

Organizations and Markets

Herbert A. Simon

In classical and neoclassical economic theory, markets are at the center of the stage. The actors in these markets are workers and consumers (sometimes combined into households), firms, owners of resources, governments, and perhaps others. The economic world of the neoclassical textbooks is a world of transactions, and these transactions typically involve an exchange of goods, services, and/or money that both parties to the transaction find advantageous to achieve these goals. Along with consumption, work and leisure are important components of the utility functions of households. Often, profit is assumed to be the sole objective of firms and their owners.

The description of the parties who participate in these transactions is minimal. However, as soon as firms are elaborated to become more than simple nodes in a network of transactions, to be producers—transformers of “factors” into products—difficult and important questions arise for the theory. A large part of the behavior of the system now takes place inside the skins of firms, and does not consist just of market exchanges. Counted by the head, most of the actors in a modern economy are employees, who either do not spend their days in trading, or if they do (for example, if they are salesmen or purchasing agents) are assumed to trade as agents of the firm rather than in their own interest, which might be quite different.

This raises the question of why there are firms at all. Why are not all the actors independent contractors? Why do most of them enter into employment

■ *Herbert A. Simon is Richard King Mellon University Professor of Computer Science and Psychology, Carnegie Mellon University, Pittsburgh, Pennsylvania.*

contracts, selling their labor for a wage? What determines the make-or-buy decisions of firms, hence the boundaries between them and markets? When will two domains of activity lie within a single firm, and when will they be handled by separate contracting firms?

A second set of questions asks how the employees of firms are motivated to work for the maximization of the firm's profit. What's in it for them? How are their utility functions reconciled with those of the firm? In the employee's utility function, work is usually assumed to have negative utility and leisure (including loafing and working lackadaisically) to have positive utility. Why do employees often work hard?

The simple (neoclassical) answer to the motivational question derives from the employment contract, under which workers maximize their utility by accepting the authority of the firm; that is, by agreeing to accept orders from the profit maximizers in charge. But this answer leads to the new question of how the employment contract is enforced by the employer. In particular, how are employees induced to work more than minimally, and perhaps even with initiative and enthusiasm? Why should employees attempt to maximize the profits of their firms when making the decisions that are delegated to them?

These questions about the scope of activity and operation of firms have spawned a vigorous cottage industry, a branch of which is sometimes called "the new institutional economics," which tries to explain when activities will be carried out through the market and when they will be carried out within the skins of firms, and tries to explain also how it is possible for firms to operate efficiently. In the literature of the new institutional economics, two ideas that play a major role in the explanations are "transaction costs" and "opportunism" (for example, Williamson 1975, 1985). Sometimes the explanations are couched in terms of "information asymmetry" or "incomplete information" (Ross, 1973; Stiglitz, 1974). In other writings these topics are subsumed under agency theory, which treats the employment contract as an optimal contract between principal and agents, and studies how contractual arrangements can deal with shirking and other motivational problems.

The idea behind these ideas is that a proper explanation of an economic phenomenon will reduce it to maximizing behavior of parties who are engaged in contracting, given the circumstances that surround the transaction. The terms of the contract will be influenced by the access of the parties to information, by the costs of negotiating, and by the opportunities for cheating. Access to information, negotiation costs, and opportunities for cheating are most often treated as exogenous variables that do not themselves need to be explained. It has been observed that they even introduce a sort of bounded rationality into the behavior, with the exogeneity of the limits of rationality allowing the theory to remain within the magical domains of utility and profit maximization.

A fundamental feature of the new institutional economics is that it retains the centrality of markets and exchanges. All phenomena are to be explained by translating them into (or deriving them from) market transactions based upon negotiated contracts, for example, in which employers become "principals" and

employees become “agents.” Although the new institutional economics is wholly compatible with and conservative of neoclassical theory, it does greatly multiply the number of auxiliary exogenous assumptions that are needed for the theory to work. For example, to explain the presence or absence of certain kinds of insurance contracts, moral risk is invoked; the incompleteness of contracts is assumed to derive from the fact that information is incomplete or distributed asymmetrically between the parties to the contract. Since such constructs are typically introduced into the analysis in a casual way, with no empirical support except an appeal to introspection and common sense, mechanisms of these sorts have proliferated in the literature, giving it a very *ad hoc* flavor.

In general, the new institutional economics has not drawn heavily from the empirical work in organizations and decision-making for its auxiliary assumptions. (For introductions to that literature, see March and Simon, 1958; Cyert and March, 1963; Kornai, 1971; Simon, 1979). Nevertheless, it is appropriately subversive of neoclassical theory in that it suggests a whole agenda of microeconomic empirical work that must be performed to estimate the exogenous parameters and to test the theory empirically. Until that research has been carried out (and the existing literature on organizations and decision making taken into account), the new institutional economics and related approaches are acts of faith, or perhaps of piety.

The Ubiquity of Organizations

A mythical visitor from Mars, not having been apprised of the centrality of markets and contracts, might find the new institutional economics rather astonishing. Suppose that it (the visitor—I’ll avoid the question of its sex) approaches the Earth from space, equipped with a telescope that reveals social structures. The firms reveal themselves, say, as solid green areas with faint interior contours marking out divisions and departments. Market transactions show as red lines connecting firms, forming a network in the spaces between them. Within firms (and perhaps even between them) the approaching visitor also sees pale blue lines, the lines of authority connecting bosses with various levels of workers. As our visitor looked more carefully at the scene beneath, it might see one of the green masses divide, as a firm divested itself of one of its divisions. Or it might see one green object gobble up another. At this distance, the departing golden parachutes would probably not be visible.

No matter whether our visitor approached the United States or the Soviet Union, urban China or the European Community, the greater part of the space below it would be within the green areas, for almost all of the inhabitants would be employees, hence inside the firm boundaries. Organizations would be the dominant feature of the landscape. A message sent back home, describing the scene, would speak of “large green areas interconnected by red lines.” It would not likely speak of “a network of red lines connecting green spots.”

Of course, if the vehicle hovered over central Africa, or the more rural portions of China or India, the green areas would be much smaller, and there would be large spaces inhabited by the little black dots we know as families and villages. But the red lines would be fainter and sparser in this case, too, because the black dots would be close to self-sufficiency, and only partially immersed in markets. But let us, for the present, restrict our attention to the landscape of the developed economies.

When our visitor came to know that the green masses were organizations and the red lines connecting them were market transactions, it might be surprised to hear the structure called a market economy. "Wouldn't 'organizational economy' be the more appropriate term?" it might ask. The choice of name may matter a great deal. The name can affect the order in which we describe its institutions, and the order of description can affect the theory. In particular, it may strongly affect our choice of the variables that are important enough to be included in a first-order theory of the phenomena.

How does the economy look when it is viewed as an organizational economy, with market relations among organizations? I have already suggested some of the more prominent features.

First, most producers are employees of firms, not owners. Viewed from the vantage point of classical theory, they have no reason to maximize the profits of firms, except to the extent that they can be controlled by owners. Moreover, profit-making firms, nonprofit organizations, and bureaucratic organizations all have exactly the same problem of inducing their employees to work toward the organizational goals. There is no reason, *a priori*, why it should be easier (or harder) to produce this motivation in organizations aimed at maximizing profits than in organizations with different goals. If it is true in an organizational economy that organizations motivated by profits will be more efficient than other organizations, additional postulates will have to be introduced to account for it.

Second, the system is nearly in neutral equilibrium between the use of market transactions and authority relations to handle any particular matter: that is to say, very small changes in the situation can tip the equilibrium one way or the other. It is hard to explain degrees of integration of economic activities. In many instances, transaction cost analysis is not applicable, and even where it is, there often remains considerable latitude for different degrees of integration. For example, why are auto dealerships not a part of auto manufacturing companies, rather than having contractual relations with them?¹ Why did General Motors manage its own tool design for many years, but recently decide to contract most of it out? Under constant returns to scale and reasonably competitive markets, which characterize many manufacturing situa-

¹Williamson's explanation—actually, Alfred P. Sloan's explanation (see Williamson, 1985, p. 10)—that employees could not be supervised adequately in their offers for used cars, is not convincing. Dealerships are also organizations, and their salesmen are employees.

tions, make-or-buy decisions become ambiguous. The possibility of using internal division-by-division balance sheets, and internal pricing in negotiation between components of an organization further blurs the boundary between organizations and markets.

Without the introduction of very particular ad hoc assumptions, unbuttressed by empirical evidence, neoclassical theory provides no explanation for the repeated appearance of Pareto distributions of business firm sizes in virtually all situations where size distributions have been studied (Ijiri and Simon, 1977; Simon, 1979). (In a Pareto distribution, the logarithm of the number of firms above any given size decreases linearly with the logarithm of the size.) These observed distributions are difficult to reconcile with any notions that have been proposed for optimal firm size, but are easily explained by simple, plausible probabilistic mechanisms that make no appeal to optimality.

In sum, an organizational economy poses the questions of why the larger part of a modern economy's business is done by organizations, what role markets play in connecting these organizations with each other, and what role markets play in connecting organizations with consumers. Moreover, the boundary between markets and organizations varies greatly from one society to another and from one time to another. What mechanism maintains the highly fluid equilibrium between them? Until these questions are answered, it will be difficult to draw conclusions about the relative efficiencies of different forms of ownership and control of organizations, or the relative efficiency of markets versus central planning.

Motivation and Efficiency in Organizations

There are three different questions of social organization that are usually confounded, but which need to be considered separately. The first is the question of the relative efficiency of markets and organizations. The second is the question of the consequences of having a society's organizations owned by profit-making organizations, by nonprofit organizations, or by public organizations, respectively. The third is the question of the consequences of using central planning instead of markets to regulate relations among organizations. At present, our concern is only with the first question: what makes organizations work as well or badly as they do?

In particular, for whom is profit the motive? Adolf Berle and Gardiner Means posed the problem very sharply in their famous book, *The Modern Corporation and Private Property* (1933), by showing that even at the top executive levels of the modern corporation there is a great gap between ownership and control, and a correspondingly great opportunity for discrepancy between the goal of owners (profit) and the goals of managers (career status, wealth, a quiet life, and so on).

Demsetz and Lehn (1985) have contested the argument of Berle and Means on the ground that even large corporations show considerable concentration of ownership. Typically, a half dozen owners (or fewer) own 10 or 20 percent of the shares, enough to retain controlling power. Often, these owners are also the active top executives. But the objection does not hold water. If a company has an executive bonus plan, and if an executive's percentage share in bonus awards is greater than his or her percentage share of dividends, then it pays that executive to divert earnings from dividends to bonuses. Most companies have executive award systems that make this conflict of interest very real. Golden parachutes and leveraged buyouts are other significant examples of transactions where the interests of shareholders and executives may diverge strongly.²

If even top executives may be conflicted in their motives, the problem should be still greater for employees who are not owners at all, or only insignificantly. Principal-agent theory, on which the new institutional economists often rely, assumes that agents within firms will shirk unless their actions contribute directly to their own economic self-interest. It is only via monitoring combined with contracts that appeal to their self-seeking nature that such shirking may be mitigated. But the assumption that executives (and perhaps other employees) would choose to advance their own careers and wealth and consumption, rather than pursuing organizational goals like maximizing profit, is not prescribed by neoclassical theory, which leaves the specification of the utility function completely open.

Why not assume that maximizing the firm's profit is precisely what maximizes the utilities of executives and other workers? In a society of robots, an owner would not settle for less. But most of us would think this an unrealistic assumption to make for a human society. An organization theory with an unspecified utility function is not a theory at all. And one with an unrealistic utility function does not provide a basis for understanding real organizations. Instead, we should begin with empirically valid postulates about what motivates real people in real organizations. I shall argue that such postulates can be derived from four organizational phenomena whose roles are amply documented in the literature on organizations: authority, rewards, identification, and coordination.

Authority: The Employment Relation

The employment contract is an example of what is now sometimes called an "incomplete contract;" that is to say, some of its terms are unspecified.

²Demsetz and Lehn (1985) cite evidence to show that corporations where ownership is widely distributed have, on average, profits as large as those with concentrated ownership. This fact does not undermine the argument of Berle and Means for conflict of economic interest; on the contrary, it raises the question—which I will undertake to answer below—of why executives with small stakes as shareholders do appear to work for company profits.

Employees agree to do, over the life of the contract, what they are ordered to do; but the orders will not be issued until some time after the contract is negotiated (Simon, 1951; Williamson, 1975).

The usual argument (within the neoclassical framework) for the existence of incomplete contracts is that in a world of uncertainty actions will have to be taken as the situation calls for them, without time for negotiation. The employee is rewarded, in the level of the wage, for willingness to bear the brunt of this uncertainty as to what actions will be chosen, and to do, when the time comes, whatever the employer thinks the situation calls for. This argument does not imply that uncertainty is replaced by complete certainty at the time of decision. On the contrary, taking decisions under conditions of uncertainty may be one of the important skills demanded of the decision maker. The essential point is that the uncertainty for the employer is decreased by delaying the commitment to specific actions from the time employment begins until the time when action is called for.

An employment contract contains all sorts of implicit (and explicit) limitations that set boundaries to the range of actions the employee will be directed to perform. These boundaries define the “zone of acceptance” within which an employee can be expected to obey orders. The zone of acceptance is also sometimes called a “zone of indifference,” for the choice among alternative behaviors, while of major importance to the employer, may be of little or no concern to the employee. A secretary, for example, usually has little or no preference for typing a letter to one of the company’s customers rather than another, and little interest in the content of the letter. Even a factory manager will accept, within wide limits, whatever mix of products the factory is ordered to produce in a given month.

The combination of uncertainty on the part of the employer (as to what will need to be done in the future) and broad acceptance of the employee (of what he or she will be ordered to do) makes the employment contract a very attractive bargain for both parties. The new institutional economics finds that employment achieves great savings in transaction costs—the costs of negotiating separate contracts for each action.

But this theory of the employment contract must be elaborated. Authority in organizations is not used exclusively, or even mainly, to command specific actions. Most often, the command takes the form of a result to be produced (“repair this hinge”), or a principle to be applied (“all purchases must be made through the purchasing department”), or goal constraints (“manufacture as cheaply as possible consistent with quality”). Only the end goal has been supplied by the command, not the method of reaching it. The mechanic must apply all kinds of knowledge and skill to repairing the hinge. The section chief must initiate purchases of supplies needed for the work of that section; however, the company’s standard procedures must be taken as ground rules for the way the purchases are made. The factory manager must control manufacturing cost and quality.

Employees, especially but not exclusively at managerial and executive levels, are responsible not only for evaluating alternatives and choosing among them but also for recognizing the need for decisions, putting them on the agenda, and seeing to the generation of possible actions. Doing the job well is not mainly a matter of responding to commands, but is much more a matter of taking initiative to advance organizational objectives.

Commands do not usually specify concrete actions but, instead, define some of the premises that are to be used by employees in making the decisions for which they are responsible (Simon, 1947). Hence, seeing that commands are obeyed is not simply a matter of observing behavior, but of affecting the thought processes and the decision premises of employees. Further, it is usually difficult or impossible to ascertain what these decision premises have been without reviewing the whole decision—thus causing an almost complete loss of the economy that was sought in delegating it in the first place.

The command an employer might like to issue is: “Always decide in such a way as to maximize company profit!” But that would simply reintroduce the question of how the extent of obedience to the command is to be observed without losing the benefit of delegation. Even if the employees were robots, whose loyalty could be guaranteed, the problem would not be solved. For giving each robot complete discretion would surrender large efficiencies usually attainable from specialization in decision-making work. We need to delegate within guidelines, which creates the problem of monitoring the observance of guidelines without recentralizing what has just been delegated.

If authority is used to transmit premises for making decisions rather than commands for specific behaviors, then many different experts can contribute their knowledge to a single decision. Information and policy rules can flow through the organization along many channels, serving as inputs—decision premises—for many organizational behaviors.

The accounting department gathers cost data, which it supplies to the head of the blast furnace department to help make operating decisions in that department. At the same time, the blast furnace manager is receiving instructions from metallurgical specialists on the technical aspects of the operation. The faint blue lines that our visitor from Mars saw within the green areas were not just streams of orders, but flows of all kinds of decision premises (constraints and information as well as orders) from one point in the organization to another.

