September 2007.
- “Family-Member and Non-Family-Member Managers in Family Businesses: A Multinational Analysis of Management Activities, Styles and Characteristics.” Matthew C. Sonfield, Robert N. Lussier, Sanja Pfeifer, S. Manikutty, Loïc Maherault & Louis Verdier. Presented at, and published in the *Proceedings* of, the May 2006 Conference of the Eastern Academy of Management.
- “Highly Successful Black-Owned Companies: Thirty Years of the *Black Enterprise* “Top 100.” Matthew C. Sonfield, Hofstra University. Presented at, and published in the *Proceedings* of, the September 2005 Annual Eastern Conference of the Small Business Institute.

- “The Use of Non-Family-Member Managers in Family Firms and Management Activities, Styles and Characteristics: A Correlational Analysis of French Companies.” Matthew C. Sonfield, Hofstra University, Robert N. Lussier, Springfield College, Loïc Maherault & Louis Verdier, Ecole de Management, Lyon, France. Presented at, and published in the *Proceedings* of, the September 2005 Annual Eastern Conference of the Small Business Institute.
- “A Family Business Study in India: Correlations Between the Use of Non-Family-Member Managers in Family Firms and Management Activities, Styles and Characteristics.” Matthew C. Sonfield, Hofstra University, Robert N. Lussier, Springfield College, S. Manikutty, Indian Institute of Management. Presented at, and published in the *Proceedings* of, the September 2005 Annual Eastern Conference of the Small Business Institute.
- “Correlations Between the Use of Non-Family Managers in Family Businesses and Management Activities, Styles and Characteristics: A USA Study.” Robert N. Lussier, Springfield College & Matthew C. Sonfield, Hofstra University. Presented at, and published in the *Proceedings* of, the September 2005 Annual Eastern Conference of the Small Business Institute.
- “Relationships Between the Use of Non-Family-Member Managers in Family Firms and Management Activities, Styles and Characteristics: A Croatia Study.” Robert N. Lussier, Springfield College, Matthew C. Sonfield, Hofstra University, Sanja Pfeifer, Univ. of Josip Juraj Strossmeyer, Croatia. Presented at, and published in the *Proceedings* of, the September 2005 Annual Eastern Conference of the Small Business Institute.
- “Social Policy Issues in Defining a ‘Minority Business’: The American and European Contexts,” Matthew C. Sonfield, Hofstra University. Presented at, and published in, the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.

- “The Influence of Family Business Size on Management Activities, Styles and Characteristics: A United States Study,” Matthew C. Sonfield, Hofstra University & Robert N. Lussier, Springfield College. Presented at, and published in, the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.
- “A Croatian Study of the Influence of Family Business Size on Management Activities, Style and Characteristics,” Robert N. Lussier, Springfield College, Matthew C. Sonfield, Hofstra University & Sanja Pfeifer, University of Josip Juraj Strossmayer, Osijek, Croatia. Presented at, and published in, the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.
- “A MANOVA Family Firm Generation,” Robert N. Lussier, Springfield College & Matthew C. Sonfield, Hofstra University. Presented at, and published in the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.
- “The Influence of Family Business Size on Management Activities, Styles and Characteristics: A French Study,” Robert N. Lussier, Springfield College, Matthew C. Sonfield, Hofstra University & Loïc Maherault & Louis Verdier, Ecole de Management, Lyon. Presented at, and published in, the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.
- “An Indian Study of the Influence of Family Business Size on Management Activities, Style and Characteristics,” Robert N. Lussier, Springfield College, Matthew C. Sonfield, Hofstra University & S. Manikutty, Indian Institute of Management. Presented at, and published in, the *Proceedings* of, the September 2004 Annual Eastern Conference of the Small Business Institute.
- “An Investigation of First-Generation and Subsequent Generation Family Firms in the Republic of Croatia,” Matthew C. Sonfield, Hofstra University; Robert N. Lussier, Springfield College; Sanja Pfeifer, Univ. of Josip Juraj Strossmayer Osijek, Croatia.

