

References

Adams, D. A., Nelson, R.R., & Todd, P. A. (1992). Perceived usefulness, ease of use, and usage of information technology: A replication. **MIS Quarterly**, June, 227-247.

Akkeren, J., & Cavaye, A.L.M. (1999). Factors Affecting Entry-Level Internet Technology Adoption by Small Business in Australia: An Empirical Study. **Proceedings of the 10th Australasian Conference on Information Systems**. Wellington, New Zealand, 1-3 December.

Amit, R., & Zott, C. (2001). Value creation in e-business. **Strategic Management Journal**, 22, 493-520.

Arbore, A., & Ordanini, A. (2006). Broadband Divide Among SMEs: The Role of Size, Location and Outsourcing Strategies. **International Small Business Journal** 24(1): 83–99.

- Bakos, Y., & Brynjolfsson, E. (2000). Bundling and competition on the Internet. **Marketing Science** 19/1, 63–82.
- Baptista, R. (2000). Do innovations diffuse faster within geographical clusters? **International Journal of Industrial Organisation**, 18, 515-535.
- Barua, A., Kriebel, C.H., & Mukhopadhyay, T. (1995). Information technology and business value: An analysis and empirical investigation. **Information Systems Research** 6(1), 3-23.
- Basu, A. (1998). The Role of Institutional Support in Asian Entrepreneurial Expansion. *Journal of Small Business and Enterprise Development*, Vol.5 No 4, 319-326.
- Bayo-Moriones, A., & Lera-López, F. (2007). A firm-level analysis of determinants of ICT adoption in Spain, **Technovation** Volume 27, Issues 6-7, June-July 2007, Pages 352-366.
- Beatty, R.C., Shim, J.P., & Jones, M.C. (2001). Factors influencing corporate web site adoption: A time-based assessment. **Information and Management**, 38, 337-354.
- Bhattarai, M. K. (n.d). Harnessing ICTs to enhance export competitiveness of SMEs in Developing countries: Prospects and challenges for a country like Nepal. Retrieved 23 Aug 2008, from <http://www.intracen.org/wsis/nepal/Day2/Manohar.pdf>.
- Blackler, F. (1995). Knowledge, Knowledge Work and Organisations, An Overview and Interpretation. **Organization Studies** 16(6), 1021–46.
- Blili, S., & Raymond, L. (1993). Information Technology: Threats and Opportunities for Small and Medium-sized Enterprises. **International Journal of Information Management** 13(6), 439–48.
- Bolton Committee (1971). **Report of the Committee of Enquiry on Small Firms**, Cmnd 4811. London: HMSO.
- Boone, C., De Brabander, B., & Hellemans, J. (2000). Research Note: CEO Locus of Control and Small Firm Performance. **Organization Studies** 21(3), 641–6.
- Bradley et al., (1993). In: S.P. Bradley, J.A. Hausman & R.L. Nolan, (eds.), **Globalization, Technology, and Competition**. Boston: Harvard Business School Press.
- Brown D.J., Earle, & Lup, D. (2005). "What Makes Small Firms Grow? Finance, Human Capital, Technical Assistance, and the Business Environment in Romania". **Economic Development and Cultural Change**. Chicago: University of Chicago.
- Brynjolfsson, E., & Kahin, B. (eds.) (2002). **Understanding the Digital Economy: Data, Tools and Research**. Cambridge, MA: The MIT Press
- Busenitz L., Gomez, C., & Spencer, J. (2000). Country Institutional Profiles: Unlocking Entrepreneurial Phenomena. **Academy of Management Journal**, Vol.43 No. 5, 994-1003.
- Carlsson, B. (2002). Institutions, Entrepreneurship, and Growth: Biomedicine and Polymers in Sweden and Ohio. **Small Business Economics**, Vol.19 No. 2, 105-129.
- Carney, M., & Gedajlovic, E. (2002). The Co-evolution of Institutional Environments and Organizational Strategies: The Rise of Family Business Groups in the ASEAN Region. **Organisation Studies**, Vol.23 No. 1, 1-29.