This explication of the employment contract and authority takes us back to the question of motivation. For the organization to work well, it is not enough for employees to accept commands literally. In fact, obeying operating rules literally is a favorite method of work slowdown during labor-management disputes, as visitors to airports when controllers are unhappy can attest. What is required is that employees take initiative and apply all their skill and knowledge to advance the achievement of the organization’s objectives.

We should not assume without evidence that organizations *do* work well. But “well” is a relative term. In most organizations, employees contribute much

more to goal achievement than the minimum that could be extracted from them by supervisory enforcement of the (vague) terms of the employment contract. Why do employees not substitute leisure for work more consistently than they do? Why do they often work so vigorously for the welfare of the organization?

Rewards as Motivations

One obvious answer to the motivational question is that employees may be motivated to accept authority by giving them material rewards, promotion, and recognition for advancing the organization's goals as defined by management. Such rewards certainly provide motivation, but they only operate satisfactorily when certain conditions are met. The most important condition is that the employee's contribution to the organization's goals must be measurable with reasonable accuracy. For example, salesmen are frequently compensated (at least partly) on a commission basis. Blue-collar employees are sometimes compensated on a piecework basis, albeit in a continually decreasing number of situations. Executives, and sometimes others, receive bonuses that are supposed to be related to their contributions to profits.

But such reward systems are effective only to the extent that success can be attributed accurately to individual behaviors. If the indices used to measure outcomes are inappropriate, either because they do not measure the right variables, or because they do not properly identify individual contributions, then reward systems can be grossly inefficient or even counterproductive. Where output quantities are measured with inadequate attention to quality, response to rewards will cause quantities to grow at the cost of lowered quality. Where compliance with company policies that constrain action is not measured, constraints will be ignored and violated. Salesmen may misrepresent the product, workmen may ignore safety rules, managers may buck difficulties to other departments.

In general, the greater the interdependence among various members of the organization, the more difficult it is to measure their separate contributions to the achievement of the organizational goals. But of course, intense interdependence is precisely what makes it advantageous to organize people instead of depending wholly on market transactions. The measurement difficulties associated with tying rewards to contributions are not superficial, but arise from the very nature and rationale of organization.

Many large U.S. corporations attempted to respond to this problem in the years after World War II by slicing their organization into components that were relatively self-contained. Then, separate balance sheets could be maintained for each division, and these balance sheets could be used to evaluate results and to compute rewards.

Of course, divisionalization can be successful only to the extent that the divisions are actually self-contained. If one division operates mainly as a

supplier of parts to other divisions, then policies have to be laid down for setting the prices for items “sold” by the one division to the others, and for determining under what conditions a division may go outside the company to purchase items at a lower price. For these and similar reasons, divisionalization can only be carried a short distance down the structure of a typical corporation, and solves the problem of attributing outcomes to individuals only at the higher levels, if at all.

Although economic rewards play an important part in securing adherence to organizational goals and management authority, they are limited in their effectiveness.³ Organizations would be far less effective systems than they actually are if such rewards were the only means, or even the principal means, of motivation available. In fact, observation of behavior in organizations reveals other powerful motivations that induce employees to accept organizational goals and authority as bases for their actions. We turn next to the most important of these mechanisms: organizational identification.

Loyalty: Identification with Organizational Goals

Pride in work and organizational loyalty are widespread phenomena in organizations (Simon, 1947). These traits are more strongly evident among skilled and managerial employees than among employees engaged in very routine work. (The latter are also more easily supervised, and can sometimes be rewarded on a piecework basis.) In part, these attitudes can be attributed to the linkage between an organization’s overall success and the personal careers and monetary rewards it can provide its employees. But this explanation ignores the problem of the commons—of benefits that are jointly gained and shared by all, non-contributors along with contributors—and the consequent possibilities for free-riding. The quality and success of an organization depends very little on the energy of any single employee (except possibly an executive at or near the very top). Why will employees work hard if they can gain almost as much by loafing?

Of course free-riding can be observed in organizations. The elimination of free riding is generally thought to be the principal reason for the success of the Chinese agricultural reforms after 1980, when responsibility and reward for agricultural production were transferred from the commune to the family. The question is not whether free riders exist—much less employees who exert something less than their maximum—but why there is anything *besides* free-riding. Why do many workers, perhaps most, exert more than minimally enforceable effort? Why do employees identify with organizational goals at all?

³Everything said here about economic rewards applies equally to privately owned, nonprofit, and government-owned organizations. The opportunity for, and limits on, the use of rewards to motivate activities toward organizational goals are precisely the same in all three kinds of organizations. For sophisticated discussions of motivation and efficiency in profit-making and nonprofit organizations, see Weisbrod (1988, 1989).

Contemporary evolutionary theory has cautioned us against postulating altruistic motives for people. In models of natural selection, nice guys generally aren't fit; they don't multiply as rapidly as their more selfish brethren. The argument from natural selection has often been used, explicitly or implicitly, to fill the utility function with selfish personal goals. But models of natural selection do not actually provide strong support for the idea that people will only pursue selfish personal economic goals. In fact, such models in no way foreclose the possibility (indeed, the probability) that people will be strongly motivated by organizational loyalty, even when they can expect no "selfish" rewards from it (Simon, 1983; 1990).

First, it should be emphasized that what natural selection increases is fitness, the number of progeny of the successful competitor. But in modern society, the attainment of wealth or other selfish rewards is not directly connected to number of progeny. In fact, first-world societies generally display a negative correlation between income level and size of family. But let us waive this point, as distracting us from the main argument, and suppose that attainment of the goals usually described as selfish (especially personal economic goals) contributes to evolutionary fitness.

We come then to the second point: each human being depends for survival on the immediate and broader surrounding society. Human beings are not the independent windowless Leibnitzian monads sometimes conjured up by libertarian theory. Society is not imposed on humans; rather, it provides the matrix in which we survive and mature and act on the environment. Families and the rest of society provide nutrition, shelter, and safety during childhood and youth, and then the knowledge and skills for adult performance. Moreover, society can react to a person's activities at every stage of life, either facilitating them or severely impeding them. Society has enormous powers, enduring though a person's lifetime, to enhance or reduce evolutionary fitness.

What kinds of traits, in addition to personal strength and intelligence, would contribute to the fitness of this socially dependent creature? One such trait, or combination of traits, might be called docility. To be docile is to be tractable, manageable, and above all, teachable. Docile people tend to adapt their behavior to norms and pressures of the society. I am not satisfied that "docile" conveys my meaning precisely, but I know of no better word.

That fitness is derivable from being docile becomes evident when we consider the opposite of docility: intractability, unmanageability, unteachability, incorrigibility. The argument is not that people are totally docile, nor that they are totally selfish, but that fitness calls for a measured but substantial responsiveness to social influence. In some contexts, this responsiveness implies motivation to learn or imitate; in other contexts, willingness to obey or conform. From an evolutionary standpoint, having a considerable measure of docility is not altruism but enlightened selfishness.

To survive as a trait, docility must contribute on average to the fitness of the individual who possesses it. Yet it may still lead to self-injurious behavior in particular cases. Thus, docile individuals may do better at earning a living, but

loyalty to the nation may lead them to sacrifice their lives in wartime. Once docility is present, society may exploit it by teaching values that are truly altruistic; that is, which contribute to the society's fitness, but not to the individual's. The only requirement is that *on balance* and on the average the docile individual must be fitter than the one who is not docile.⁴

Of course, showing that a configuration of traits or genes would contribute to fitness, if they existed, does not prove they exist. But ample empirical evidence shows that most human beings are gifted with a considerable measure of docility. The purpose of the present argument is to show that this docility and the altruism it induces is wholly consistent with the premise of selection of the fittest. In fact, the theory of natural selection strongly predicts the appearance of docility and altruism in social animals.

Docility is used to inculcate individuals with organizational pride and loyalty. These motives are based upon a discrimination between a "we" and a "they." Identification with the "we," which may be a family, a company, a city, a nation, or the local baseball team, allows individuals to experience satisfactions (to gain utility) from successes of the unit thus selected. Thus, organizational identification becomes a motivation for employees to work actively for organizational goals. Of course, identification is not an exclusive source of motivation; it exists side by side with material rewards and enforcement mechanisms that are part of the employment contract. But a realistic picture of how organizations operate must include the importance of identification in the motivations of employees.

The strength of organizational identifications will depend upon the extent to which a society uses the docility mechanism to inculcate them, and this appears to vary considerably from one society to another. For instance, it would probably be agreed by ethnographers that in Chinese society greater pressure is exerted to induce identification with the family than with employing organizations, while the reverse is true of Japanese society. Such conjectures can be tested, for example, by examining practices of nepotism, and attitudes toward it, in the two societies.

The strength of the organizational loyalties of employees is not to be attributed only to motivation induced by docility. There is also an important

⁴This is not the place to describe in detail how docility and altruism induced through the docility mechanisms can be incorporated in a formal model of evolution by natural selection. I will simply sketch the general idea. Let k be the average number of offspring of an individual in the absence of docility or altruistic behavior; $d > 0$ the gross increase in offspring due to docility; $c > 0$ the cost to a docile individual in offspring of the socially induced altruistic behavior; p the percentage of individuals in the population which are docile and hence altruistic; and b the number of offspring added to the *population* by an individual's altruistic behavior. Assume further, that the parentage of offspring contributed by altruism is distributed randomly through the population. Then it is easy to show that the difference between the net fitness of altruists and non-altruists (non-docile individuals), respectively, will equal $d - c$. Hence, provided that d is larger than c , altruists will be fitter than non-altruists. Moreover, a society will grow more rapidly the greater the fraction of altruists in it, the increase in average fitness being $(d - c + b)p$.

cognitive component. The bounded rationality of humans does not allow us to grasp the complex situations that provide the environments for our actions in their entirety. The first step in rational action is to focus attention on specific (strategic) aspects of the total situation, and to form a model of the situation in terms of those aspects that lie in that focus of attention. Rational computation takes place in the context of this model, rather than in the response to the whole external reality.

One dimension of simplification is to focus on particular goals, and one form of focus is to attend to the goals of an organization or organization unit. Having defined that unit as the “we,” actions are evaluated in terms of their contribution to the unit’s objectives. The ubiquity of this narrowing of attention is easily demonstrated. As one example, Dearborn and Simon (1958) presented a group of business executives with a description of the current situation of a large company, and asked them to identify the most serious problem facing the company. In their own companies, some of the executives were responsible for manufacturing, others for sales, others for finance. In almost every case, the “most serious problem” identified by the executive lay in the domain of his or her own department—manufacturing problems for manufacturing executives, sales problems for sales executives, and so on.

It is a commonplace of organizational life that a person’s organizational identification will shift with his or her position, although the motivational basis for the shift is perhaps more widely recognized than the cognitive basis. But a shift in organizational position exposes the employees to new “facts” and phenomena, to a new network of communications, and to new goals. A different model is inevitably formed of the decision-making situation, a model that emphasizes local components of the environment and local goals. Behavior is very much a function of position.

Because of cognitive limits, the precise form that goals take may depend on what can be measured in the situation. In business organizations, the accounting statements provide stylized measurements of profits, size, growth, market share, and so on. Even if these measurements are only rough approximations of the things they are supposed to be measuring, they are likely to replace the “real” unmeasured concepts in the decision-making process.

Willingness of employees at all levels to assume responsibility for producing results—not simply “following the rules”—is generally believed to be a major determinant of organizational success. This discussion implies that acceptance of responsibility will be affected both by the reward system and by the strengths of organizational identifications. Here again, large intercultural differences may exist. The recent establishment of a substantial number of international joint ventures, with managements and employees recruited from different cultures, provides an excellent research environment for studying these differences and their effects upon organizational efficiency.

Since the developments are quite new, little information is yet available about them. But one example where data are available is the joint venture

between Toyota and General Motors in northern California (Krafcik and Womack, 1987). Here Toyota took over a former General Motors plant, equipped it with standard state-of-the-art machinery, rehired employees mainly from the previous work force and accepted the same union. They have been able to produce automobiles with about 45 percent fewer labor hours than an entirely comparable GM plant that uses American managers and management methods, and about 30 percent fewer hours than a new GM plant having more modern "hitech" equipment, and only about 15 percent *more* labor hours than a comparable Toyota plant in Japan.

The causes for these enormous differences in efficiency have almost nothing to do with the classical physical production function. They also appear to have little to do with cultural differences at the blue-collar level.⁵ They seem to have nothing to do, either, with material reward structures, which are not significantly different in the various plants. They must be attributed in large part to differences in management practices (for example, quality control practices, and inventory policies), perhaps bolstered by differences in management attitudes and motivations.

Coordination

This examination of authority and organizational identification should help explain how organizations can be highly productive even though the relation between their goals and the material rewards received by employees, if it exists at all, is extremely indirect and tenuous. In particular, it helps explain why careful comparative studies have generally found it hard to identify systematic differences in productivity and efficiency between profit-making, nonprofit, and publicly-controlled organizations (Weisbrod, 1988, 1989). Also, it explains why Demsetz and Lehn (1985) found no difference in profits between corporations that were managed or controlled by owners and those with diffuse stock ownership.

But to understand the relative advantages of organizations and markets, and the circumstances under which one would operate more effectively than the other, one further component must be added to our description of organizations. Organizations, through the authority mechanism, provide a means for *coordinating* the activities of groups of individuals in ways that are not always easily achieved by markets.

⁵These two statements should be qualified slightly. With regard to the first, components imported by the Toyota plant from Japan may be more uniform in quality than components purchased by the other GM plants. With respect to the second, applicants interviewed for employment in the Toyota plant were screened for problem solving attitudes and skills. Note that both of these factors, whether important or not, are matters of management practice. Finally, I would not wish to claim that the factors I have mentioned were the only ones affecting the comparison.

Coordination is a rather slovenly word, often abused in organizations. An experienced executive cringes when he or she learns that someone has been appointed to “coordinate” a set of activities, since calling for coordination without specifying just what it means is simply a lazy way of passing off problems to someone else. I will try to make the concept more precise by using it to designate a specific kind of activity.

The theory of games has sharply underscored that decisions are usually indeterminate when each party in a situation is uncertain about the actions of the others. This result is quite independent of whether their goals are complementary or competitive. One simple example of this indeterminacy is that it is rational for a motorist to drive on the *same* side of the road as other drivers headed the same direction, whichever that may be. There is no question of correct behavior in relation to the environment, but only of coordinating the behaviors of all the actors. Such rules of the road, or standardization, can greatly improve the performance of systems in those (ubiquitous) situations where the correctness of an action depends on what the other actors are doing.

A more complex example of coordination is provided by a university. Conceive of a university that consisted only of some rooms, some teachers, and some students. Students and teachers would “simply” negotiate to meet at certain times and places for their classes. The resulting chaos would probably be resolved by inventing the institutions of a registrar’s office and a class schedule. While it would be extravagant to urge that class schedules provide the *raison d’être* for education by universities, rather than by contractual tutoring arrangements negotiated through markets, nevertheless, the coordinating function of schedules is not trivial.

A major use of authority in organizations is to coordinate behavior by promulgating standards and rules of the road, thus allowing actors to form more stable expectations about the behavior of the environment (including the behavior of other actors). Since organizations provide a mechanism (authority) for establishing rules of the road, which markets do not, one might even expect organizations rather than markets to be the environments in which the behavior called “rational expectations” would be most often observed.⁶

In a book on central planning during World War II, Ely Devons (1950) raised the question of why prices are supplanted by government plans, expressed as quantity goals for production and allocation, as coordinating mechanisms during wartime. The usual argument for markets, as in the well-known 1945 paper of von Hayek, is that they simplify the decision process by reducing the need of each actor to know what the other actors are doing or what situations confront them. To the extent that markets and prices perform this simplifying function, we would expect them to replace centralized decisions

⁶Of course, perfectly competitive markets do provide stable expectations of prices at least in equilibrium, and thereby permit Pareto optima to be achieved in principle. But prices are only one of many dimensions along which uncertainty of expectations may complicate rational decision making.

when a situation becomes more complex—for example, during the rapid changes that take place in shifting from a peacetime to a wartime economy. Yet, as Devons points out, it is just at such times that central planning tends to increase. Is this irrationality, or are there valid reasons for the shift?