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- “An Investigation of First-Generation and Subsequent Generation Family Firms in France,” Matthew C. Sonfield, Hofstra University; Robert N. Lussier, Springfield College; Loïc Maherault & Louis Verdier, Ecole de Management, Lyon, France. Presented at, and published in, the *Proceedings* of, the September 2003 Annual Eastern Conference of the Small Business Institute.
- “An Investigation of First-Generation and Subsequent Generation Family Firms in India,” Matthew C. Sonfield, Hofstra University; Robert N. Lussier, Springfield College; S. Manikutty, Indian Institute of Management. Presented at, and published in, the *Proceedings* of, the September 2003 Annual Eastern Conference of the Small Business Institute.
- “Family Business Management Practices,” Robert N. Lussier, Springfield College & Matthew C. Sonfield, Hofstra University. Presented at, and published in, the *Proceedings* of, the September 2003 Annual Eastern Conference of the Small Business Institute.
- “A Study of Small Family Business Variables,” Robert N. Lussier, Springfield College & Matthew C. Sonfield, Hofstra University. Presented at, and published in, the *Proceedings* of, the September 2003 Annual Eastern Conference of the Small Business Institute.
- “Redefining ‘Minority Business’: A Follow-Up Study,” Matthew C. Sonfield, Hofstra University. Presented at, and published in, the *Proceedings* of, the September 2003 Annual Eastern Conference of the Small Business Institute.

- “A Gender-Based Comparison of Family Businesses,” Matthew C. Sonfield and Robert N. Lussier. Presented at, and published in the *Proceedings* of, the September 2002 Annual Eastern Conference of the Small Business Institute Directors Association.
- “Health Insurance Purchasing Cooperatives,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 2002 Annual Eastern Conference of the Small Business Institute Directors Association.
- “A Study of Small Family Business Variables,” Robert N. Lussier and Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 2002 Annual Eastern Conference of the Small Business Institute Directors Association.
- “What Do We Mean by a ‘Family Firm’?: A Definitional Analysis,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 2001 Annual Eastern Conference of the Small Business Institute Directors Association.
- “Changing the Bankruptcy Law: Implications for Small Businesses,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 2001 Annual Eastern Conference of the Small Business Institute Directors Association.
- “First-Generation and Multi-Generation Family Firms: Existing Theory and Some Hypotheses,” Matthew C. Sonfield and Robert N. Lussier. Presented at, and published in the *Proceedings* of, the September 2001 Annual Eastern Conference of the Small Business Institute Directors Association.
- “New Forms of Assistance to Prospective Minority and Women Franchisees,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 2000 Annual Eastern Conference of the Small Business Institute Directors Association.
- “A New Definition of ‘Minority Business’: Implications for Consultants and their Minority Clients,” Matthew C. Sonfield. Presented at, and published in the *Proceedings*

of, the September 2000 Annual Eastern Conference of the Small Business Institute Directors Association.

- “Fostering Small Business Development in a Post-Communist Economy: The Case of Hungary.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 1999 Eastern Conference of the Small Business Institute Directors Association.
- “The Nature of Entrepreneurial Strategy: An Empirical Analysis.” Robert N. Lussier, Matthew C. Sonfield, Joel Corman, and Mary T. McKinney. Presented at, and published in the *Proceedings* of, the September 1999 Eastern Conference of the Small Business Institute Directors Association.
- “The Changing Profile of America’s Most Successful Black-Owned Businesses.” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 1998 Eastern Conference of the Small Business Institute Directors Association.
- “The Entrepreneurial Strategy Matrix: Gender Differences.” (Second of six authors.) Presented at, and published in the *Proceedings* of, the September 1998 Eastern Conference of the Small Business Institute Directors Association.
- “Re-testing the Entrepreneurial Strategy Matrix.” (Sixth of six authors.) Presented at, and published in the *Proceedings* of, the September 1998 Eastern Conference of the Small Business Institute Directors Association.
- “The Entrepreneurial Strategy Matrix: An Empirical Analysis of Its Predictive Power.” (Fourth author with four others.) Presented at, and published in the *Proceedings* of, the November 1997 New England Business Administration Association International Conference.