- Carson, D., & Hill, J. (1992). Marketing Education for Entrepreneurs. in **Proceedings of the International Council for Small Business, 37th World Conference, Toronto, June**, 607–31.
- Chang, M. K. & Cheung, W. (2001). "Determinants of the intention to use Internet/www at work: a confirmatory study," **Information and Management** 39, 2001, pp, 1-14.
- Chaston, I. (2001). **e-Marketing Strategy**. Maidenhead: McGraw-Hill.
- Chau, P., & Tam, K. (2000). Organizational Adoption of Open Systems: A 'Technology-Push, Need-pull' Perspective. **Information and Management** 37(5), 229–39.
- Cooper, J., & Burgess, L. (2000). **Electronic Commerce Opportunity & Challenges- A Model of Internet Commerce Adoption**, Chapter XII in Rahman, S., & Raisinghani, S. London: Idea Group Publishing.
- Cox, A., Chicksand, L., Ireland, P., 2001. E-supply Applications: the Inappropriateness of Certain Internet Solutions for SMEs. *Proceeding of the 10th International Annual IPSERA Conference*, Sweden, April 8–11, Jonkoeping, Sweden, 189–200.
- Cragg, P., & King, M. (1993). Small Firm Computing: Motivators and Inhibitors. **MIS Quarterly** 17(1), 47–60.
- Dandridge, T., & Levenburg, N.M. (2000). High-tech Potential? An Exploratory Study of Very Small Firms' Usage of the Internet. **International Small Business Journal**, Vol. 18, No. 2, 81-91.
- Daniel, E., Wilson, H., & Myers, A. (2002). Adoption of E-commerce by SMEs in the UK. **International Small Business Journal** 20(3), 253–70.
- Davenport, T.H., & Prusak, L. (1998). **Working Knowledge. How Organizations Manage What They Know**. Boston: Harvard Business School Press.
- Davidow, W.H., & Malone, M.S. (1992). **The Virtual Corporation**. NY: Harper Collins.
- Davis, F. D. (1989). Perceived usefulness, perceived ease of use, and user acceptance of information technology. **MIS Quarterly**. September, 319-340.
- Deschoolmeester, D., Vanpoucke, E., & Willaert, P. (2004). "Drivers and Barriers for E-Business: Evolution Over Time and Comparison Between SMEs and Large Companies" in **Building the E-Service Society** Volume 146, Boston: Springer.
- Doole, I., & Lowe, R. (1999). **International Marketing Strategy**. London: International Thomson Business Press.
- Drew, S. (2002). E-Business Research Practice: Towards an Agenda. **Electronic Journal on Business Research Methods** 1(1), 18–26.
- Drew, S. (2003). Strategic Uses of E-Commerce by SMEs in the East of England. **European Management Journal** 21(1), 79–88.
- Duncombe, R., & Heeks, R. (2001). **Handbook for Entrepreneurs in Developing Countries**. University of Manchester, UK: IDPM.

