

## **BEP Publications**

### **NRTC Publications and Resources**

#### **Inclusion of Women in the Randolph-Sheppard Program (1997)**

The purpose of this study was to determine reasons for the disproportionately low number of women in the BEP throughout the U.S. and to identify recruitment strategies to attract more women into the BEP. This study is available on our website:

[www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

#### **The Randolph-Sheppard Business Enterprise Program Video and Marketing Information Kit (VHS Tape & Kit) (1995)**

This 10-minute videotape and marketing information kit are for use by State Licensing Agencies throughout the country. They are designed to promote the BEP with building managers, plant managers, building superintendents, and others who are interested in utilizing the services provided under the Randolph-Sheppard Act. The Dubmaster & SyQuest Diskette is available through the MSU Television Center: (662) 325-1332. The videos are also hosted on our website: [www.blind.msstate.edu/our-products/business-enterprise-program](http://www.blind.msstate.edu/our-products/business-enterprise-program)

#### **Model Program Operation Manual for Business Enterprise Program Supervisors (1994)**

Supervisors will find this manual to be a valuable resource for planning and implementing a Business Enterprise Program. It provides a model from which general procedures can be outlined. This manual is available on our website: [www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

## **Model Curricula for Training Managers and Facility Operators in the Business Enterprise Program (1993)**

This curriculum guide serves as a resource to personnel who are responsible for training persons to be licensed under the Randolph-Sheppard Business Enterprise Program. This guide is available on our website: [www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

## **The Randolph-Sheppard Business Enterprise Program: Illumination and Color Contrast (1992)**

In this study, researchers sought to determine whether snack bars operating under the Randolph-Sheppard BEP met recommended illumination standards and used color schemes to achieve a proper mood and maximum production. Through measurement and observation, the researchers established lighting and color guidelines for BEP dining facilities. The results of this study suggest that a review and possible improvement of lighting and color in existing BEP facilities may enhance sales and profits for blind entrepreneurs. This study is available on our website: [www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

## **The Randolph-Sheppard Business Enterprise Program: Site Selection (1990)**

BEP directors and counselors were surveyed regarding site selection factors. Among the criteria indicated were anticipated income, space, start-up costs, rent, remodeling, customer traffic, and storage space. This report is available on our website:

[www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

## **A Comparison of Job Tasks for Operators of Business Enterprises for the Blind and State Licensing Agency Practices (1988)**

This study was conducted to describe the job tasks of BEP operators in a snack bar, cafeteria, and vending businesses and to compare reported tasks of BEP operators to the training programs of State Licensing Agencies as an aid to developing training strategies for BEP operators. This study is available on our website:

[www.blind.msstate.edu/research/publications/reports](http://www.blind.msstate.edu/research/publications/reports)

## Journal Articles

- Moore, J. E. (1999). **Making the Randolph-Sheppard Program more competitive: Results of a national training needs assessment.** *RE:view*, 31(2), 67-76.
- Moore, J. E. (2005). **The need for reciprocity between states in creating opportunities in the Randolph-Sheppard Program.** *Journal of Visual Impairment & Blindness*, 99(9), 549-553.
- Moore, J. E., and Cavanaugh, B. S. (2003). **Self-employment for persons who are blind.** *Journal of Visual Impairment & Blindness*, 97(6), 366-369.
- Schaefer, K. (2003). **Managing knowledge in the Business Enterprise program.** *Journal of Visual Impairment & Blindness*, 97(9), 562-566.
- Schaefer, K. (2003). **Pockets of opportunity: Multicultural marketing strategies for BEP growth.** *Work*, 21, 89-95.
- Schaefer, K. (2002). **Strategies for minimizing the effects of manager turnover on the Randolph-Sheppard Business Enterprise Program.** *RE:view*, 34(2), 87-95.
- Schaefer, K., & Moore, J. E. (2002). **Strategies for enhancing the Business Enterprise Program.** *Journal of Visual Impairment & Blindness*, 96(9), 659-663.
- Tedder, N. E., & Maxson, J. H. (1989). **Characteristics of operators in the Randolph-Sheppard Business Enterprise Program.** *RE:view*, 21(1), 5-18.
- Tedder, N. E., & Maxson, J. H. (1988). **Job tasks, knowledge and business practices among Randolph-Sheppard Business Enterprise operators: A comparison with state licensing agency training practices.** *Journal of Rehabilitation Administration*, Feb. 1990, 11-16.



*Linking Research to Practice*

[blind.msstate.edu](http://blind.msstate.edu)

662-325-2001

Tucker, A., Moore, J. E., & Weber, J. (1999). **Inclusion of legally blind women in the Randolph-Sheppard Program: Issues and practices.** *Journal of Visual Impairment & Blindness*, 93(1), 7-16.