- “Small Business and Contract Workers,” Matthew C. Sonfield. Presented at, and published in the *Proceedings* of, the September 1997 Eastern Conference of the Small Business Institute Directors Association.
- “Venture Performance and the Entrepreneurial Strategy Matrix.” (Second of six authors.) Presented at, and published in the *Proceedings* of the September 1997 Eastern Conference of the Small Business Institute Directors Association.
- “Predictability of the Entrepreneurial Strategy Matrix.” (Fourth of six authors.) Presented at, and published in the *Proceedings* of, the September 1997 Eastern Conference of the Small Business Institute Directors Association.
- “A Typology of New Ventures: A Strategic Model for Entrepreneurs” (First author with four others). Presented at, and published in the *Proceedings* of, the September 1996 Eastern Conference of the Small Business Institute Directors Association.
- “America’s Largest Black-Owned Companies: A Twenty-Year Analysis” (sole author). Presented at, and published in the *Proceedings* of, the September 1996 Eastern Conference of the Small Business Institute Directors Association.
- “Expanded Data on Prison Inmate Entrepreneurial Aptitude,” Matthew C. Sonfield and Robert J. Barbato. *Proceedings*, 1995 Annual Eastern Conference, Small Business Institute Directors Association.
- “Fostering Critical Thinking in the SBI Experiential Learning Context,” Matthew C. Sonfield. *Proceedings*, 1994 Annual Eastern Conference, Small Business Institute Directors Association.
- “A Franchisee-Owned Franchisor: A Case of Small Business Cooperative Strategy,” Matthew C. Sonfield. *Proceedings*, 1993 Annual Eastern Conference, Small Business Institute Directors Association.

- “Barter as a Small Business Strategic Option in a Weak Economy: A Preliminary Analysis,” Matthew C. Sonfield. *Proceedings*, 1992 Annual Eastern Conference, Small Business Institute Directors Association.
- “Corporate Minority Franchise Development Programs: The Franchisee Perspective,” Matthew C. Sonfield. *Proceedings*, 1991 Annual Eastern Conference, Small Business Institute Directors Association.
- “Macro and Micro Impacts of Black-Owned Franchise Units,” Matthew C. Sonfield. *Proceedings*, 1990 Annual Eastern Conference, Small Business Institute Directors Association.
- “A Preliminary Analysis of the Importance of Innovative Turning Points in the Path to Entrepreneurial Success,” Matthew C. Sonfield and Russell Moore. *Proceedings*, 1989 Annual Eastern Conference, Small Business Institute Directors Association.

Other Publications and Paper Presentations

- “First-, Second- and Third-Generation Family Businesses: A Comparison,” Matthew C. Sonfield & Robert N. Lussier. Published in *Family Business*, Joseph Astrachan, ed., a volume in *The International Library of Critical Writings on Business and Management*, Edward Elgar Publishing, UK. 2008.
- *Prestige, Status and Works of Art: Selling the Luxury Car 1888-1942*. Thomas T. Solley. Boston: Racemaker Press, 2008. (Contributor to this book.)
- “Women in the US: Family Business Ownership and Management,” Matthew Sonfield & Robert Lussier. Published in *Culturally-Sensitive Models of Gender in Family Business*, Family Owned Business Institute, Grand Valley State University and Center for Gender in Organizations, Simmons College, 2008.