- Durkin, M., & McGowan, P. (2001a). "Net Effect": Views from the Periphery: Exploring the Role and Importance of the Internet on Marketing Activity in Entrepreneurial Firms. **Irish Marketing Review** 14(1), 15–25.
- Durkin, M., & McGowan, P. (2001b). Exploring a More Complete Competency Spectrum in Entrepreneurial Small Firm Internet Marketing, paper presented at the Marketing and Entrepreneurship track at the **AMA Summer Educators Conference, August**.
- Ellsworth, J.H., & Ellsworth, M.V. (1995). **The Internet Business Book**. New York: John Wiley.
- Evans, P., & Wurster, P. (2000). *Blown to Bits: How the New Economics of Information Transform the Strategy*. Boston MA: Harvard Business School Press.
- Evans, P.B., & Wurster, B.S. (1997). Strategy and the New Economics of Information. **Harvard Business Review** 75(5), 70–83.
- Fillis, I., & Wagner, B. (2005). E-business Development: An Exploratory Investigation of the small firm). **International Small Business Journal** 2005, 23, 604.
- Fogel, K., Hawk, A., Morck, R., & Yeung, B. (2006). Institutional Obstacles to Entrepreneurship. in M Casson, B Yeung, A Basu & N Wadeson (eds.), **Oxford Handbook of Entrepreneurship**, pp 540-579. Oxford: Oxford University Press.
- Fulk J., & Steinfeld, C. (1990). In: J. Fulk & C. Steinfeld (eds.), **Organizations and Communication Technology**. Newbury Park: Sage Publications.
- Garcia-Dastugue, S.J., & Lambert, D.M., 2003. Internet-enabled coordination in the supply chain. **Industrial Marketing Management** 32 (3), 251–263.
- Goldman Sachs, 2000. **B2B & Internet Infrastructure Software**, Report, June 19, New York.
- Grandon, P. (2002). Perceived Strategic Value and Adoption of Electronic Commerce: An Empirical Study of Small and Medium Sized Businesses Proceedings of the 36th Hawaii International Conference on System Sciences.
- Gupta, A.K. (n.d.). "Why don't Small and Medium Enterprises Innovate More: Creating a Cooperative Learning Environment at Individual, Firm and Regional Level". Paper provided by Indian Institute of Management Ahmedabad, Research and Publication Department in its series IIMA Working Papers with number 2007-08-03. Retrieved 02 Sep 2008, from <http://ideas.repec.org/p/iim/iimawp/2007-08-03.html>.
- Hagel, J., & Singer, M. (1999). Unbundling the Corporation. **Harvard Business Review** 77/2, 133–141.
- Hagmann, C., & McCahon, C. (1993). Strategic Information Systems and Competitiveness. **Information and Management** 25(2), 183–92.
- Hamill, J., & Gregory, K. (1997). Internet Marketing in the Internationalization of UK SMEs. **Journal of Marketing Management** 13(1), 9–28.
- Harvie, C., & Lee, B.C. (2002). The Study of Small and Medium Size Enterprises in East Asia, in C. Harvie and B.C. Lee (eds.), *Globalisation and SMEs in East Asia: Studies of Small and Medium Sized Enterprises in East Asia*, Vol.1, pp 1-9. Cheltenham: Edward Elgar.