The answer is rather obvious. Prices perform their informational function when they are known or reasonably predictable. Uncertain prices produced by unpredictable shifts in a system reduce the ability of actors to respond rationally. This point is often made by economists in arguing the costs of unexpected inflation, but its implication for the choice between organizations and markets is less often noted. Nor is it often noted that many kinds of uncertainties other than price uncertainties may make coordination through organizational procedures advantageous.

The difficulty that economics has had in giving a good account of organizations and their predominance is traceable in no small part to the fascination of economists with systems in equilibrium. Analysis under assumptions of perfect knowledge and certain expectations has little relevance, surely, for such issues of economic organization as explaining how an economy is structured between organizations and markets. Prices provide only one of the mechanisms for coordination of behavior, either between organizations or within them. Coordination by adjustment of quantities is probably a far more important mechanism from a day-to-day standpoint, and in many circumstances will do a better job of allocation than coordination by prices. For example, inventory control systems record the amounts of inputs for the organization's activities, and place orders when quantities fall below specified levels. The orders, recorded by the control systems of suppliers, initiate the scheduling of new production and are used to adjust aggregate production levels as well.

From a conceptual standpoint, it is entirely feasible to construct economies in which prices are based on costs and final demands are limited wholly by budget constraints, with demand vectors that are otherwise insensitive to prices. Quantities of goods sold and inventories, not prices, provide the information for coordinating these systems. The Leontief input-output models, with exogenous vectors of final demands, are examples, and the Hawkins-Simon theorem (1949) states the conditions under which such systems have non-negative solutions. They possess the same information-conserving virtues as price-regulated systems (von Hayek, 1945). Each actor need only know his or her own business.

Many observers of business scheduling and pricing practices have claimed that (with the possible exception of the agricultural and mining sectors) models that use quantities as signals approximate first-world national economies more closely than do models in which prices are the principal mechanisms of coordination. I don't wish to argue that point here: but simply observe that quantity adjustments play a very large role in the real world in equilibrating the operations of different organizations and different parts of organizations.

The stylized market exchanges of neoclassical economic theory generally involve only prices and quantities, which is the foundation for their parsimony

in information. But actual contracts negotiated between business firms—putting consumer products aside, for the moment—usually specify far more than prices and quantities. Contracts for construction of a building or of a product of engineering (like a generator or an airplane) specify in enormous detail the specifics of the product to be delivered. They require a massive exchange of information in both negotiation and execution. The red market traces that our Martian visitors observed from space are not narrow tracks along which only money and goods flow, but broad highways to accommodate a vast flow of detailed information as well.

Thus, the assertion that markets permit each firm to do its business with little knowledge of its partners is a fiction. In construction, in heavy industry, in manufacturing involving high technology, and in other areas, contracting partners carry on communication at a level comparable to the levels observed between departments of a firm. When products are manufactured to specifications, a great deal of information must flow among the various groups of people involved in the manufacture. But the widespread use of subcontracting in the automobile and construction industries, just to mention two, demonstrates that it is often quite feasible to transport this information across organizational boundaries, so that vertical integration is unnecessary. From this perspective, the distinction between market communications and internal communications, and the criteria for choosing between the two alternative arrangements, become correspondingly vague.

The choice between prices or quantities to coordinate the activity levels of different organizations or parts of organizations does not by itself dictate the respective roles of organizations and markets. Prices may be used to coordinate the activities of different parts of single organizations, provided that some way can be found to determine what the market prices should be, and quantity adjustments can be made between different organizations as well as within them.

There is one important difference in the operation of coordination mechanisms within and between organizations. Coordination between organizations depends almost wholly on economic motivations and rewards, and becomes seriously imperfect wherever major externalities are present that cannot be removed by enforceable contract arrangements. Within organizations, on the other hand, identification is a powerful force for combatting externalities produced by attachment to subgoals, by virtue of the loyalty it can produce to the goals of the whole system. A department will be less likely to skimp on quality to cut costs if its members identify with the final product. In particular, identification becomes an important means for removing or reducing those inefficiencies that are labeled by the terms “moral hazard” and “opportunism.”

These observations nudge us toward the conclusion that organization size and degree of integration, and the boundaries between organizations and markets, are determined by rather subtle forces. The wide range of organizational arrangements observable in the world suggests that the equilibrium between these two alternatives may often be almost neutral, with the level

highly contingent on a system's history. A traditional arrangement may be preserved until its inefficiencies become overwhelming—or even beyond. The same conclusion is suggested by the constant flux of mergers and spinoffs in the business world, many of these transformations being governed by considerations quite unrelated to productive or allocative efficiency, and many having consequences for efficiency that even those involved in them cannot evaluate.

Over a span of years, a large fraction of all economic activity has been gathered within the walls of large and steadily growing organizations. The green areas observed by our Martian have grown steadily. Ijiri and I have suggested that the growth of organizations may have only a little to do with efficiency (especially since, in most large-scale enterprises, economies and diseconomies of scale are quite small), but may be produced mainly by simple stochastic growth mechanisms (Ijiri and Simon, 1977).

But if particular coordination mechanisms do not determine exactly where the boundaries between organizations and markets will lie, the existence and effectiveness of large organizations does depend on some adequate set of powerful coordinating mechanisms being available. These means of coordination in organizations, taken in combination with the motivational mechanisms discussed earlier, create possibilities for enhancing productivity and efficiency through the division of labor and specialization.

In general, as specialization of tasks proceeds, the interdependency of the specialized parts increases. Hence a structure with effective mechanisms for coordination can carry specialization further than a structure lacking these mechanisms. It has sometimes been argued that specialization of work in modern industry proceeded quite independently of the rise of the factory system. This may have been true of the early phases of the industrial revolution, but would be hard to sustain in relation to contemporary factories. With the combination of authority relations, their motivational foundations, a repertory of coordinative mechanisms, and the division of labor, we arrive at the large hierarchical organizations that are so characteristic of modern life.

Conclusions

The economies of modern industrialized society can more appropriately be labeled organizational economies than market economies. Thus, even market-driven capitalist economies need a theory of organizations as much as they need a theory of markets. The attempts of the new institutional economics to explain organizational behavior solely in terms of agency, asymmetric information, transaction costs, opportunism, and other concepts drawn from neo-classical economics ignore key organizational mechanisms like authority, identification, and coordination, and hence are seriously incomplete.

The theory presented here is simple and coherent, resting on only a few mechanisms that are causally linked. Better yet, it agrees with empirical obser-

vations of organizational phenomena. Large organizations, especially governmental ones, are often caricatured as “bureaucracies,” but they are often highly effective systems, despite the fact that the profit motive can penetrate these vast structures only by indirect means.

This theory of organizations calls for reexamining some of the classical questions of political economy. The primacy of profit as the enforcer of organizational efficiency is replaced by organizational goals, combined with organizational identifications and with material rewards and supervision, all of which motivate employees to work toward these goals. This framework makes it necessary to reopen the question of when profit-making, nonprofit, and governmental organizations should be expected to operate well, and when market competition is needed to discipline organizations to perform efficiently.

The reopening of these questions is important for both capitalist and socialist economies. On the one side, capitalist economies are actually mixed economies, faced with a multitude of problems of regulation and deregulation, of socialization and privatization. On the other side, many socialist economies have had mediocre success in maintaining the efficiency of their organizations, and are experimenting with the reintroduction of markets, often while trying to avoid extensive privatization. Good answers to the policy questions that face all industrialized societies depend on having empirically sound theories of the behavior of large organizations. Such theories cannot be developed from the armchair. They call for fact-gathering that will carry researchers deep into the green areas, the organizations, that dominate the terrain of our economic systems.

References

- Berle, A. A., and Medans, G. C.,** *The Modern Corporation and Private Property*. New York: Macmillan, 1933.
- Cyert, R. M., and March, J. G.,** *A Behavioral Theory of the Firm*. Englewood Cliffs: Prentice-Hall, 1963.
- Dearborn, D. C., and Simon, H. A.,** “Selective Perception: the Identifications of Executives,” *Sociometry*, 1958, 21. Reprinted in Simon, *Administrative Behavior*, chapter 15.
- Demsetz, H., and Lehn, K.,** “The Structure of Corporate Ownership: Causes and Consequences,” *Journal of Political Economy*, 1985, 93, 1155–1177.
- Devons, E.,** *Planning in Practice*. Cambridge: Cambridge University Press, 1950.
- Hawkins, D., and Simon, H. A.,** “Note: Some Conditions of Macroeconomic Stability,” *Econometrica*, 1949, 17, 245–248.
- von Hayek, F. A.,** “The Use of Knowledge in Society,” *American Economic Review*, 1945, 35, 519–530.
- Ijiri, Y., and Simon, H. A.,** *Skew Distributions and the Sizes of Business Firms*. Amsterdam: North Holland, 1977.
- Kornai, J.,** *Anti-Equilibrium*. Amsterdam: North-Holland, 1971.
- Krafcik, J., and Womack, J. P.,** “Comparative Manufacturing Practice: Imbalances and Implications,” Appendix A., working paper, International Motor Vehicle Program, MIT, May 1987.

March, J. G., and Simon, H. A., *Organizations*. New York: Wiley, 1958.

Ross, S., "The Economic Theory of Agency: the Principal's Problem," *American Economic Review*, 1973, 63, 134–139.

Simon, H. A., *Administrative Behavior*. New York: Macmillan, 1947; 3rd edition, 1976.

Simon, H. A., "Rational Decision Making in Business Organizations," *American Economic Review*, 1979, 69, 493–513.

Simon, H. A., "A Formal Theory of the Employment Relationship," *Econometrica*, 1951, 19. Reprinted in Simon, H. A., *Models of Bounded Rationality*, Vol. II, Chapter 5.2. Cambridge: MIT Press, 1982.

Simon, H. A., *Reason in Human Affairs*. Stanford: Stanford University Press, 1983.

Simon, H. A., "A Mechanism for Social Se-

lection and Successful Altruism," *Science*, 1990, 250.

Stiglitz, J. E., "Incentives and Risk-Sharing in Sharecropping," *Review of Economic Studies*, 1974, 41, 219–255.

Weisbrod, B. A., *The Nonprofit Economy*. Cambridge: Harvard University Press, 1988.

Weisbrod, B. A., "Rewarding Performance that is Hard to Measure: The Private Nonprofit Sector," *Science*, May 5, 1989, 244.

Williamson, O. E., *Markets and Hierarchies*. New York: The Free Press, 1975.

Williamson, O. E., *The Economic Institutions of Capitalism*. New York: The Free Press, 1985.

Winter, S., "Economic 'Natural Selection' and the Theory of the Firm," *Yale Economic Essays*, 1964, 4.

This article has been cited by:

1. Kuan Yan, Enjun Xia, Jun Li, Feng Gao. 2024. Do teams need their employees to work remotely? A simulation analysis based on a multi-layer interactive system. *Expert Systems with Applications* **236**, 121372. [[Crossref](#)]
2. Stefano Costa, Stefano De Santis, Giovanni Dosi, Roberto Monducci, Angelica Sbardella, Maria Enrica Virgillito. 2023. From organizational capabilities to corporate performances: at the roots of productivity slowdown. *Industrial and Corporate Change* **32**:6, 1217-1244. [[Crossref](#)]
3. Marcelo Bucheli, Minyoung Kim, Jun Ho Lee. 2023. The Endogenous Creation of a Property Rights Regime: A Historical Approach to Firm Strategy and Governance Structure. *Academy of Management Perspectives* **37**:4, 314-334. [[Crossref](#)]
4. Daniel A. Levinthal, Daniel A. Newark. 2023. Putting the individual in the context of the organization: A Carnegie perspective on decision-making. *Frontiers in Psychology* **14**. [[Crossref](#)]
5. Udechukwu Ojiako, Umit Bititci, Alasdair Marshall, Maxwell Chipulu, Graham Manville, Subha Jayanti Muthalagu, Thomas Farrington. 2023. Ambiguity in performance management systems of complex multi-stakeholder organisations. *Production Planning & Control* **34**:14, 1393-1413. [[Crossref](#)]
6. Diane Coyle. 2023. Avner Offer, Understanding the Private-Public Divide: Markets, Governments and Time Horizons. *Society* **60**:5, 802-804. [[Crossref](#)]
7. Masashi Morioka. 2023. Quantity adjustment theory as a basis of evolutionary economics. *Evolutionary and Institutional Economics Review* **20**:2, 367-399. [[Crossref](#)]
8. Ina Krause. *Entkoppelte Arbeitswelten* **6**, . [[Crossref](#)]
9. Marcus M. Larsen, Julian Birkinshaw, Yue Maggie Zhou, Gabriel R. G. Benito. 2023. Complexity and multinationals. *Global Strategy Journal* **13**:3, 535-551. [[Crossref](#)]
10. Dan Zang, Yumei Xie, Silvia Barbero, Amina Pereno. 2023. How Does Systemic Design Facilitate the Sustainability Transition of Rural Communities? A Comparative Case Study between China and Italy. *Sustainability* **15**:13, 10202. [[Crossref](#)]
11. Ceyda KAVURMACI AYTAÇ, Füsün ÇINAR ALTINTAŞ. 2023. Üst Kademe Teorisine İlişkin Bir Literatür Taraması. *International Journal of Social Inquiry* **16**:1, 411-432. [[Crossref](#)]
12. Xi Zhong, Weihong Chen, Ge Ren. 2023. Curvilinear effect of economic policy uncertainty on innovation in Chinese manufacturing firms: do managerial pay gaps matter?. *Chinese Management Studies* **17**:4, 701-717. [[Crossref](#)]
13. Theophilus Lartey, Gregory A. James, Albert Danso, Agyenim Boateng. 2023. Interbank market structure, bank conduct, and performance: Evidence from the UK. *Journal of Economic Behavior & Organization* **210**, 1-25. [[Crossref](#)]
14. Fatih Bıyıklı, Belkıs Özkara. 2023. Stratejik Havayolu İttifaklarında Ortaya Çıkan İşlem Maliyetlerinin İncelenmesine Yönelik Ampirik Bir Çalışma. *Journal of Applied And Theoretical Social Sciences* **5**:1, 34-63. [[Crossref](#)]
15. Alexandra Michel. 2023. Embodying the Market: The Emergence of the Body Entrepreneur. *Administrative Science Quarterly* **68**:1, 44-96. [[Crossref](#)]
16. Marcel Boumans. 2023. 2022 HES PRESIDENTIAL ADDRESS: THE HISTORY OF ECONOMICS AS ECONOMIC SELF-PORTRAITURE. *Journal of the History of Economic Thought* **1**, 1-17. [[Crossref](#)]
17. Zachary Wojtowicz, George Loewenstein. 2023. Cognition: A Study in Mental Economy. *Cognitive Science* **47**:2. . [[Crossref](#)]