- “A Cross-National Investigation of First-Generation and Subsequent-Generation Family Businesses.” M. Sonfield, R. Lussier, S. Pfeifer, S. Manikutty, L. Maherault & L. Verdier. Published in *Management of Succession in Family-Owned Businesses*, P. Verma, ed., Icfai University Press, India, 2007.
- “A Family Business Study in India: Correlations between the Use of Non-Family-Member Managers in Family Firms and Management Activities, Styles and Characteristics. .” M. Sonfield, R. Lussier, & S. Manikutty. Published in *Management of Succession in Family-Owned Businesses*, P. Verma, ed., Icfai University Press, India, 2007.
- *Venturing Beyond the Gates: Facilitating Successful Reentry with Entrepreneurship*, CUNY John Jay College Prisoner Reentry Institute, 2007. Contributor.
- Book review of *Coachwork on Vintage Bentleys*, Nick Walker, 2006, Herridge, UK; in *CCCA Bulletin*, April 2006.
- “Success and Succession in Family Firms: An Investigation into Managerial Practices with Generations,” S. Manikutty, Indian Institute of Management, Matthew C. Sonfield, Hofstra University, USA; Robert N. Lussier, Springfield College. Presented at the August 2004 Annual Meeting of the Academy of Management.
- Book review of *Bentley Motors On the Road*, Bernard King, 2003, Dalton Watson; in *Society of Automotive Historians Journal*, 2004.
- “The Classic Car Club of America – 2004” (Strategic Management Case), Matthew C. Sonfield. Published in Fred David, *Strategic Management (text-and-cases and cases-only edition)*.
- Book review of *Motorcars of the Classic Era*, Michael Furman, 2003, Abrams; in *CCCA Bulletin*, Jan. 2004.

- “The Classic Car Club of America – 2002” (Strategic Management Case), Matthew C. Sonfield. Published in Fred David, *Strategic Management* (text-and-cases and cases-only editions), Prentice-Hall, 2002.
- Book review of *The Beaulieu Encyclopedia of the Automobile - Coachbuilding*, Nick Georgano, Editor, 2001, The Stationary Office, Norwich, UK, in the February 2002 issue of the *CCCA Bulletin*.
- *Proceedings*, 2000 Annual Eastern Conference, Small Business Institute Directors Association. Matthew C. Sonfield, Editor.
- “The Classic Car Club of America – 2000” (Strategic Management Case), Matthew C. Sonfield. Published in Fred David, *Strategic Management* (text and cases and cases-only editions), Prentice-Hall, 2001.
- Index for *The Classic Car 1953-1998*. Matthew C. Sonfield, Editor. Published 1999 by the Classic Car Club of America, Des Plaines, IL.
- “Business Trends, Post-1960s” and “Franchise Units,” Matthew C. Sonfield. Entries in *Encyclopedia of African American Business History*, Greenwood Publishing, 1999.
- CD-ROM Review of *Motoring Memories*, published by C.K. Bowers, West Sussex, England, 1999, in the August 1999 *CCCA Bulletin*.
- “The Classic Car Club of America-1997” (Strategic Management Case), Matthew C. Sonfield. Published in Fred David, *Strategic Management* (text and cases, and cases-only editions), Prentice-Hall, 1999.
- Book review of *The Olympian Cars* (2nd Ed.), Richard Burns Carson, Beavers Pond Press, MN, 1998, in the Jan. 1999 *CCCA Bulletin*.

- Book review of *Magic Motors 1930*, Brooks Brierley, Garret and Stringer, Coconut Grove, FL, 1996, in the February 1997 *CCCA Bulletin*.
- “The Classic Car Club of America - 1996” (Strategic Management Case), Matthew C. Sonfield. Published in Fred David, *Strategic Management*, Prentice-Hall, 1997.
- Book review of *A Century of Automotive Style*, Michael Lamm and David Holls, Lamm-Morada, Stockton, CA, 1996, in the January 1997 *CCCA Bulletin*.
- *Small Business Institute Directors Association Student Manual* (for student consultants), 1997. Co-editor.
- Book review of *The Splendid Stutz*, Raymond Katzell, The Stutz Club, Wilbraham, MA, 1996, in the November 1996 *CCCA Bulletin*.
- “The Classic Car Club of America - 1995” (Business Policy Case), Matthew C. Sonfield. Published in *Strategic Management*, Fred David (Prentice Hall, 1996).
- Guest Panelist, “Non-Federal Funding for Small Business Institute Programs,” 1996 Annual National Conference, Small Business Institute Directors Association.
- “Custom Automotive Coachbuilding in the United States, 1900-1940,” presentation at the 1995 Winterthur Conference (Henry Francis duPont Winterthur Museum, Winterthur, DE).
- “Transfer Payment Diversion Programs and Displaced Workers,” Robert J. Barbato, Matthew C. Sonfield and Subhash Durlabhji. Annual Meeting of the Association of Private Enterprise Education, April 1995, Atlanta, GA. A finalist for Best Paper award.