- Hawkins, R., & Prencipe, A., (2000). **Business-to-Business E-Commerce in the UK: A Synthesis of Sector**, Report. London: Department for Trade and Industry.
- Hitt, L.M., & Brynjolfsson, E. (1996). Productivity, business profitability, and consumer surplus: Three different measures of information technology value. **MIS Quarterly**, June, 121-142.
- Jones, C., Hecker, R., & Holland, P. (2003). Small Firm Internet Adoption: Opportunities Forgone, A Journey Not Begun. **Journal of Small Business and Enterprise Development** 10(3), 287-97.
- Jutla, D., Bodorik, P., & Dhaliqal, J. (2002). Supporting the e-Business Readiness of Small and Medium Sized Enterprises: Approaches and Metrics. **Internet Research: Electronic Networking Applications and Policy** 12(2), 139-64.
- Kalakota, R., Oliva, A., & Donath, B. (1999). Move over, e-commerce. **Marketing Management** 8/3, 22-32.
- Kaplan, S., Sawhney, M., 2000. E-hubs: the New B2B Marketplaces. **Harvard Business Review**, May-June, 97-103.
- Kapurubandara, M., & Lawson, R. (n.d.). Barriers to Adopting ICT and e-commerce with SMEs in Developing Countries: An Exploratory study in Sri Lanka, Retrieved 10 Sep 2008, from <http://www.collector2006.unisa.edu.au/Paper%209%20Mahesha%20Kapurubandara.pdf>paper9
- Kelly, K. (1998). **New Rules for the New Economy: 10 Ways the Network Economy is Changing Everything**. London; Fourth Estate.
- Kendall, J., Tung, L., Chua, K., Ng, C., & Tan, S. (2001). Receptivity of Singapore's SMEs to Electronic Commerce Adoption. **Journal of Strategic Information Systems** 10(3), 223-42.
- Kirby, D., & Watson, A. (2003). **Small Firms and Economic Development in Developed and Transition Economies: A Reader**. Aldershot: Ashgate.
- Kleindl, B. (2000). Competitive Dynamics and the New Business Models for SMEs in the Virtual Marketplace. **Journal of Developmental Entrepreneurship** 5(1), 73-85.
- Knol, W.H.C., & Stroeken, J.H.M. (2001). The diffusion and adoption of information technology in small and medium-sized enterprises through IT Scenarios. **Technology Analysis & Strategic Management**, Vol.13, No.2, 227-246.
- Kowtha, N., & Choon, T. (2001). Determinants of Website Development: A Study of Electronic Commerce in Singapore. **Information and Management** 39(3), 227-42.
- Kraljic, P., 1983. Purchasing must become supply management. **Harvard Business Review**, Sept-Oct, 109-117.
- Lauder, G., & Westall, A. (1997). **Small Firms Online. Commission on Public Policy on British Business**, No. 6.
- Lederer, A.L., Maupin, D.J., Sena, M.P., & Zhuang, Y. (2000). The technology acceptance model and the World Wide Web. **Decision Support Systems**, 29, 2000, 269-282.
- Lefebvre, L., Harvey, J., & Lefebvre, E. (1991). Technological Experience and Technology Adoption Decisions in Small Manufacturing Firms. **R and D Management** 21(3), 241-9.

- Levitt, T. (1983). The Globalization of Markets. **Harvard Business Review** 61(3, May–June), 2–11.
- Levy, M., & Powell, P. (2005). Strategies for Growth in SMEs. **The role of information and information systems**, 293-314 15. Elsevier.
- Levy, M., Powell, P., & Yetton, P. (2001). SMEs: Aligning IS and the Strategic Context. **Journal of Information Technology** 16(1), 133–44.
- Lockett, N., & Brown, D.H. (2006). Aggregation and the Role of Trusted Third Parties in SME E-Business Engagement: A Regional Policy Issue. **International Small Business Journal**, Vol.24(4), 379–404.
- Lohrke, F., McClure, F.G., & Frownfelter-Lohrke, C. (2006). The Internet as an Information Conduit: A Transaction Cost Analysis Model of US SME Internet Use. **International Small Business Journal** 24(2), 159–78.
- Luetkenhorst, W. (2004). Corporate Social Responsibility and the Development Agenda: The case for actively involving small and medium enterprises. **Intereconomics**. May/June.
- Malone, T.W., & Laubacher, R.J. (1998). The Dawn of the e-Lance Economy. **Harvard Business Review** 76/5, 144–152.
- Malone, T.W., Yates, J.A., Benjamin, R., (1987). Electronic Markets and Electronic Hierarchies. **Communications of the ACM**, Vol. 30/6, 487–497.
- Malone, T.W., Yates, J.A., Benjamin, R., (1989). The logic of electronic markets. **Harvard Business Review** 67/3, 166–170.
- Marshall, P., Sor, R., & McKay, J. (2000). An industry case study of the impacts of electronic commerce on car dealerships in Western Australia. **Journal of Electronic Commerce Research**, 1, 1, February.
- Matthews, Paul (2007). ICT assimilation and SME expansion. **Journal of International Development** Volume 19 Issue 6, 817 – 827.
- Matlay, H., & Addis, M. (2002). **HEI-Based Consultancy and the Use of e-Commerce in SMEs**. Paper presented at the 25th ISBA National Small Firms Policy and Research Conference, University of Brighton, 13–15 November.
- Mehrtens, J., Cragg, P., & Mills, A. (2001). A Model of Internet Adoption by SMEs. **Journal of Information and Management** 39(3), 165–76.
- Mirchandani, A. A. & Motwani, J. (2001). Understanding small business electronic commerce adoption: An empirical analysis. **Journal of Computer Information Systems**, Spring, 70-73.
- Narula, R. (n.d.). R&D Collaboration by SMEs in ICT industries: opportunities and limitations, Paper provided by Maastricht: MERIT, **Maastricht Economic Research Institute on Innovation and Technology** in its series Research Memoranda with number 028.
- Newell, S., Swan, J., & Galliers, R. (2000). A Knowledge-focused Perspective on the Diffusion and Adoption of Complex Information Technologies: The BPR example. **Information Systems Journal** 10(3), 239–59.