18. Haavard Haaskjold, Bjørn Andersen, Jan Alexander Langlo. 2023. Dissecting the project anatomy: Understanding the cost of managing construction projects. *Production Planning & Control* 34:2, 117-138. [[Crossref](#)]
19. Carlos Martí Sempere. 2023. The problem of allocating resources to defense. *Defence Studies* 23:1, 86-104. [[Crossref](#)]
20. Jae Bok Lee, David Shin. 2023. How Policy Instruments Shape Recipients' Evaluations of Service: The Case of Housing Policy for Military Personnel in Korea. *Public Performance & Management Review* 46:1, 1-28. [[Crossref](#)]
21. Dennis Schoeneborn, Joep Cornelissen. Fictional Inquiry 1-20. [[Crossref](#)]
22. Benjamin Glasner. 2023. The Minimum Wage, Self-Employment, and the Online Gig Economy. *Journal of Labor Economics* 41:1, 103-127. [[Crossref](#)]
23. Gonzalo Jiménez-Seminario. Theoretical Framework 11-38. [[Crossref](#)]
24. Amar Bhide. 2023. Uncertainty, Justification, and Enterprise: Modernizing Frank Knight's Forgotten Construct. *SSRN Electronic Journal* 1. . [[Crossref](#)]
25. Johannes Strikwerda. Definitions of Complexity 51-82. [[Crossref](#)]
26. Johannes Strikwerda. Complexity and Coordination 175-216. [[Crossref](#)]
27. Johannes Strikwerda. Organization Design and Complexity 287-329. [[Crossref](#)]
28. Alice Cavalieri. Policy-Making and Budget Changes 19-41. [[Crossref](#)]
29. Michaela Haase. B2B Marketing Theory, Institutional Economics and Austrian Economics on the Business Relationship in Light of Relationality and Organizationality 143-174. [[Crossref](#)]
30. Eberhard Bohné. Entwicklung und Funktionen verwaltungswissenschaftlicher Theorieansätze 67-188. [[Crossref](#)]
31. Josep M. Rosanas. 2023. Vilfredo Pareto as a Forerunner of Management. The Pareto Foundations of Some Management Theories. *SSRN Electronic Journal* 1. . [[Crossref](#)]
32. Michael G. Jacobides, Carmelo Cennamo, Annabelle Gawer. 2023. Externalities and Complementarities in Platforms and Ecosystems: From Structural Solutions to Endogenous Failures. *SSRN Electronic Journal* 31. . [[Crossref](#)]
33. Christos Pitelis. 2022. Big tech and platform-enabled multinational corporate capital(ism): the socialisation of capital, and the private appropriation of social value. *Cambridge Journal of Economics* 46:6, 1243-1268. [[Crossref](#)]
34. Natalya Sergeeva, Evangelia Kapetanaki. 2022. Corporate social responsibility as a strategic narrative: The cases of UK project-based organisations. *Project Leadership and Society* 3, 100073. [[Crossref](#)]
35. Wendy L. Currie, Jonathan J.J.M. Seddon, Ben Van Vliet. 2022. From decision optimization to satisficing: Regulation of automated trading in the US financial markets. *Information & Management* 59:8, 103721. [[Crossref](#)]
36. Zoran Oklopcic. 2022. Between Globes and Cones. *International Journal of Social Imaginaries* 1:2, 233-264. [[Crossref](#)]
37. V A Atanasov, D J Greenwood, H Ross, D E Sanchez. 2022. Forensic Delay Analysis as Evidence of Transaction Costs in Construction Projects. *IOP Conference Series: Earth and Environmental Science* 1101:5, 052009. [[Crossref](#)]
38. Catherine Magelssen, Beverly Rich, Kyle Mayer. 2022. The Contractual Governance of Transactions Within Firms. *Organization Science* 33:6, 2226-2249. [[Crossref](#)]
39. Mats Forsgren, Ulf Holm. 2022. Controlling without owning – owning without controlling: A critical note on two extensions of internalization theory. *Journal of International Business Studies* 53:8, 1734-1746. [[Crossref](#)]

40. Constantin Bratianu. Knowledge Strategies 9, . [[Crossref](#)]
41. Roberto Frega. 2022. Firms as coalitions of democratic cultures: towards an organizational theory of workplace democracy. *Critical Review of International Social and Political Philosophy* 11, 1-24. [[Crossref](#)]
42. Xi (Jason) Kuang, Ziyang Li, Di Yang. 2022. The Effects of Transparency and Voice on Managerial Decisions and Employee Effort in Hierarchical Organizations. *European Accounting Review* 31:4, 1003-1027. [[Crossref](#)]
43. M. Vishwanath Pai, P. S. Aithal. 2022. Influence of Appreciative Intelligence and Innovation Factors on Innovation: An Empirical Study. *International Journal of Management, Technology, and Social Sciences* 70-84. [[Crossref](#)]
44. M. Vishwanath Pai, P. S. Aithal. 2022. A Systematic Review on Innovation Factors and Appreciative Intelligence. *International Journal of Applied Engineering and Management Letters* 330-343. [[Crossref](#)]
45. Chris N. Pitelis. 2022. Dynamic capabilities, the new multinational enterprise and business model innovation: A de/re-constructive commentary. *Journal of International Business Studies* 53:4, 741-753. [[Crossref](#)]
46. Virgile Chassagnon, Bernard Baudry, Naciba Haned. 2022. The legacy of Chester I. Barnard in the science of organization of Oliver E. Williamson. *The European Journal of the History of Economic Thought* 29:3, 480-504. [[Crossref](#)]
47. Jens Dietrichson, Jens Gudmundsson, Torsten Jochem. 2022. Why don't we talk about it? Communication and coordination in teams. *Journal of Economic Behavior & Organization* 197, 257-278. [[Crossref](#)]
48. Heather M. Hachigian. 2022. Alternative Organizations as Systems Hijacking: The Commercial Trust as a Thought Experiment. *Business & Society* 11, 000765032210846. [[Crossref](#)]
49. Marco Berti, Christos Pitelis. 2022. Open Team Production, the New Cooperative Firm, and Hybrid Advantage. *Academy of Management Review* 47:2, 309-330. [[Crossref](#)]
50. Giuseppe Grossi, Jarmo Vakkuri, Massimo Sargiacomo. 2022. Accounting, performance and accountability challenges in hybrid organisations: a value creation perspective. *Accounting, Auditing & Accountability Journal* 35:3, 577-597. [[Crossref](#)]
51. Oliver Baumann, Brian Wu. 2022. The many dimensions of research on designing flat firms. *Journal of Organization Design* 11:1, 1-3. [[Crossref](#)]
52. İbrahim DURMUŞ. 2022. Çalışanların Örgütsel Sosyalleşmesinde Yönetici İşlevselliği ve Algılanan Örgütsel Destek İlişkisi: Sosyal Öğrenme Kuramı Perspektifi. *MANAS Sosyal Araştırmalar Dergisi* 11:1, 275-292. [[Crossref](#)]
53. Marianne T. Hill. Power, the Pursuit of Profit and Economic Theory 123-158. [[Crossref](#)]
54. Александр Жемчугов, Михаил Жемчугов. 2022. Институты, механизмы и сущность предприятия как детерминанты его эффективности и развития. *Менеджмент сегодня* 1, 24-38. [[Crossref](#)]
55. Dennis Schoeneborn, Joep Cornelissen. Fictional Inquiry 1-20. [[Crossref](#)]
56. Marta Bertolaso. Complexity and Management: Epistemic Insights from the Life Sciences 333-353. [[Crossref](#)]
57. Manfred Fuchs. Theories of Internationalization 67-136. [[Crossref](#)]
58. Dennis Schoeneborn, Joep Cornelissen. Fictional Inquiry 139-158. [[Crossref](#)]
59. Slavo Radosevic. 2022. Techno-economic transformation in Eastern Europe and the former Soviet Union – A neo-Schumpeterian perspective. *Research Policy* 51:1, 104397. [[Crossref](#)]

60. Archi Banerjee, Francesco Mazzarella. 2022. Designing Innovative Craft Enterprises in India: A Framework for Change Makers. *She Ji: The Journal of Design, Economics, and Innovation* 8:2, 192-216. [[Crossref](#)]
61. Einav Hart, Maurice E. Schweitzer. 2022. When we should care more about relationships than favorable deal terms in negotiation: The economic relevance of relational outcomes (ERRO). *Organizational Behavior and Human Decision Processes* 168, 104108. [[Crossref](#)]
62. Vishwanath Pai, M., P. S. Aithal. 2022. Influence of Appreciative Intelligence and Innovation Factors on Innovation: An Empirical Study. *SSRN Electronic Journal* 1973. . [[Crossref](#)]
63. Louis Kaplow. 2021. Horizontal merger analysis. *International Journal of Industrial Organization* 79, 102714. [[Crossref](#)]
64. Giovanni Dosi, Luigi Marengo, Maria Enrica Virgillito. 2021. Hierarchies, Knowledge, and Power Inside Organizations. *Strategy Science* 6:4, 371-384. [[Crossref](#)]
65. Muhammad Idrees Asghar, Haris Aslam, Amer Saeed. 2021. Linking supply chain professional's competencies to resilience in a turbulent world. *International Journal of Productivity and Performance Management* 60. . [[Crossref](#)]
66. Shuai Wang, Shuang (Sara) Ma, Yonggui Wang. 2021. The role of platform governance in customer risk perception in the context of peer-to-peer platforms. *Information Technology for Development* 27:4, 760-778. [[Crossref](#)]
67. Stefan Behringer, Patrick Ulrich. 2021. Compliance-Management in KMU. *ZfKE – Zeitschrift für KMU und Entrepreneurship* 69:4, 207-223. [[Crossref](#)]
68. Vladislav Valentinov, Steffen Roth. 2021. Chester Barnard's systems-theoretic approach to organisation theory: a reconstruction. *The European Journal of the History of Economic Thought* 28:5, 733-752. [[Crossref](#)]
69. Enrico Petracca. 2021. On the origins and consequences of Simon's modular approach to bounded rationality in economics. *The European Journal of the History of Economic Thought* 28:5, 708-732. [[Crossref](#)]
70. Christian Cordes, Wolfram Elsner, Claudius Graebner, Torsten Heinrich, Joshua Henkel, Henning Schwardt, Georg Schwesinger, Tong-Yaa Su. 2021. The collapse of cooperation: the endogeneity of institutional break-up and its asymmetry with emergence. *Journal of Evolutionary Economics* 31:4, 1291-1315. [[Crossref](#)]
71. Sujith Nair, Tomas Blomquist. 2021. Exploring docility: A behavioral approach to interventions in business incubation. *Research Policy* 50:7, 104274. [[Crossref](#)]
72. Ummad Mazhar. 2021. Terrorism Risk and the Mediating Role of Manager Experience: Empirical Evidence*. *Asian Economic Journal* 35:3, 317-337. [[Crossref](#)]
73. Amina Kchirid, Raja Temnati. Chapitre 5. Les structures organisationnelles de l'entreprise 87-101. [[Crossref](#)]
74. V Scuotto, M. Nicotra, M. Del Giudice, N. Krueger, G.L. Gregori. 2021. A microfoundational perspective on SMEs' growth in the digital transformation era. *Journal of Business Research* 129, 382-392. [[Crossref](#)]
75. Marc Fleurbaey, Joost Minnaar. 2021. What is the business of business? Who said we had to be greedy?. *RIMHE : Revue Interdisciplinaire Management, Homme & Entreprise* n° 42, vol. 10:1, 69-82. [[Crossref](#)]
76. Abel Duarte Alonso, Seng Kok. 2021. Knowledge and the family firm through generations: a knowledge-based approach in various geographic contexts. *Knowledge Management Research & Practice* 19:2, 239-252. [[Crossref](#)]

77. Angela Y S Park, Rachel M Krause, Christopher V Hawkins. 2021. Institutional Mechanisms for Local Sustainability Collaboration: Assessing the Duality of Formal and Informal Mechanisms in Promoting Collaborative Processes. *Journal of Public Administration Research and Theory* 31:2, 434-450. [[Crossref](#)]
78. Dirceu Cândido Silveira Júnior, Guido Vaz Silva. 2021. Repercussões da Lei das Estatais em aspectos do regime societário dessas empresas. *Revista Científica Multidisciplinar Núcleo do Conhecimento* 142-164. [[Crossref](#)]
79. Valeria Cirillo, Matteo Rinaldini, Jacopo Staccioli, Maria Enrica Virgillito. 2021. Technology vs. workers: the case of Italy's Industry 4.0 factories. *Structural Change and Economic Dynamics* 56, 166-183. [[Crossref](#)]
80. Tat'yana A. SUBTSEL'NAYA. 2021. Methodological problems in developing a unified theory of the firm. *Economic Analysis: Theory and Practice* 20:2, 379-392. [[Crossref](#)]
81. Thomas Clarke. *Corporate Governance* 51, . [[Crossref](#)]
82. Radoslaw Nowak. 2021. "Process of strategic planning and cognitive diversity as determinants of cohesiveness and performance". *Business Process Management Journal* 27:1, 55-74. [[Crossref](#)]
83. Arvind Ashta. 2021. In the wake of the COVID crisis, Work-sharing from Different Angles: Employment, Equality, Ecology and Elation. *Marché et organisations* n° 40:1, 159-186. [[Crossref](#)]
84. Marc Lavoie. 2021. Wynne Godley's monetary circuit. *Journal of Post Keynesian Economics* 44:1, 6-23. [[Crossref](#)]
85. Bill McEvily. Argote, Linda: Advancing Research on Organizational Learning 53-69. [[Crossref](#)]
86. Marta Bertolaso. Complexity and Management: Epistemic Insights from the Life Sciences 1-21. [[Crossref](#)]
87. Andrea Ferrannini, Elisa Barbieri, Mario Biggeri, Marco R. Di Tommaso. 2021. Industrial policy for sustainable human development in the post-Covid19 era. *World Development* 137, 105215. [[Crossref](#)]
88. Александр Жемчугов, Михаил Жемчугов. 2021. Четыре системы управления предприятием и практические методы повышения их эффективности. *Менеджмент сегодня* 3, 220-234. [[Crossref](#)]
89. César Camisón. Neurostrategy 1876-1893. [[Crossref](#)]
90. Manolis Manioudis, Giorgos Meramveliotakis. New Institutional Economics and Economic Development 27-40. [[Crossref](#)]
91. . Epistemological Notes on Mathematics 1-14. [[Crossref](#)]
92. . Computer-Based Mathematics Education 28-51. [[Crossref](#)]
93. Francisco Brahm, Joaquin Poblete. 2021. The evolution of productive organizations. *Nature Human Behaviour* 5:1, 39-48. [[Crossref](#)]
94. Gilles Gagné. 2021. L'extension du domaine des contrôles. Essai sur les concepts élémentaires de la transition postmoderne. *Cahiers Société* :3, 123. [[Crossref](#)]
95. Michael Raith. 2021. Employment as a Relational Obligation to Work. *SSRN Electronic Journal* 14. . [[Crossref](#)]
96. 2020. HIGHER EDUCATION IN MANAGEMENT AND ITS LEGITIMACY. *Journal of Management and Business Education* 3:3, 181-192. [[Crossref](#)]
97. Ilaria Giannoccaro, Mirta Galesic, Giovanni Francesco Massari, Daniel Barkoczi, Giuseppe Carbone. 2020. Search behavior of individuals working in teams: A behavioral study on complex landscapes. *Journal of Business Research* 118, 507-516. [[Crossref](#)]
98. Gene R. Laczniak. 2020. Reflections about Professor Robert F. Lusch: Friend, Co-author and Marketing Visionary. *Journal of Macromarketing* 40:3, 294-297. [[Crossref](#)]