- Guest Panelist, “Publishing in Academic Journals,” 1995 Annual National Conference, Small Business Institute Directors Association.
- “The Classic Car Club of America - 1994,” Matthew C. Sonfield. Published in Fred David, *Strategic Management*, Merrill-MacMillan, 1995.
- “The Classic Car Club of America - 1993,” Matthew C. Sonfield. Business Policy Case. Published in *Primus*, the custom textbook database of McGraw-Hill.
- “The Case Method Learning Process in Business, Liberal Arts and Other Disciplines.” Presentation made at the Hofstra University Center for Teaching Excellence Symposium on Teaching, March 5, 1993.
- “The Classic Car Club of America - 1992,” Matthew C. Sonfield. Business Policy Case. Published in full-text and cases-only versions of *Strategic Management* (4th Ed.), Fred David (Merrill, 1992).
- *Rolls-Royce - The Derby Phantoms* by Lawrence Dalton (England: RREC, 1991). Book Review, Matthew C. Sonfield. *The Flying Lady*, January-February 1992. Also an expanded version of this book review in the *CCCA Bulletin*, April 1992.
- “Applicant Proactivity in the Tenure and Promotion Process.” Presentation at the Hofstra University Center for Teaching Excellence Conference on Faculty Stress and Burnout, March 30, 1992.
- “The Classic Car Club of America - 1991,” Matthew C. Sonfield. Business Policy Case. Published in full-text and cases-only versions of *Strategic Management and Business Policy* (4th Ed.), David Hunger and Thomas Wheelen (Addison-Wesley, 1991).
- “Classic Art Portfolio,” Chapter in *The Classic Car*, Beverly Rae Kimes (Motorbooks International, 1990).

- “The Classic Car Club of America - 1989,” Matthew C. Sonfield. Business Policy Case. Published in full-text and cases-only versions of *Strategic Management* (3rd Ed.), Fred David (Merrill, 1991).
- *Bentley the Silent Sports Car 1931-1941* by Michael Ellman-Brown (Dalton-Watson, London 1989). Book Review, Matthew C. Sonfield. *The Flying Lady*, May-June 1990.
- *Index of Articles and Photographs for The Classic Car Magazine 1976 through 1988*, Matthew C. Sonfield, Editor, November 1989.
- *Factors in the Success of Long Island’s Fastest Growing Privately-Held Firms* (monograph). Russell Moore and Matthew C. Sonfield. Hofstra Business Research Institute, October 1989.
- “Successful Entrepreneurs and Dislocated Workers,” Robert Barbato, Matthew C. Sonfield and Jeffrey Bracker. Paper presentation at the 1988 Annual Eastern Conference, Small Business Institute Directors Association.
- *Factors in the Business Success of Long Island’s Top 50 Privately Owned Companies* (monograph). Russell Moore and Matthew C. Sonfield. Hofstra Business Research Institute, October 1988.
- “The Classic Car Club of America - 1987,” Matthew C. Sonfield. Business Policy Case. Published in *Strategic Management - Text and Cases* (full-text and cases-only), Glenn Boseman and Arvind Phatak (Wiley, 1986); and *Fundamentals of Strategic Management*, Fred David (Merrill, 1988).
- *Rolls-Royce: The Cars and Their Competitors 1906-1965*. Book Review, Matthew C. Sonfield, *The Flying Lady*, July-August 1987.