- Newell, S., Swan, J., & Roberson, M. (1998). A Cross-National Comparison of the Adoption of Business Process Reengineering: Fashion Setting Networks? **Journal of Strategic Information Systems** 7(4), 229–317.
- OECD (1998). **SMEs and Electronic Commerce**. Paris: OECD.
- Poon, S. (1998). **Small Business Internet Commerce: A Study of the Australian Experience**. PhD thesis, School of Information Management and Systems, Monash University, Melbourne.
- Poon, S., & Swatman, P.M.C. (1999). An Exploratory Study of Small Business Internet Commerce Issues. **Information and Management** 35(1), 9–18.
- PricewaterhouseCoopers (1999). **“SME electronic commerce study”**; report to the APEC Telecommunications Working Group and Business Facilitation Steering Group, mimeographed.
- Qirim, Al-Nabeel (2007). The adoption of eCommerce communications and applications technologies in small businesses in New Zealand Source **Electronic Commerce Research and Applications**, Volume 6, Issue 4 (December 2007). Pages 462-473.
- Quayle, M. (2002). E-Commerce: The Challenge for UK SMEs in the Twenty-First Century. **International Journal of Operations and Production Management** 22(10), 1148–61.
- Quelch, J.A., & Klein, L.R. (1996). The Internet and International Marketing. **Sloan Management Review** 37(3), 60–75.
- Ramsey, E., Ibbotson, P., Bell, J., & Gray, B. (2003). E-Opportunities of Service Sector SMEs: An Irish Cross-Border Study. **Journal of Small Business and Enterprise Development** 10(3), 250–64.
- Redoli, J., Mompó, R., García-Díez, J., & López-Coronado, M. (2008). A model for the assessment and development of Internet-based information and communication services in small and medium enterprises. **Technovation** Volume 28, Issue 7, 424-435.
- Rogers, E. M. (1995). **Diffusion of Innovations**. New York: Free Press
- Sadowski, B., Maitland, C., & Van Dongen, J. (2002). Strategic Use of the Internet by Small to Medium-sized Companies: An Exploratory Study. **Information Economics and Policy** 14(1), 192–203.
- Schuppel, J., Muller-Stewwen, G., & Gomez, P. (1998). The Knowledge Spiral. in G. von Krogh, J. Roos and D. Kleine (eds.) **Knowing in Firms**. London: Sage.
- Scott Morton, M.S. (1991). In M.S. Scott Morton, (Ed.), **The Corporation of the 1990s. Information Technology and Organizational Transformation**, Oxford University Press, NY (1990).
- Setyawati, E. (2008, April 21). Retrieved 20 Sep 2008, from <http://www.articlesbase.com/small-business-articles/benefits-of-information-communication-technology-to-small-medium-enterprise-392276.html>.
- Small Business Financing Profiles: Small and Medium-Sized Enterprises in British Columbia (n.d.). Retrieved 12 Sep 2008, from http://sme-fdi.ic.gc.ca/epic/site/sme_fdi-prf_pme.nsf/en/02084e.html.
- Smyth, M., & Ibbotson, P. (2001). **Internet Connectivity in Ireland**. A Joint Report by the Bank of Ireland and the University of Ulster, URL (consulted December 2001):

http://www.bankofireland.co.uk/whats_new/item.php?whatsnew_id=8.