99. Marc Lavoie. 2020. Shiozawa, Yoshinori; Morioka, Masashi; Taniguchi, Kasuhisa: Microfoundations of Evolutionary Economics. *Review of Evolutionary Political Economy* 1:2, 265-270. [[Crossref](#)]
100. Theo Papaioannou. 2020. Reflections on the entrepreneurial state, innovation and social justice. *Review of Evolutionary Political Economy* 1:2, 199-220. [[Crossref](#)]
101. Cesar Ignacio Leon Quillas, Hector Fernando Rueda Rodriguez, Carlos Hernan González Campo. 2020. Instituciones formales, desarrollo humano y emprendimiento: Un estudio comparativo entre países con alto nivel de desarrollo y los países de la Alianza del Pacífico. *AD-minister* 45-66. [[Crossref](#)]
102. Martin Kornberger, Saku Mantere. 2020. Thought Experiments and Philosophy in Organizational Research. *Organization Theory* 1:3, 263178772094252. [[Crossref](#)]
103. Radoslaw Nowak. 2020. Does employee understanding of strategic objectives matter? Effects on culture and performance. *Journal of Strategy and Management* 13:4, 477-493. [[Crossref](#)]
104. Ronald Hartz. 2020. „Organisation und X“ – Neuere Literatur zur Organisationssoziologie und -forschung. *Soziologische Revue* 43:2, 185-210. [[Crossref](#)]
105. Mihail Busu. 2020. A Market Concentration Analysis of the Biomass Sector in Romania. *Resources* 9:6, 64. [[Crossref](#)]
106. Jinhyo Joseph Yun, Xiaofei Zhao, KyungBae Park, Lei Shi. 2020. Sustainability Condition of Open Innovation: Dynamic Growth of Alibaba from SME to Large Enterprise. *Sustainability* 12:11, 4379. [[Crossref](#)]
107. S. V. Buldyrev, F. Pammolli, M. Riccaboni, H. E. Stanley. The Rise and Fall of Business Firms 35, . [[Crossref](#)]
108. Peter A. Barnard. 2020. Secondary school structure, organisational learning capacity and learning organisations: a systemic contribution. *International Journal of Educational Management* 34:8, 1253-1264. [[Crossref](#)]
109. Robert Gibbons. 2020. Visible Hands: Governance of Value Creation—Within Firms and Beyond. *AEA Papers and Proceedings* 110, 172-176. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
110. Hans Strikwerda. 2020. Internal Audit: Van compliance naar performance audit?. *Maandblad Voor Accountancy en Bedrijfseconomie* 94:3/4, 127-135. [[Crossref](#)]
111. Edoardo Beretta. 2020. Von globalen Finanzkrisen zu COVID-19. *Der Betriebswirt* 61:2, 119-135. [[Crossref](#)]
112. Kofi A. Boateng. Underlying Forces of Organisational Control on Administrative Behavioural Theoretical Insights . [[Crossref](#)]
113. Kevin Mellet, Thomas Beauvisage. 2020. Cookie monsters. Anatomy of a digital market infrastructure. *Consumption Markets & Culture* 23:2, 110-129. [[Crossref](#)]
114. Giovanni Dosi, Luigi Marengo, Alessandro Nuvolari. 2020. Institutions and economic change: some notes on self-organization, power and learning in human organizations. *Eurasian Business Review* 10:1, 1-22. [[Crossref](#)]
115. Sara Lombardi, Vincenzo Cavaliere, Luca Giustiniano, Fabrizio Cipollini. 2020. What Money Cannot Buy: The Detrimental Effect of Rewards on Knowledge Sharing. *European Management Review* 17:1, 153-170. [[Crossref](#)]
116. Antonio ALOISI, Valerio STEFANO. 2020. Réglementation et avenir du travail: la relation de travail facilite l'innovation. *Revue internationale du Travail* 159:1, 53-77. [[Crossref](#)]
117. Antonio ALOISI, Valerio DE STEFANO. 2020. Regulation and the future of work: The employment relationship as an innovation facilitator. *International Labour Review* 159:1, 47-69. [[Crossref](#)]
118. Antonio ALOISI, Valerio DE STEFANO. 2020. La reglamentación y el futuro del trabajo. La relación de trabajo como factor de innovación. *Revista Internacional del Trabajo* 139:1, 51-74. [[Crossref](#)]

119. L.M. Torres Duarte, G.M. Domínguez Almaraz, C.J. Torres Pacheco, I.F. Zuñiga Tello. 2020. Device to measure fatigue life of membranes under biaxial loading fatigue: Tension and torsion. *Measurement* **152**, 107382. [[Crossref](#)]
120. Luigi Marengo. 2020. Organizational politics and complexity: Coase vs. Arrow, March, and Simon. *Industrial and Corporate Change* **29**:1, 95-104. [[Crossref](#)]
121. Bill McEvily. Argote, Linda: Advancing Research on Organizational Learning 1-17. [[Crossref](#)]
122. David P. Treanor. Social Policies of Inclusion and Neoliberalism 93-127. [[Crossref](#)]
123. ROLAND HELM, MARTIN KLOYER, CHRISTIN AUST. 2020. R&D COLLABORATION BETWEEN FIRMS: HARD AND SOFT ANTECEDENTS OF SUPPLIER KNOWLEDGE SHARING. *International Journal of Innovation Management* **24**:01, 2050001. [[Crossref](#)]
124. Karim Messeghem. XIX. Sumantra Ghoshal – Pour une vision positive du management stratégique 340-357. [[Crossref](#)]
125. Henda Ellouze Karray, Souhaila Kammoun. Strategic Orientation of the Managers of a Tunisian Family Group Before and After the Revolution 390-413. [[Crossref](#)]
126. John Joseph, Vibha Gaba. 2020. Organizational Structure, Information Processing, and Decision-Making: A Retrospective and Road Map for Research. *Academy of Management Annals* **14**:1, 267-302. [[Crossref](#)]
127. Aidan Walsh, Malcolm Brady. 2019. Chester Barnard revisited: spontaneous orders and the firm. *Journal of Institutional Economics* **15**:6, 951-962. [[Crossref](#)]
128. Nicolai J. Foss, Torben Pedersen. 2019. Microfoundations in international management research: The case of knowledge sharing in multinational corporations. *Journal of International Business Studies* **50**:9, 1594-1621. [[Crossref](#)]
129. Frank Martela. 2019. What makes self-managing organizations novel? Comparing how Weberian bureaucracy, Mintzberg's adhocracy, and self-organizing solve six fundamental problems of organizing. *Journal of Organization Design* **8**:1. . [[Crossref](#)]
130. Elizabeth Lim. 2019. Attainment Discrepancy and New Geographic Market Entry: The Moderating Roles of Vertical Pay Disparity and Horizontal Pay Dispersion. *Journal of Management Studies* **56**:8, 1605-1629. [[Crossref](#)]
131. Rod Sheaff, Joyce Halliday, Mark Exworthy, Alex Gibson, Pauline W. Allen, Jonathan Clark, Sheena Asthana, Russell Mannion. 2019. Repositioning the boundaries between public and private healthcare providers in the English NHS. *Journal of Health Organization and Management* **33**:7/8, 776-790. [[Crossref](#)]
132. Peter W. Liesch and Lawrence S. Welch. The Firms of Our Times: Risk and Uncertainty 41-53. [[Crossref](#)]
133. Peter Fleming, Carl Rhodes, Kyoung-Hee Yu. 2019. On why Uber has not taken over the world. *Economy and Society* **48**:4, 488-509. [[Crossref](#)]
134. Friederike Wall. 2019. Coordination with erroneous communication: results of an agent-based simulation. *Knowledge and Information Systems* **61**:1, 161-195. [[Crossref](#)]
135. Ezgi Avcı, Derek Bunn, Wolfgang Ketter, Eric van Heck. 2019. Agent-level determinants of price expectation formation in online double-sided auctions. *Decision Support Systems* **124**, 113068. [[Crossref](#)]
136. Nadav Shir, Boris N. Nikolaev, Joakim Wincent. 2019. Entrepreneurship and well-being: The role of psychological autonomy, competence, and relatedness. *Journal of Business Venturing* **34**:5, 105875. [[Crossref](#)]

137. Emmanuel Raynaud, Paula Sarita Bigio Schnaider, Maria Sylvia Macchione Saes. 2019. SURVEYING THE ECONOMICS OF PLURAL MODES OF ORGANIZATION. *Journal of Economic Surveys* 33:4, 1151-1172. [[Crossref](#)]
138. Nils Brunsson. The Partial Organization of Markets 115-130. [[Crossref](#)]
139. Soner Doğan, Aysad Gonca Güner. 2019. Öğretim Elemanlarının Örgütsel Bağlılığa İlişkin Görüşleri: Bir Durum Çalışması. *OPUS Uluslararası Toplum Araştırmaları Dergisi* . [[Crossref](#)]
140. Sabina-Cristiana Necula. 2019. A Business Rules Management System for Fixed Assets. *Data* 4:2, 70. [[Crossref](#)]
141. Rutger Hoekstra. Replacing GDP by 2030 106, . [[Crossref](#)]
142. Haavard Haaskjold, Bjørn Andersen, Ola Lædre, Wenche Aarseth. 2019. Factors affecting transaction costs and collaboration in projects. *International Journal of Managing Projects in Business* 13:1, 197-230. [[Crossref](#)]
143. Jean-Sébastien Vayre. 2019. L'intelligence des machines et l'esprit du capitalisme. *Communication* :vol. 36/1. . [[Crossref](#)]
144. Vladislav Valentinov, Spencer Thompson. 2019. The supply and demand of social systems: towards a systems theory of the firm. *Kybernetes* 48:3, 570-585. [[Crossref](#)]
145. Antonio Andreoni, Ha-Joon Chang, Roberto Scazzieri. 2019. Industrial policy in context: Building blocks for an integrated and comparative political economy agenda. *Structural Change and Economic Dynamics* 48, 1-6. [[Crossref](#)]
146. Rita Cannas, Giuseppe Argiolas, Francesca Cabiddu. 2019. Fostering corporate sustainability in tourism management through social values within collective value co-creation processes. *Journal of Sustainable Tourism* 27:1, 139-155. [[Crossref](#)]
147. Nicolò Bellanca. The Economic Institutions of Isocracy 37-89. [[Crossref](#)]
148. Sara Migliorini, Mauro Gambini, Carlo Combi, Marcello La Rosa. The Rise of Enforceable Business Processes from the Hashes of Blockchain-Based Smart Contracts 130-138. [[Crossref](#)]
149. Julia Höhler. Member Heterogeneity and Exit 197-215. [[Crossref](#)]
150. Jakob Willem Boven. Servant Leadership in Market-Oriented Organizations, Does that Make Sense? An Evaluation from an Economic-Organization Theory Perspective 287-308. [[Crossref](#)]
151. Fraser Murison Smith. Requirements for a Future Economics 315-354. [[Crossref](#)]
152. Helmut Wiesenthal. Das „ökologisch“ lernende Unternehmen – zwischen Adaption und Innovation (1997) 265-286. [[Crossref](#)]
153. Yoshinori Shiozawa, Masashi Morioka, Kazuhisa Taniguchi. The Basic Theory of Quantity Adjustment 139-194. [[Crossref](#)]
154. M. Vishwanath Pai, Sureshramana Mayya, H. G. Joshi. An Empirical Study on Characteristics Which Leads to Innovation: With Reference to Information Technology Sector 309-315. [[Crossref](#)]
155. Luyao Che. Concept of State-Directed Economy 23-52. [[Crossref](#)]
156. Brian D. Fath, Daniel A. Fiscus, Sally J. Goerner, Anamaria Berea, Robert E. Ulanowicz. 2019. Measuring regenerative economics: 10 principles and measures undergirding systemic economic health. *Global Transitions* 1, 15-27. [[Crossref](#)]
157. Teppo Felin, Mia Felin. 2019. Seeking Rationality: \$500 Bills and Perceptual Obviousness. *SSRN Electronic Journal* . [[Crossref](#)]
158. Sangyoon Yi, Nils Stieglitz, Thorbjørn Knudsen. Differentiation and Integration in Organizational Learning: A Garbage Can Model 177-204. [[Crossref](#)]

159. Naima Saeed, Dong-Wook Song, Otto Andersen. 2018. Governance mode for port congestion mitigation: A transaction cost perspective. *NETNOMICS: Economic Research and Electronic Networking* 19:3, 159-178. [[Crossref](#)]
160. Nupur Bihari, Smruti Prasad Dash, Karankumar C. Dhankani, Joshua M. Pearce. 2018. 3-D printable open source dual axis gimbal system for optoelectronic measurements. *Mechatronics* 56, 175-187. [[Crossref](#)]
161. Hyoung-Goo Kang, Wonseok Woo, Richard M. Burton, Will Mitchell. 2018. Constructing M&A valuation: how do merger evaluation methods differ as uncertainty and controversy vary?. *Journal of Organization Design* 7:1. . [[Crossref](#)]
162. Vegard Kolbjørnsrud. 2018. Collaborative organizational forms: on communities, crowds, and new hybrids. *Journal of Organization Design* 7:1. . [[Crossref](#)]
163. Antonio Andreoni, Ha-Joon Chang, Sue Konzelmann, Alan Shipman. 2018. Introduction to the Special Issue: Towards a production-centred agenda. *Cambridge Journal of Economics* 42:6, 1495-1504. [[Crossref](#)]
164. Na-Eun Cho, Sejoong Lee, Joonwhan David Lee. 2018. Economic evaluation of the impact of physician-hospital integration and physician boards on hospital expenditure per patient. *Medicine* 97:41, e12812. [[Crossref](#)]
165. Mie Augier, Nicholas Dew. A Behavioral (Simonian) Perspective on (Behavioral) Strategic Management Research 51-67. [[Crossref](#)]
166. Christian Frankel. 2018. The 's' in markets: mundane market concepts and how to know a (strawberry) market. *Journal of Cultural Economy* 11:5, 458-475. [[Crossref](#)]
167. Sajay Samuel. 2018. A conceptual framework for teaching management accounting. *Journal of Accounting Education* 44, 25-34. [[Crossref](#)]
168. Daniele Girardi, Samuel Bowles. 2018. Institution shocks and economic outcomes: Allende's election, Pinochet's coup and the Santiago stock market. *Journal of Development Economics* 134, 16-27. [[Crossref](#)]
169. Christos N. Pitelis, David J. Teece. 2018. The New MNE: 'Orchestration' Theory as Envelope of 'Internalisation' Theory. *Management International Review* 58:4, 523-539. [[Crossref](#)]
170. Gabriela Žáková. 2018. Cyberspace: Global Public Goods?. *Acta Oeconomica Pragensia* 26:2, 68-82. [[Crossref](#)]
171. Guillaume Carton, Charles McMillan, Jeffrey Overall. 2018. Strategic capacities in US universities – the role of business schools as institutional builders. *Problems and Perspectives in Management* 16:1, 186-198. [[Crossref](#)]
172. John H Finch, Robert McMaster. 2018. History matters: on the mystifying appeal of Bowles and Gintis. *Cambridge Journal of Economics* 42:2, 285-308. [[Crossref](#)]
173. Jetta Frost, Fabian Hattke. 2018. Governing Collective Action – The Impetus for University Commons. *European Review* 26:S1, S70-S84. [[Crossref](#)]
174. Jean-Jacques Rosa. 2018. Information and the Production of Management in a Theory of the Firm. *International Journal of the Economics of Business* 25:1, 31-45. [[Crossref](#)]
175. John Roberts. 2018. Needed: More Economic Analyses of Management. *International Journal of the Economics of Business* 25:1, 3-10. [[Crossref](#)]
176. Robert P. Gilles. The Principles of Economic Wealth Creation 1-82. [[Crossref](#)]
177. Eberhard Bohne. Entwicklung und Funktionen verwaltungswissenschaftlicher Theorieansätze 63-178. [[Crossref](#)]
178. Shinji Teraji. Introduction 1-32. [[Crossref](#)]