- *Rolls-Royce and Bentley Experimental Cars*. Book Review, Matthew C. Sonfield. *The Flying Lady*, March-April 1987.
- “Alternative Sources to Federal Contract Funding,” Matthew C. Sonfield. Paper presented at the 1986 Annual Eastern Conference, Small Business Institute Directors Association.
- “Hofstra Study Finds Small Business is Still Vital to National Economy,” Matthew C. Sonfield. *Long Island Association News*, March 1986.
- “The Classic Car Club of America,” Matthew C. Sonfield. Business Policy Case. Published in *Strategic Management and Business Policy*, David Hunger and Thomas Wheelen (Addison-Wesley, 1986); *Management Policy and Strategy*, George Steiner, John Miner and Edmund Gray (Macmillan, 1986); *Business Policy and Strategy*, Fred David (Random House, 1986); and *Policy Formulation and Strategic Management*, Glen Boseman, Robert Schellenberger and Arvind Phatak (Wiley, 1986).
- “Generating Small Business Institute Clients,” Matthew C. Sonfield. Paper presented at the 1985 Annual Eastern Conference, Small Business Institute Directors Association.
- *The Impact of Foreign Competition on Selected American Industries*. Matthew C. Sonfield, Editor. Hofstra University, 1985. (Hofstra’s best-selling M.B.A. thesis book.)
- *Small Business in the 1980s*. Matthew C. Sonfield, Editor. Hofstra University, 1984.
- *The Rolls-Royce Twenty*. Book Review, Matthew C. Sonfield. *The Flying Lady*, September 1979.
- *A Pride of Bentleys*. Book Review, Matthew C. Sonfield. *The Flying Lady*, May 1978.

- *The Complete Book of Automobile Body Design*. Book Review, Matthew C. Sonfield. *The Flying Lady*, May 1978.
- *Managing Human Resources - Readings in Personnel Management*, Matthew C. Sonfield, Editor. (Simon & Schuster, 1974).
- *Analysis of Organizations - Readings in Management*, Matthew C. Sonfield, Editor. (Simon & Schuster, 1973).

Professional Activities and Honors

- Member, Editorial Board, *Journal of Small Business Management*, 2001-present.
- Member, Editorial Board, *Journal of Small Business Strategy*, 1991-present.
- Member, Editorial Board of the *Journal of Family Business Strategy*, 2009-present.
- Member, Editorial Review Board, *Small Business Institute Journal*, 2009-present.
- Ad Hoc Reviewer, *New England Journal of Entrepreneurship*.
- Ad Hoc Reviewer, *Journal of Developmental Entrepreneurship*.
- Elected “Fellow” in the Small Business Institute; subsequently elected and annually re-elected to the position of “Dean of the Fellows” (2005 – present).
- Visiting Fellow, Harris Manchester College Summer Research Institute, University of Oxford, 2009.

- “First-, Second-, and Third-Generation Family Firms: A Comparison” (*Family Business Review*, 2004, v.17 n.3, named as one of the "most influential readings in the field of family business” during the period of 1991 through 2005.
- Copy Editor (1988-2008), *The Classic Car*. (Considered by most automotive historians to be the most prestigious noncommercial periodical in the field of automotive history.)
- Director, The Society of Automotive Historians (an international organization), 1993-1997.
- Member, Advisory Board of the Center for Entrepreneurial Development for Minorities and Women (Hofstra University College for Continuing Education).
- Copy Editor, *Pioneers, Engineers, and Scoundrels: The Dawn of the Automobile in America*, Beverly Rae Kimes, 2005, Society of Automotive Engineers (SAE).
- Contributing Editor, *The Classic Era*, Beverly Rae Kimes. (CCCA. 2001.)
- Contributing Editor, *The Classic Car*, Beverly Rae Kimes. (Motorbooks International, 1990.)
- *Proceedings* Editor, 2000 Annual Eastern Conference, Small Business Institute Directors Association, Boston.
- Coordinator, 2009 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Coordinator, 2004 Annual Eastern Conference, Small Business Institute Directors Association, New York City.