Southern, A., & Tilley, F. (2000). Small Firms and Information and Communication Technologies (ICTs): Toward a Typology of ICT Usage. **New Technology Work and Employment** 15(2), 138–54.

Sproull, L., & Kiesler, S. (1991). **Connections- New Ways of Working in the Networked Organization**. Cambridge: MIT Press.

Sterne, J. (1995). **World Wide Web Marketing: Integrating The Internet Into Your Marketing Strategy**. New York: Wiley.

Storey, D. J. (1997). **Understanding the Small Business Sector**. London: International Thompson Business Press.

Subramanian, G. H., & Nosek, J. T. (2001). An empirical study of the measurement and instrument validation of perceived strategy value of information systems. **Journal of Computer Information Systems**, Spring, 64-69.

Swan, J., Newell, S., & Robertson, M. (1998). Inter-Organizational Networks and Diffusion of Information Technology: Developing a Framework, in T. Larsen & E. McGuire (eds.) **Information Systems Innovation and Diffusion: Issues and Directions**. Hershey, PA: Idea Group Publishing.

Tallon, P.P., Kraemer, K.L., & Gurbaxani, V. (2000). Executives' perceptions of the business value of information technology: A process-oriented approach. **Journal of Management Information Systems**, Spring, 145-173.

Taylor, C. (2001). Windows of Opportunity. **People Management** 7(5), 32–6.

Thong, J.Y.L. (2001). Resource Constraints and Information Systems Implementation in Singaporean Small Businesses. **Omega: The International Journal of Management Science** 29(2), 143–56.

Tse, T., & Soufani, K. (2003). Business Strategies for Small Firms in the New Economy. **Journal of Small Business and Enterprise Development** 10(3), 306–20.

UNCTAD (2001). **E-Commerce and Development Report 2001** (Geneva and New York, United Nations).

Veeravalli, R S (2008, July). Promoting SME Development: Some Issues and Suggestions for Policy Consideration. *CSI Communication*. www.csi-india.org.

Venkatraman, N. (1994). IT-enabled business transformation: from automation to business scope redefinition, **Sloan Management Review** 35/2, 73–88.

Venkatraman, N. (1991). IT-Induced Business Reconfiguration. In: Scott Morton, M., (ed.). *The Corporation of the 1990s*. **Information Technology and Organizational Transformation**. Oxford: Oxford University Press.

Walczuch, R., Van Braven, G. & Lundgren, H. (2000). Internet Adoption Barriers for Small Firms in The Netherlands. **European Management Journal** 18(5), 561–72.

Wallace, P. (2000). Just Wait for the Gold Rush to End. **New Statesman** (21 February), 8–9.

Wattanapruittipaisan, T. (2002/03). Promoting SME Development: Some Issues and Suggestions for Policy Consideration. **Bulletin on Asia-Pacific Perspectives, 57-67.**

Whitely, D. (2000). *E-commerce: Strategy, Technologies and Applications*. London: McGraw-Hill.

Willcocks, L., Sauer, C., & Associates (2000). **Moving to e-business**. London: Random House Business Book.

Windrum, P. & De Berranger, P. (2003). The Adoption of E-Business Technology by SMEs, in O. Jones and F. Tilley (eds.) **Competitive Advantage in SMEs**. 177–201. Cheltenham: Wiley.

Wong, Tzu-Tsung, Lu, Yin-Tse (2004, January). Small firms and e-business: cautiousness, contingency and cost-benefit. **Journal of Purchasing and Supply Management** Volume 10, Issue 1, 27-39.

Zheng, Jurong, Caldwell, N., Harland, C., Powell, P., Woerndl, M. and S. Xu (2004, January). **Journal of Purchasing and Supply Management** Volume 10, Issue 1, 27-39.

Zmud, R. (1984). An Examination of Push-pull Theory Applied to Process Innovation in Knowledge Work. **Management Science** 30(6), 727–38.