179. Mie Augier. Simon, Herbert A. (1916–2001) 1551-1559. [[Crossref](#)]
180. Anoop Madhok. Coase, Ronald (Born 1910) 263-267. [[Crossref](#)]
181. Scott E. Masten. Williamson, Oliver E. (Born 1932) 1823-1831. [[Crossref](#)]
182. Wouter Vandenabeele, Adrian Ritz, Oliver Neumann. Public Service Motivation: State of the Art and Conceptual Cleanup 261-278. [[Crossref](#)]
183. Scott E. Masten. Williamson, Oliver E. (Born 1932) 14608-14617. [[Crossref](#)]
184. Narayana V. L. Bhyrovabhotla. 2018. The Theory of Business Transaction and the Boundaries of the Firm. *SSRN Electronic Journal* . [[Crossref](#)]
185. Oluwaseun E. Adegbite, Antonis C. Simintiras, Yogesh K. Dwivedi, Kemefasu Ifie. Organisational Concepts and Theories of Adaptation 27-48. [[Crossref](#)]
186. Luca Paltrinieri. 2017. Managing Subjectivity: Neoliberalism, Human Capital and Empowerment. *Fudan Journal of the Humanities and Social Sciences* 10:4, 459-471. [[Crossref](#)]
187. Petr Matous, Yasuyuki Todo. 2017. Analyzing the coevolution of interorganizational networks and organizational performance: Automakers' production networks in Japan. *Applied Network Science* 2:1. . [[Crossref](#)]
188. Diane Coyle. 2017. The Future of the National Accounts: Statistics and the Democratic Conversation. *Review of Income and Wealth* 63:s2. . [[Crossref](#)]
189. Daniel A. Levinthal. 2017. Resource Allocation and Firm Boundaries. *Journal of Management* 43:8, 2580-2587. [[Crossref](#)]
190. Faouzi Bensebaa. XXIV. Oliver Williamson – De l'économie des coûts de transaction au « williamsonisme » 368-387. [[Crossref](#)]
191. Ying Hong, Yuan Jiang, Hui Liao, Michael C. Sturman. 2017. High Performance Work Systems for Service Quality: Boundary Conditions and Influence Processes. *Human Resource Management* 56:5, 747-767. [[Crossref](#)]
192. Giovanni Dosi, Mike Hobday, Luigi Marengo. Problem-solving Behaviors, Organizational Forms, and the Complexity of Tasks 167-192. [[Crossref](#)]
193. Brian S. Silverman. Organizational Economics 467-493. [[Crossref](#)]
194. Joel A. C. Baum, Tim J. Rowley. Companion to Organizations: An Introduction 1-34. [[Crossref](#)]
195. Samuel Bowles, Alan Kirman, Rajiv Sethi. 2017. Retrospectives: Friedrich Hayek and the Market Algorithm. *Journal of Economic Perspectives* 31:3, 215-230. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
196. Marko Bohanec, Marko Robnik-Šikonja, Mirjana Kljajić Borštnar. 2017. Organizational Learning Supported by Machine Learning Models Coupled with General Explanation Methods: A Case of B2B Sales Forecasting. *Organizacija* 50:3, 217-233. [[Crossref](#)]
197. Jeon Mi Sun, ###. 2017. A Study on the Causal Relation of the Individual Efficacy of Civil Servants to Job Satisfaction and Performance in Public Organization: Focusing on Moderating Effects of Pay-for-Performance. *The Korean Governance Review* 24:2, 157-188. [[Crossref](#)]
198. Shirley Ou Yang, Carol Hsu, Suprateek Sarker, Allen S. Lee. 2017. Enabling Effective Operational Risk Management in a Financial Institution: An Action Research Study. *Journal of Management Information Systems* 34:3, 727-753. [[Crossref](#)]
199. Spencer Thompson, Vladislav Valentinov. 2017. The neglect of society in the theory of the firm: a systems-theory perspective. *Cambridge Journal of Economics* 41:4, 1061-1085. [[Crossref](#)]
200. Alan E. Singer. 2017. Thinking strategically about 'corporate personhood'. *Human Systems Management* 36:2, 129-140. [[Crossref](#)]

201. Christian Zehnder, Holger Herz, Jean-Philippe Bonardi. 2017. A productive clash of cultures: Injecting economics into leadership research. *The Leadership Quarterly* **28**:1, 65-85. [[Crossref](#)]
202. Luis A Rios, Dmitrii Rachinskii, Rod Cross. 2017. A model of hysteresis arising from social interaction within a firm. *Journal of Physics: Conference Series* **811**, 012011. [[Crossref](#)]
203. Daniela Felisini. The Managerial Revolution in Italy. The Managers of IRI (1945–1970) 39-55. [[Crossref](#)]
204. Petri Mäntysaari. Previous Attempts to Increase the Scientificity of Legal Science 117-158. [[Crossref](#)]
205. Giuseppe Argiolas. Comparing Managerial Systems 17-41. [[Crossref](#)]
206. Karin Brunsson. Organizations and Management 3-12. [[Crossref](#)]
207. Sung-Hee Jwa. A Brief Overview of Economic Development Theories 11-21. [[Crossref](#)]
208. Sung-Hee Jwa. Pathway to a New Theory of Economic Development 23-48. [[Crossref](#)]
209. . Bibliography 131-141. [[Crossref](#)]
210. Susanna Gallani. 2017. Incentives, Peer Pressure, and Behavior Persistence. *SSRN Electronic Journal* . [[Crossref](#)]
211. James Annable. 2017. Microfounding Meaningful Wage Rigidity and Involuntary Job Loss. *SSRN Electronic Journal* . [[Crossref](#)]
212. Brendan MarkeyyTowler. 2017. The Economics of Artificial Intelligence. *SSRN Electronic Journal* . [[Crossref](#)]
213. Jean-Jacques Rosa. 2017. Information and the Production of Management in a Theory of the Firm. *SSRN Electronic Journal* . [[Crossref](#)]
214. Pablo Aguilar Conde, María Begoña Prieto Moreno. 2017. La utilidad de la información contable en el ámbito laboral: medición del rendimiento y establecimiento de recompensas. *Revista Visión Contable* :16, 74-94. [[Crossref](#)]
215. Ethan S. Bernstein. 2017. Making Transparency Transparent: The Evolution of Observation in Management Theory. *Academy of Management Annals* **11**:1, 217-266. [[Crossref](#)]
216. Jens Dietrichson, Jens Gudmundsson, Torsten Jochem. 2017. Let's Talk It Over: Communication and Coordination in Teams. *SSRN Electronic Journal* **29** . [[Crossref](#)]
217. Mie Augier. Simon, Herbert (1916–2001) 1-9. [[Crossref](#)]
218. Mikhail V. Oet, Dieter Gramlich, Peter Sarlin. 2016. Evaluating measures of adverse financial conditions. *Journal of Financial Stability* **27**, 234-249. [[Crossref](#)]
219. NURIA RODRÍGUEZ-LÓPEZ, M. EVA DIZ-COMESAÑA. 2016. THE MEDIATED EFFECT OF FORMAL AND INFORMAL CONTROL ON GOVERNANCE FORMS. *Revista de Administração de Empresas* **56**:6, 655-667. [[Crossref](#)]
220. Nicolai j. Foss, Lars Frederiksen, Francesco Rullani. 2016. Problem-formulation and problem-solving in self-organized communities: How modes of communication shape project behaviors in the free open-source software community. *Strategic Management Journal* **37**:13, 2589-2610. [[Crossref](#)]
221. Paavo Monkkonen. 2016. Are civil-law notaries rent-seeking monopolists or essential market intermediaries? Endogenous development of a property rights institution in Mexico. *The Journal of Peasant Studies* **43**:6, 1224-1248. [[Crossref](#)]
222. Antonio Andreoni, Ha-Joon Chang. 2016. Bringing production and employment back into development: Alice Amsden's legacy for a new developmentalist agenda. *Cambridge Journal of Regions, Economy and Society* **81**, rsw029. [[Crossref](#)]
223. Charles J. McMillan. 2016. Old wine in new bottles: docility, attention scarcity and knowledge management. *Journal of Knowledge Management* **20**:6, 1353-1372. [[Crossref](#)]

224. João José M. Ferreira, Cristina I. Fernandes, Vanessa Ratten. 2016. A co-citation bibliometric analysis of strategic management research. *Scientometrics* **109**:1, 1-32. [[Crossref](#)]
225. Peter H. Kriss, Andreas Blume, Roberto A. Weber. 2016. Coordination with decentralized costly communication. *Journal of Economic Behavior & Organization* **130**, 225-241. [[Crossref](#)]
226. Spencer Thompson. 2016. Worker Cooperatives in the Theory of the Firm: Marx and Veblen on Technological Determinism. *Journal of Economic Issues* **50**:4, 913-939. [[Crossref](#)]
227. Shaopeng Huang, Darryl Holden. 2016. The R&D Boundaries of the Firm: A Problem-Solving Perspective. *International Journal of the Economics of Business* **23**:3, 287-317. [[Crossref](#)]
228. Thomas Leclercq, Wafa Hammedi, Ingrid Poncin. 2016. Ten years of value cocreation: An integrative review. *Recherche et Applications en Marketing (English Edition)* **31**:3, 26-60. [[Crossref](#)]
229. Jetta Frost, Rick Vogel, Khaled Bagban. 2016. Managing Interdependence in Multi-business Organizations. *Schmalenbach Business Review* **17**:2, 225-260. [[Crossref](#)]
230. David Arellano-Gault. 2016. The Quest for Public Trust: The Limits of Information Access Reforms Based on the New Institutional Economics. The Case of Mexico. *International Journal of Public Administration* **39**:9, 694-705. [[Crossref](#)]
231. Thomas Leclercq, Wafa Hammedi, Ingrid Poncin. 2016. Dix ans de co-création de valeur : une revue intégrative. *Recherche et Applications en Marketing (French Edition)* **31**:3, 29-66. [[Crossref](#)]
232. Virgile Chassagnon, Bernard Baudry. 2016. Organisation informelle et identité: de la théorie des organisations à l'économie politique de l'entreprise. *Social Science Information* **55**:2, 189-207. [[Crossref](#)]
233. Petri Mäntysaari. 2016. Auditorier och retorik. *Tidsskrift for Rettsvitenskap* **129**:1, 3-42. [[Crossref](#)]
234. Göran Ahrne, Nils Brunsson, David Seidl. 2016. Resurrecting organization by going beyond organizations. *European Management Journal* **34**:2, 93-101. [[Crossref](#)]
235. O. Kuzina, M. Chernysheva. 2016. Corporate charity and corporate philanthropy in russia: an economic sociology analysis. *Voprosy Ekonomiki* :3, 115-130. [[Crossref](#)]
236. Mie Augier, Jerry Guo, Harry Rowen. 2016. The Needham Puzzle Reconsidered: Organizations, Organizing, and Innovation in China. *Management and Organization Review* **12**:01, 5-24. [[Crossref](#)]
237. Giovanni Battista Dagnino, Gabriella Levanti, Arabella Mocciano Li Destri. 2016. Structural Dynamics and Intentional Governance in Strategic Interorganizational Network Evolution: A Multilevel Approach. *Organization Studies* **37**:3, 349-373. [[Crossref](#)]
238. Fabrizio Traù. 2016. The organisational factor and the growth of firms. *Cambridge Journal of Economics* **vol. 62**, bev082. [[Crossref](#)]
239. Charles J. McMillan. 2016. On docility: a research note on Herbert Simon's social learning theory. *Journal of Management History* **22**:1, 91-114. [[Crossref](#)]
240. Yoram Krozer. Ethical Consumers and Producers 113-123. [[Crossref](#)]
241. Walter W. Powell, Christof Brandtner. Organizations as Sites and Drivers of Social Action 269-291. [[Crossref](#)]
242. Oliver Gassmann, Karolin Frankenberger, Roman Sauer. Exploring the Role of Popular Management Theories for BMI Research 47-76. [[Crossref](#)]
243. Shinji Teraji. Norms, Coordination, and Order 175-205. [[Crossref](#)]
244. Stefano Fiori. Bounded Rationality, Shared Experiences, and Social Relationships in Herbert A. Simon's Perspective 239-252. [[Crossref](#)]
245. Mark Pingle. Boundedly Rational Decision-Making under Certainty and Uncertainty: Some Reflections on Herbert Simon 91-109. [[Crossref](#)]

246. Giulio Palermo. 2016. Power, competition and the free trader vulgaris. *Cambridge Journal of Economics* 40:1, 259-281. [[Crossref](#)]
247. Nathan Furr, Jackson A. Nickerson, Robert Wuebker. 2016. A Theory of Entrepreneuring. *SSRN Electronic Journal* . [[Crossref](#)]
248. Stewart R. Clegg, Christos N. Pitelis. 2016. An Efficiency/Power View and Co-Creating Strategy Practices. *SSRN Electronic Journal* . [[Crossref](#)]
249. Susanna Gallani. 2016. Do Incentivized Behaviors Become Habits?. *SSRN Electronic Journal* . [[Crossref](#)]
250. Stephen B. Holt. 2016. For Those Who Care: The Effect of Public Service Motivation on Sector Selection. *SSRN Electronic Journal* . [[Crossref](#)]
251. Brendan Markey/Towler. 2016. Inequality in the 21st Century. *SSRN Electronic Journal* . [[Crossref](#)]
252. Pierluigi Ciocca. 2016. Sylos Labini E L'Impresa Pubblica (Paolo Sylos Labini and Public Enterprises). *SSRN Electronic Journal* . [[Crossref](#)]
253. Christophe Ramaux. 2016. Des limites de la flexibilité à la réhabilitation de la flexibilité interne. *Revue de l'organisation responsable* 11:1, 59. [[Crossref](#)]
254. Ron Berger. Indigenous Management and Bottom of Pyramid Countries 107-123. [[Crossref](#)]
255. Ron Berger. Indigenous Management and Bottom of Pyramid Countries 1718-1733. [[Crossref](#)]
256. Anoop Madhok. Coase, Ronald (Born 1910) 1-5. [[Crossref](#)]
257. Scott E. Masten. Williamson, Oliver E. (Born 1932) 1-10. [[Crossref](#)]
258. Maria Daskalakis. Behavioral Determinants of Environmental Innovation: A Carnegie-Based Approach 301-323. [[Crossref](#)]
259. Karen S. Cravens, Elizabeth Goad Oliver, Shigehiro Oishi, Jeanine S. Stewart. 2015. Workplace Culture Mediates Performance Appraisal Effectiveness and Employee Outcomes: A Study in a Retail Setting. *Journal of Management Accounting Research* 27:2, 1-34. [[Crossref](#)]
260. GIOVANNI DOSI, LUIGI MARENGO. 2015. The dynamics of organizational structures and performances under diverging distributions of knowledge and different power structures. *Journal of Institutional Economics* 11:3, 535-559. [[Crossref](#)]
261. TEPPPO FELIN. 2015. A forum on minds and institutions. *Journal of Institutional Economics* 11:3, 523-534. [[Crossref](#)]
262. Emily Erikson, Valentina Assenova. Introduction: New Forms of Organization and the Coordination of Political and Commercial Actors 1-13. [[Crossref](#)]
263. Tobin Turner, W. Wesley Pennington. 2015. Organizational networks and the process of corporate entrepreneurship: how the motivation, opportunity, and ability to act affect firm knowledge, learning, and innovation. *Small Business Economics* 45:2, 447-463. [[Crossref](#)]
264. David Pastoriza, Miguel A. Arino, Joan E. Ricart, Miguel A. Canela. 2015. Does an Ethical Work Context Generate Internal Social Capital?. *Journal of Business Ethics* 129:1, 77-92. [[Crossref](#)]
265. Spencer Thompson. 2015. Towards a social theory of the firm: Worker cooperatives reconsidered. *Journal of Co-operative Organization and Management* 3:1, 3-13. [[Crossref](#)]
266. Ron Berger. 2015. The transformation of Chinese business ethics in line with its emergence as a global economic leader. *Journal of Chinese Economic and Foreign Trade Studies* 8:2, 106-122. [[Crossref](#)]
267. Erik Sandberg, Carlos Mena. 2015. Exploring strategic strengths and weaknesses of retail purchasing groups. *The International Review of Retail, Distribution and Consumer Research* 25:3, 276-297. [[Crossref](#)]
268. Robert Gibbons, John Roberts. Organizational Economics 1-15. [[Crossref](#)]