- Coordinator, 2001 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Coordinator, 1998 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Coordinator, 1995 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Coordinator, 1992 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Coordinator, 1989 Annual Eastern Conference, Small Business Institute Directors Association, New York City.
- Named “Automotive Historical Research Fellow” for the Automotive Hall of Fame, Michigan.
- Small Business Institute Directors Association, Member, Board of Directors, and President, Region II, 1984-1985, 1996-1999, 2000-present. Also Region Vice President four times and Secretary-Treasurer twice.
- Long-term consultant to NYSE-listed specialty chemicals company.
- Member, U.S. Small Business Administration New York District Steering Committee.
- Reviewer for U.S. Small Business Administration’s “Management Aids” series of publications.
- Member, Beta Gamma Sigma, honorary society in business administration.

- Member, Omicron Delta Epsilon, honorary society in economics.
- Cornell University- annual reviewer of applications for the John F. Kennedy scholarship.
- Selected for biographical entry in *Who's Who in America*.

Significant University Service

- Speaker of the Hofstra University Faculty, 1996-1999. In addition to administering and chairing all full University faculty meetings and serving as faculty delegate to the Hofstra Board of Trustees, this position involved serving on (and often chairing) a wide variety of University-wide committees and task forces, including the Provost's Council, the Task Force to Shape the Entering Class, the Affirmative Action Committee, the University Governance Task Force, the University's Web Page Task Force, the University Faculty Agenda Committee, etc.
- Chairperson, University Senate Executive Committee, 1991-1995. (This position required considerable effort, responsibility and time, and also required my membership on a wide variety of other University committees.)
- Chairperson, Department of Management and General Business, 1981-1983, 1988-1989, both times unsolicited but rather at the request of and in accommodation to the Dean.
- Director, Hofstra University Small Business Institute. Since 1975 the Institute has provided free, in-depth consulting services to more than 260 Long Island small businesses and not-for-profit organizations.
- Associate Director, Hofstra University Center for Teaching and Scholarly Excellence, 2002-2003.

- Chairperson, Zarb School of Business Executive Committee, 2007-2009.
- Co-Chairperson, University Task Force for a Center for Scholarly Excellence, 2001.
- Chairperson, School of Business Entrepreneurship Major Committee, 1999-2000.
- Chairperson, Co-chairperson and member of several School of Business Blue Ribbon Committees.
- Member and chairperson, University Appeals Board, 1987-1993.
- Chairperson and member, University Faculty Personnel Board, 1983-1985.
- Member, School of Business Faculty Personnel Board.
- Recipient, Dean's Award for Distinguished Service, 1981 and 1990.
- Member, University Center for Teaching Excellence, 1990-1992, 1994-1997, 1999-2002. Chairperson, CTE Pedagogy Committee. Also member of several other committees.
- Assistant Chairperson, Department of Management, Marketing and Quantitative Methods, 1976-1978.
- Member, Search Committees for School of Business Dean, 1980-1981, 1982-1983.
- Chairperson, University Chairperson's Caucus, 1981-1983.
- Member, University Senate Executive Committee, 1978-1980.
- Member and chairperson, University Senate Undergraduate Academic Affairs Committee, 1976-1980.

- Chairperson, University Review Committee for the English Language Program, 1977-1979.
- Member, University Honors Program Advisory Committee.
- Member, Administrative Advisory Committee for the Provost Search, 1983.
- Member, President's Committee on Academic Excellence, 1981-1982.
- Member, Faculty Delegation to the University Board of Trustees, 1980-1981.

Member of many other committees and governance bodies, including:

University:

Senate, Affirmative Action Committee, Special Committee on Student Activity Policy, Task Force on Academic Dishonesty, Academic Records Committee, Standards Committee, Middle States Reaccreditation Review, Hofstra Associates, Admissions Recruitment and Travel Groups.

School:

Executive Committee, and Dean's Advisory Board.

Department:

Tenure Committees (chaired several), Personnel Committees (chaired several), Curriculum Committees, Computer Facilitator, etc.