269. Ranjani Krishnan. 2015. Management Accountant—What Ails Thee?. *Journal of Management Accounting Research* 27:1, 177-191. [[Crossref](#)]
270. Karin Brunsson. 2015. Sustainability in a Society of Organisations. *Journal of Organisational Transformation & Social Change* 12:1, 5-21. [[Crossref](#)]
271. Stephan Leitner, Doris A. Behrens. 2015. On the fault (in)tolerance of coordination mechanisms for distributed investment decisions. *Central European Journal of Operations Research* 23:1, 251-278. [[Crossref](#)]
272. Yue Maggie Zhou. 2015. Supervising Across Borders: The Case of Multinational Hierarchies. *Organization Science* 26:1, 277-292. [[Crossref](#)]
273. Robert M. Grant. Knowledge-Based View 1-2. [[Crossref](#)]
274. Béatrice Boulu-Reshef. 2015. Toward a Personal Identity Argument to Combine Potentially Conflicting Social Identities. *Review of Social Economy* 73:1, 1-18. [[Crossref](#)]
275. Oliver Baumann. 2015. Distributed Problem Solving in Modular Systems: the Benefit of Temporary Coordination Neglect. *Systems Research and Behavioral Science* 32:1, 124-136. [[Crossref](#)]
276. P. Matthijs Bal, Dorien T. A. M. Kooij, Denise M. Rousseau. Introduction to Aging Workers and the Employee-Employer Relationship 1-9. [[Crossref](#)]
277. Günther Ortmann. Tertium datur Figuren des Dritten in der Organisationstheorie (und -praxis) 1-40. [[Crossref](#)]
278. Oliver E. Williamson. Hierarchies and Markets 841-844. [[Crossref](#)]
279. Raimund Hasse. 2015. Weder Akteur noch System. *Soziologische Revue* 38:1. . [[Crossref](#)]
280. Christos N. Pitelis, Joachim Wagner. 2015. No Wo-Man Is an Island Shared Strategic Leadership as a Mesofoundation of Dynamic Capabilities. *SSRN Electronic Journal* . [[Crossref](#)]
281. James Annable. 2015. At Last, a Coherent Theory of Involuntary Unemployment. *SSRN Electronic Journal* . [[Crossref](#)]
282. Diane Coyle. 2015. Talking About the National Accounts: Statistics and the Democratic Conversation. *SSRN Electronic Journal* . [[Crossref](#)]
283. Antonio Argandoña. 2015. Consistencia Y tica En La Toma De Decisiones. *SSRN Electronic Journal* . [[Crossref](#)]
284. Néstor Sanabria, Julio César Acosta-Prado, Gustavo Rodríguez Albor. 2015. Condiciones para la innovación, cultura organizacional y sostenibilidad de las organizaciones. *Semestre Económico* 18:37, 157-176. [[Crossref](#)]
285. Wenceslao J. Gonzalez. The Problem of Prediction in Economics from the Perspective of Action Theory 171-199. [[Crossref](#)]
286. Raimund Hasse. Organisation und Wettbewerb 109-122. [[Crossref](#)]
287. Wenceslao J. Gonzalez. Rationality and Prediction in Experimental Economics: An Analysis of Reinhard Selten's Approach 229-247. [[Crossref](#)]
288. Hind Benbya. Review of the Literature 3-9. [[Crossref](#)]
289. Raimund Hasse. Die Soziologie wirtschaftlicher Konventionen als Organisationsforschung 327-353. [[Crossref](#)]
290. . Bibliographie 329-352. [[Crossref](#)]
291. WOUTER VANDENABEELE, GENE A. BREWER, ADRIAN RITZ. 2014. PAST, PRESENT, AND FUTURE OF PUBLIC SERVICE MOTIVATION RESEARCH. *Public Administration* 92:4, 779-789. [[Crossref](#)]

292. Yves-Marie Abraham. 2014. Réviser les droits de l'homme pour protéger l'humanité. *Éthique publique* 16:2. . [[Crossref](#)]
293. A. Andreoni, R. Scazzieri. 2014. Triggers of change: structural trajectories and production dynamics. *Cambridge Journal of Economics* 38:6, 1391-1408. [[Crossref](#)]
294. Alessandro Morselli. 2014. La decisione in economia tra razionalità ed evoluzione teorica. *ECONOMIA PUBBLICA* :2, 23-52. [[Crossref](#)]
295. Virgile Chassagnon. 2014. Toward a Social Ontology of the Firm: Reconstitution, Organizing Entity, Institution, Social Emergence and Power. *Journal of Business Ethics* 124:2, 197-208. [[Crossref](#)]
296. Ron Berger, Ram Herstein. 2014. The evolution of Chinese business ethics. *Management Research Review* 37:9, 778-790. [[Crossref](#)]
297. Kannan Srikanth, Phanish Puranam. 2014. The Firm as a Coordination System: Evidence from Software Services Offshoring. *Organization Science* 25:4, 1253-1271. [[Crossref](#)]
298. Ezra W. Zuckerman. In Either Market or Hierarchy, But not in Both Simultaneously: Where Strong-Tie Networks are Found in the Economy 111-133. [[Crossref](#)]
299. Rajib Narayan Sahu, Lalatendu Kesari Jena, Subhas Chandra Parida. 2014. Performance Management System as a Predictor of Organizational Effectiveness: Insights from Indian Manufacturing Industries. *Jindal Journal of Business Research* 3:1-2, 137-152. [[Crossref](#)]
300. Emil Inauen. 2014. How the approval of rules influences motivation. *Evidence-based HRM: a Global Forum for Empirical Scholarship* 2:1, 96-113. [[Crossref](#)]
301. Irene Valsecchi. 2014. Distributed expertise and instructions. *International Journal of Organizational Analysis* 22:2, 181-204. [[Crossref](#)]
302. Nicholas A.A. Howarth, Jan Rosenow. 2014. Banning the bulb: Institutional evolution and the phased ban of incandescent lighting in Germany. *Energy Policy* 67, 737-746. [[Crossref](#)]
303. Adriano José Pereira, Ricardo Dathein, Octávio Augusto Camargo Conceição. 2014. A empresa e seu ambiente de interação: os limites da Teoria dos Custos de Transação e o alcance da Teoria Institucionalista Evolucionária. *Economia e Sociedade* 23:1, 33-61. [[Crossref](#)]
304. Magali Chaudey. Chapitre 4. La théorie de l'agence 101-126. [[Crossref](#)]
305. Magali Chaudey. Chapitre 5. L'analyse behavioriste de la firme 135-156. [[Crossref](#)]
306. Stephan Leitner. 2014. A simulation analysis of interactions among intended biases in costing systems and their effects on the accuracy of decision-influencing information. *Central European Journal of Operations Research* 22:1, 113-138. [[Crossref](#)]
307. Ingo Pies, Markus Beckmann, Stefan Hielscher. 2014. The Political Role of the Business Firm. *Business & Society* 53:2, 226-259. [[Crossref](#)]
308. Ben M. Bensaou, Charles Galunic, Claudia Jonczyk-Sédès. 2014. Players and Purists: Networking Strategies and Agency of Service Professionals. *Organization Science* 25:1, 29-56. [[Crossref](#)]
309. Jenny Hillemann, Alain Verbeke. An internalization theory perspective on the Bottom of the Pyramid 69-90. [[Crossref](#)]
310. Pooria Rashvand, Muhd Zaimi Abd Majid. 2014. Critical Criteria on Client and Customer Satisfaction for the Issue of Performance Measurement. *Journal of Management in Engineering* 30:1, 10-18. [[Crossref](#)]
311. J. Strikwerda. 2014. The Paradigms of Business Administration and the Concepts of the Balanced Scorecard and the Strategy Map. *SSRN Electronic Journal* . [[Crossref](#)]
312. Corinne Grenier, Christelle Zeller. 2014. La mobilisation collective face à un changement institutionnel imposé : Le cas d'une université dans le contexte de mise en œuvre de la loi LRU.

RIMHE : Revue Interdisciplinaire Management, Homme & Entreprise n° 10, vol. 3:1, 84-104. [[Crossref](#)]

313. Markus Beckmann, Stefan Hielscher, Ingo Pies. 2014. Commitment Strategies for Sustainability: How Business Firms Can Transform Trade-Offs Into Win-Win Outcomes. *Business Strategy and the Environment* 23:1, 18-37. [[Crossref](#)]
314. Jung-Hyun Lee, Min-su Kim, Aeun Jeon. 2013. The effects of emotional intelligence on service recovery and organizational loyalty: a case of flight attendants of South Korean airlines. *Service Business* 7:4, 665-686. [[Crossref](#)]
315. Vicente Salas-Fumás, J. Javier Sanchez-Asin. 2013. Information and trust in hierarchies. *Decision Support Systems* 55:4, 988-999. [[Crossref](#)]
316. R. McMaster, M. J. White. 2013. An investigation of Oliver Williamson's analysis of the division of labour. *Cambridge Journal of Economics* 37:6, 1283-1301. [[Crossref](#)]
317. BÉATRICE BOULU-RESHEF. 2013. Economics of identity and economics of the firm: why and how their three central questions overlap. *Journal of Institutional Economics* 9:3, 363-379. [[Crossref](#)]
318. Bruce Kaufman. 2013. The Optimal Level of Market Competition: Neoclassical and New Institutional Conclusions Critiqued and Reformulated. *Journal of Economic Issues* 47:3, 639-672. [[Crossref](#)]
319. Robert M. Grant. 2013. Reflections on knowledge-based approaches to the organization of production. *Journal of Management & Governance* 17:3, 541-558. [[Crossref](#)]
320. Seong Soo Oh, Gregory B. Lewis. 2013. Performance Ratings and Career Advancement in the US Federal Civil Service. *Public Management Review* 15:5, 740-761. [[Crossref](#)]
321. Silvia Morales de Queiroz Caleman, Decio Zylbersztajn. 2013. Falhas organizacionais: tipologia, determinantes e proposta de modelo teórico. *Organizações & Sociedade* 20:65, 261-282. [[Crossref](#)]
322. Giovanni Dosi, Alfonso Gambardella, Marco Grazzi, Luigi Orsenigo. Technological Revolutions and the Evolution of Industrial Structures 10-67. [[Crossref](#)]
323. Yue Maggie Zhou. 2013. Designing for Complexity: Using Divisions and Hierarchy to Manage Complex Tasks. *Organization Science* 24:2, 339-355. [[Crossref](#)]
324. Lynne Chester. 2013. The Organization, Operation, and Outcomes of Actually Existing Markets: A Suggested Approach for Empirical Analysis. *The American Journal of Economics and Sociology* 72:2, 386-422. [[Crossref](#)]
325. Aoife Brophy Haney, Michael G. Pollitt. 2013. New models of public ownership in energy. *International Review of Applied Economics* 27:2, 174-192. [[Crossref](#)]
326. Klaus Heine. 2013. Inside the black box: incentive regulation and incentive channeling on energy markets. *Journal of Management & Governance* 17:1, 157-186. [[Crossref](#)]
327. Saras D. Sarasvathy. 2013. MAZES without minotaurs: Herbert Simon and the sciences of the artificial. *European Management Journal* 31:1, 82-87. [[Crossref](#)]
328. Olivier Germain, Laure Cabantous. 2013. Introduction: Special Symposium “Carnegie school and organization studies”. *European Management Journal* 31:1, 67-71. [[Crossref](#)]
329. Maria Inês Prevedello, Huáscar Fialho Pessali, Felipe Almeida. 2013. Desenho institucional e custos de transação: um estudo sobre a reestruturação do Programa Banco Social no Paraná. *Revista de Administração Pública* 47:1, 157-176. [[Crossref](#)]
330. Arnaldo L. Ryngelblum, Nadia W.H. Vianna, Celso A. Rimoli. 2013. The ways companies really answer consumer complaints. *Marketing Intelligence & Planning* 31:1, 54-71. [[Crossref](#)]
331. Bruce Greenwald, Joseph E. Stiglitz. Industrial Policies, the Creation of a Learning Society, and Economic Development 43-71. [[Crossref](#)]

332. Bruce Greenwald, Joseph E. Stiglitz. Learning and Industrial Policy: Implications for Africa 25-49. [[Crossref](#)]
333. BBatrice Boulu-Reshef. 2013. Economics of Identity and Economics of the Firm: Why and How Their Three Central Questions Overlap. *SSRN Electronic Journal* . [[Crossref](#)]
334. Tugrul Daim, Kelly Cowan, Wayne Wakeland, Hosein Fallah, Patricia Holahan. Forecasting the Adoption of Emerging Energy Technologies: Managing Climate Change, Governance and Evolving Social Values 119-137. [[Crossref](#)]
335. Robert McMaster. 2013. Mainstream Health Economics and Dignity: The Commodity Narrative as a Debilitating Solecism?. *The American Journal of Economics and Sociology* **72**:1, 1-31. [[Crossref](#)]
336. Károly Mike. 2012. Hirschman meets Williamson: Relationship-specific investment and loyalty. *Corvinus Journal of Sociology and Social Policy* **3**:2, 55-81. [[Crossref](#)]
337. Antonio Oliveira. 2012. Burocratas da linha de frente: executores e fazedores das políticas públicas. *Revista de Administração Pública* **46**:6, 1551-1573. [[Crossref](#)]
338. Philip B. Whyman. 2012. Co-operative principles and the evolution of the 'dismal science': The historical interaction between co-operative and mainstream economics. *Business History* **54**:6, 833-854. [[Crossref](#)]
339. Jochen Gläser. 2012. The Social Order of Open Source Software Production. *International Journal of Open Source Software and Processes* **4**:4, 1-15. [[Crossref](#)]
340. Kirsten Foss, Nicolai J. Foss, Phillip C. Nell. 2012. MNC organizational form and subsidiary motivation problems: Controlling intervention hazards in the network MNC. *Journal of International Management* **18**:3, 247-259. [[Crossref](#)]
341. Stefan Zagelmeyer, Paul J. Gollan. 2012. Exploring terra incognita: preliminary reflections on the impact of the global financial crisis upon human resource management. *The International Journal of Human Resource Management* **23**:16, 3287-3294. [[Crossref](#)]
342. Danielle Galliano, Nicolas Soulié. 2012. Organizational and Spatial Determinants of the Multi-unit Firm: Evidence from French Industry. *Regional Studies* **46**:7, 907-926. [[Crossref](#)]
343. Teppo Felin, Thorbjørn Knudsen. 2012. A Theory of Nascent Entrepreneurship and Organization. *Managerial and Decision Economics* **33**:5-6, 409-426. [[Crossref](#)]
344. ###, Sehee Oh. 2012. Rethinking of the Basic Assumptions of School Choice Policies: Utilizing the Perspective of Institutional Behavioral Economics. *The Journal of Korean Teacher Education* **29**:2, 101-121. [[Crossref](#)]
345. Thomas Donaldson. 2012. The Epistemic Fault Line in Corporate Governance. *Academy of Management Review* **37**:2, 256-271. [[Crossref](#)]
346. Markus Kitzmueller,, Jay Shimshack. 2012. Economic Perspectives on Corporate Social Responsibility. *Journal of Economic Literature* **50**:1, 51-84. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
347. BERNARD CHAVANCE. 2012. John Commons's organizational theory of institutions: a discussion. *Journal of Institutional Economics* **8**:1, 27-47. [[Crossref](#)]
348. Virgile Chassagnon. 2012. Nature et ontologie sociale de la firme. *Social Science Information* **51**:1, 70-95. [[Crossref](#)]
349. Jae Wook Yoo, Kwangsoo Kim. 2012. Board competence and the top management team's external ties for performance. *Journal of Management & Organization* **18**:2, 142-158. [[Crossref](#)]
350. Jae Wook Yoo, Kwangsoo Kim. 2012. Board Competence and the Top-Management-Team's External Ties for Performance. *Journal of Management & Organization* **1**, 244-281. [[Crossref](#)]

351. Rajen Akalu, Adriana Diaz Arias. 2012. Assessing the policy of spectrum trading in the UK. *info* 14:1, 36-54. [[Crossref](#)]
352. Raimund Hasse, Georg Krücken. Ökonomische Rationalität, Wettbewerb und Organisation. Eine wirtschaftssoziologische Perspektive 25-45. [[Crossref](#)]
353. Guido Candela, Paolo Figini. Production in Tourism 207-242. [[Crossref](#)]
354. Petri Mäntysaari. Economic Theories of the Firm 5-13. [[Crossref](#)]
355. Petri Mäntysaari. Theory of Commercial Law: Management-Based Commercial Law 39-55. [[Crossref](#)]
356. Daniel Palacios-Marqués. A Model to Determine the Effect of International Business Competences 219-229. [[Crossref](#)]
357. Klaus Heine. 2012. Inside the Black Box: Incentive Regulation and Incentive Channeling on Energy Markets. *SSRN Electronic Journal* 20. . [[Crossref](#)]
358. Carlos M. Fernández-Jardón. 2012. Emprendedurismo y capital intelectual (Entrepreneurship and Intellectual Capital). *SSRN Electronic Journal* . [[Crossref](#)]
359. Chukwunonye O Emenalo. 2012. Corporate governance systems as dynamic institutions: Towards a dynamic model of corporate governance systems. *African Journal of Business Ethics* 6:1, 39. [[Crossref](#)]
360. Petri Mäntysaari. Self-enforcing Governance Models 115-128. [[Crossref](#)]
361. J. Ramachandran, Anirvan Pant, Saroj Kumar Pani. 2012. Building the BoP Producer Ecosystem: The Evolving Engagement of F abindia with I ndian Handloom Artisans. *Journal of Product Innovation Management* 29:1, 33-51. [[Crossref](#)]
362. Bill Dunn. 2011. Value Theory in an Incomplete Capitalist System. *Review of Radical Political Economics* 43:4, 488-505. [[Crossref](#)]
363. ANDREJ CHRISTIAN LINDHOLST, PETER BOGETOFT. 2011. MANAGERIAL CHALLENGES IN PUBLIC SERVICE CONTRACTING: LESSONS IN GREEN-SPACE MANAGEMENT. *Public Administration* 89:3, 1036-1062. [[Crossref](#)]
364. Tarek Eldomiaty, Mohamed Behery, Chong Ju Choi, Omar A. Ramzy. 2011. Indices, firm identity and performance: implications from the European financial services. *European Business Review* 23:5, 524-544. [[Crossref](#)]
365. Catherine Jackson, Craig Watkins. 2011. Planning Policy and Retail Property Investment in the UK. *Urban Studies* 48:11, 2321-2338. [[Crossref](#)]
366. . Bibliography 271-285. [[Crossref](#)]
367. Todd R. Zenger, Teppo Felin, Lyda Bigelow. 2011. Theories of the Firm–Market Boundary. *The Academy of Management Annals* 5:1, 89-133. [[Crossref](#)]
368. Todd R. Zenger, Teppo Felin, Lyda Bigelow. 2011. Theories of the Firm–Market Boundary. *Academy of Management Annals* 5:1, 89-133. [[Crossref](#)]
369. Albert Banal-Estañol, Jo Seldeslachts. 2011. Merger Failures. *Journal of Economics & Management Strategy* 20:2, 589-624. [[Crossref](#)]
370. Karlos Artto, Iiro Kulvik, Jarno Poskela, Virpi Turkulainen. 2011. The integrative role of the project management office in the front end of innovation. *International Journal of Project Management* 29:4, 408-421. [[Crossref](#)]
371. Joeri M. Mol, Nachoem M. Wijnberg. 2011. From Resources to Value and Back: Competition Between and Within Organizations. *British Journal of Management* 22:1, 77-95. [[Crossref](#)]
372. Reinhard Pirker, Andreas Resch. Anmerkungen zur Theorie der Firma und Transaktionskostenökonomik im Sinne von Ronald H. Coase und Oliver E. Williamson 11-27. [[Crossref](#)]

373. Margit Osterloh, Bruno S. Frey, Hossam Zeitoun. Corporate Governance as an Institution to Overcome Social Dilemmas 49-73. [[Crossref](#)]
374. Paul J. Zak. 2011. The physiology of moral sentiments. *Journal of Economic Behavior & Organization* 77:1, 53-65. [[Crossref](#)]
375. Antonio Argandoña. From Action Theory to the Theory of the Firm 119-142. [[Crossref](#)]
376. Matt Bloom, Amy E. Colbert. An Integration and Extension of Intrinsic Motivation Theories: The Role of Core Affect 73-114. [[Crossref](#)]
377. Kirsten Foss, Nicolai J. Foss, Phillip C. Nell. 2011. MNC Organizational Form and Subsidiary Motivation Problems: Controlling Intervention Hazards in the Network MNC. *SSRN Electronic Journal* . [[Crossref](#)]
378. A. M. Marino, J. G. Matsusaka, J. Zbojnik. 2010. Disobedience and Authority. *Journal of Law, Economics, and Organization* 26:3, 427-459. [[Crossref](#)]
379. Abhijit Ramalingam, Michael T. Rauh. 2010. The Firm as a Socialization Device. *Management Science* 56:12, 2191-2206. [[Crossref](#)]
380. Güneş Murat Tezcür. 2010. When democratization radicalizes: The Kurdish nationalist movement in Turkey. *Journal of Peace Research* 47:6, 775-789. [[Crossref](#)]
381. Marco Novarese, Andrea Pozzali. 2010. Heterodox Economics and the Scientist's Role in Society. *The American Journal of Economics and Sociology* 69:5, 1614-1635. [[Crossref](#)]
382. 2010. Marion Fourcade Economists and Societies. Discipline and Profession in the United States, Britain, and France, 1890s to 1990s. Princeton and Cambridge, Princeton University Press, 2009. *Socio-Economic Review* 8:4, 747-764. [[Crossref](#)]
383. M. Audrey Korsgaard, Bruce M. Meglino, Sophia Soyoung Jeong. The role of motivational orientations in formal and informal control 222-248. [[Crossref](#)]
384. Antoinette Weibel. Managerial objectives of formal control: high motivation control mechanisms 434-462. [[Crossref](#)]
385. Erik Stam. 2010. Growth beyond Gibraltar: firm growth processes and strategies. *Small Business Economics* 35:2, 129-135. [[Crossref](#)]
386. Sheng-Wuu Joe. 2010. Assessing job self-efficacy and organizational commitment considering a mediating role of information asymmetry. *The Social Science Journal* 47:3, 541-559. [[Crossref](#)]
387. Carlos Eduardo Lobo e Silva, Geoffrey J. D Hewings. 2010. The locational implications of management and production fragmentation. *Estudos Econômicos (São Paulo)* 40:3, 515-533. [[Crossref](#)]
388. Sandra A. Vannoy, A. F. Salam. 2010. Managerial Interpretations of the Role of Information Systems in Competitive Actions and Firm Performance: A Grounded Theory Investigation. *Information Systems Research* 21:3, 496-515. [[Crossref](#)]
389. Gilles Crague, Danièle Guillemot. 2010. Structure fonctionnelle et frontière des entreprises. *Réseaux n° 162*:4, 129-164. [[Crossref](#)]
390. Benjamin Coriat, Olivier Weinstein. 2010. Les théories de la firme entre « contrats » et « compétences ». *Revue d'économie industrielle* :129-130, 57-86. [[Crossref](#)]
391. Luis Otávio Façanha, Marcelo Resende. 2010. Determinants of hierarchical structure in industrial firms: an empirical study. *Economics of Governance* 11:3, 295-308. [[Crossref](#)]
392. Stefano Fiori. 2010. Is H.A. Simon a theoretician of decentralized planning? A comparison with F.A. Hayek on planning, market, and organizations. *Constitutional Political Economy* 21:2, 145-170. [[Crossref](#)]
393. Dario Barbieri, Domenico Salvatore. 2010. Incentive power and authority types: towards a model of public service delivery. *International Review of Administrative Sciences* 76:2, 347-365. [[Crossref](#)]

394. Dario Barbieri, Domenico Salvatore. 2010. Le pouvoir d'incitation et les types d'autorité : vers un modèle de prestation de service public. *Revue Internationale des Sciences Administratives* Vol. 76:2, 373-393. [[Crossref](#)]
395. S. J. Cooke, A. J. Danylchuk, M. J. Kaiser, M. A. Rudd. 2010. Is there a need for a '100 questions exercise' to enhance fisheries and aquatic conservation, policy, management and research? Lessons from a global 100 questions exercise on conservation of biodiversity. *Journal of Fish Biology* 76:9, 2261-2286. [[Crossref](#)]
396. Paul Walker. 2010. THE (NON)THEORY OF THE KNOWLEDGE FIRM. *Scottish Journal of Political Economy* 57:1, 1-32. [[Crossref](#)]
397. Kent D. Miller, Shu-Jou Lin. 2010. Different Truths in Different Worlds. *Organization Science* 21:1, 97-114. [[Crossref](#)]
398. Brayden G. King, Teppo Felin, David A. Whetten. 2010. Perspective—Finding the Organization in Organizational Theory: A Meta-Theory of the Organization as a Social Actor. *Organization Science* 21:1, 290-305. [[Crossref](#)]
399. Scott Steele. 2010. An Organisational Discussion of Incomplete Contracting and Transaction Costs in Conservation Contracts. *Journal of Agricultural Economics* 61:1, 163-174. [[Crossref](#)]
400. Rajen Akalu. 2010. Why there have been so few spectrum trades in the UK: lessons for Europe. *info* 12:1, 10-17. [[Crossref](#)]
401. Ya. Kuzminov, M. Yudkevich. 2010. Beyond Market: Institutions of Governance in the Complex World (Nobel Memorial Prize in Economics 2009 - Oliver Williamson and Elinor Ostrom). *Voprosy Ekonomiki* :1, 82-98. [[Crossref](#)]
402. Klaus Semlinger. Effizienz und Autonomie in Zulieferungsnetzwerken – Zum strategischen Gehalt von Kooperation 29-74. [[Crossref](#)]
403. Joshua Farley. 2010. Conservation Through the Economics Lens. *Environmental Management* 45:1, 26-38. [[Crossref](#)]
404. Scott E. Masten. Williamson, Oliver E. (Born 1932) 1-10. [[Crossref](#)]
405. Geoff Desa. Social Entrepreneurship: Snapshots of a Research Field in Emergence 6-28. [[Crossref](#)]
406. Katharina Janus. Managing motivation among health care professionals 47-77. [[Crossref](#)]
407. Olivier F. Vilpoux, Eule José de Oliveira. 2010. Instituições informais e governanças em arranjos produtivos locais. *Revista de Economia Contemporânea* 14:1, 85-111. [[Crossref](#)]
408. Phanish Puranam, Murali Swamy. 2010. Expeditions without Maps: Why Faulty Initial Representations May Be Useful in Joint Discovery Problems. *SSRN Electronic Journal* . [[Crossref](#)]
409. Kannan Srikanth, Phanish Puranam. 2010. Coordination Within vs. Across Firm Boundaries. *SSRN Electronic Journal* . [[Crossref](#)]
410. Fernando Estrada. 2010. Economics and Rationality of Organizations: An Approach to the Work of Herbert A. Simon. *SSRN Electronic Journal* . [[Crossref](#)]
411. James Annable. 2010. Efficiency Wages and Policy Relevant Macroeconomics. *SSRN Electronic Journal* . [[Crossref](#)]
412. Antonio Argandoña. 2010. From Action Theory to the Theory of the Firm. *SSRN Electronic Journal* . [[Crossref](#)]
413. Chukwunonye O. Emenalo. 2010. Towards a Dynamic Model of Corporate Governance Systems: Corporate Governance Systems as Dynamic Institutions. *SSRN Electronic Journal* . [[Crossref](#)]
414. Peter Phillips, Julie Cotter. 2010. The technostructure gap the educational qualifications of executive and non-executive directors. *Corporate Ownership and Control* 7:4, 102-113. [[Crossref](#)]

415. Kirsti Nilsen. 2010. Economic theory as it applies to public sector information. *Annual Review of Information Science and Technology* 44:1, 419-489. [[Crossref](#)]
416. Scott R. Steele. 2009. Expanding the solution set: Organizational economics and agri-environmental policy. *Ecological Economics* 69:2, 398-405. [[Crossref](#)]
417. Véronique Saint-Ges, Marie-Claude Bélis-Bergouignan. 2009. Ways of reducing pesticides use in Bordeaux vineyards. *Journal of Cleaner Production* 17:18, 1644-1653. [[Crossref](#)]
418. Brian J. Loasby. 2009. Knowledge, coordination and the firm: Historical perspectives. *The European Journal of the History of Economic Thought* 16:4, 539-558. [[Crossref](#)]
419. Janet Y. Murray, Masaaki Kotabe, Stanford A. Westjohn. 2009. Global Sourcing Strategy and Performance of Knowledge-Intensive Business Services: A Two-Stage Strategic Fit Model. *Journal of International Marketing* 17:4, 90-105. [[Crossref](#)]
420. Joris J. Ebbers, Nachoem M. Wijnberg. 2009. Organizational Memory: From Expectations Memory to Procedural Memory. *British Journal of Management* 20:4, 478-490. [[Crossref](#)]
421. Mary A. O'Sullivan. What Opportunity Is Knocking? Regulating Corporate Governance in the United States 335-362. [[Crossref](#)]
422. Yung-Ray Chen, Chyan Yang, Sue-Ming Hsu, Yau-De Wang. 2009. Entry mode choice in China's regional distribution markets: Institution vs. transaction costs perspectives. *Industrial Marketing Management* 38:7, 702-713. [[Crossref](#)]
423. David Pastoriza, Miguel A. Ariño, Joan E. Ricart. 2009. Creating an Ethical Work Context: A Pathway to Generate Social Capital in the Firm. *Journal of Business Ethics* 88:3, 477-489. [[Crossref](#)]
424. Sanne Smeenk, Christine Teelken, Rob Eisinga, Hans Doorewaard. 2009. Managerialism, Organizational Commitment, and Quality of Job Performances among European University Employees. *Research in Higher Education* 50:6, 589-607. [[Crossref](#)]
425. Charles Bellemare, Bruce Shearer. 2009. Gift giving and worker productivity: Evidence from a firm-level experiment. *Games and Economic Behavior* 67:1, 233-244. [[Crossref](#)]
426. Huascar F. Pessali. 2009. Metaphors of Transaction Cost Economics. *Review of Social Economy* 67:3, 313-328. [[Crossref](#)]
427. Jörg Raab, Patrick Kenis. 2009. Heading Toward a Society of Networks. *Journal of Management Inquiry* 18:3, 198-210. [[Crossref](#)]
428. Carla C. J. M. Millar, Chong-Ju Choi, Philip Y. K. Cheng. 2009. Co-Evolution: Law and Institutions in International Ethics Research. *Journal of Business Ethics* 87:4, 455-462. [[Crossref](#)]
429. Joris J. Ebbers, Nachoem M. Wijnberg. 2009. Latent organizations in the film industry: Contracts, rewards and resources. *Human Relations* 62:7, 987-1009. [[Crossref](#)]
430. Philip A. Woods, Peter Gronn. 2009. Nurturing Democracy. *Educational Management Administration & Leadership* 37:4, 430-451. [[Crossref](#)]
431. Walter Bataglia, Dimária Silva E. Meirelles. 2009. Population Ecology and Evolutionary Economics: Toward an Integrative Model. *Management Research: Journal of the Iberoamerican Academy of Management* 7:2, 87-101. [[Crossref](#)]
432. Marie-Claude Bélis-Bergouignan, Véronique Saint-Ges. 2009. Quelle trajectoire environnementale pour la viticulture ? L'exemple du vignoble girondin. *Revue d'Économie Régionale & Urbaine* juillet:3, 491-516. [[Crossref](#)]
433. Ruth Blatt. 2009. Tough Love: How Communal Schemas and Contracting Practices Build Relational Capital in Entrepreneurial Teams. *Academy of Management Review* 34:3, 533-551. [[Crossref](#)]

434. Ferry Koster. 2009. Gestión del riesgo en un mundo que se globaliza: análisis empírico de las preferencias individuales en 26 países europeos. *Revista Internacional de Seguridad Social* 62:3, 85-106. [[Crossref](#)]
435. Ferry Koster. 2009. La gestion des risques à l'heure de la mondialisation: analyse pratique des préférences individuelles dans vingt-six pays européens. *Revue Internationale de Sécurité Sociale* 62:3, 85-106. [[Crossref](#)]
436. Ferry Koster. 2009. Risk management in a globalizing world: An empirical analysis of individual preferences in 26 European countries. *International Social Security Review* 62:3, 79-98. [[Crossref](#)]
437. Ferry Koster. 2009. Risikomanagement in einer sich globalisierenden Welt: Eine empirische Analyse individueller Präferenzen in 26 europäischen Ländern. *Internationale Revue für Soziale Sicherheit* 62:3, 87-108. [[Crossref](#)]
438. Markus Reitzig, Phanish Puranam. 2009. Value appropriation as an organizational capability: the case of IP protection through patents. *Strategic Management Journal* 30:7, 765-789. [[Crossref](#)]
439. Nicholas Kyriazis. 2009. Financing the Athenian state: public choice in the age of Demosthenes. *European Journal of Law and Economics* 27:2, 109-127. [[Crossref](#)]
440. DAVID GINDIS. 2009. From fictions and aggregates to real entities in the theory of the firm. *Journal of Institutional Economics* 5:01, 25. [[Crossref](#)]
441. Mie Augier, David J. Teece. 2009. Dynamic Capabilities and the Role of Managers in Business Strategy and Economic Performance. *Organization Science* 20:2, 410-421. [[Crossref](#)]
442. Joël Thomas Ravix. 16. Mieux comprendre l'organisation de l'industrie pour mieux comprendre la firme 333-348. [[Crossref](#)]
443. James Cox, Dennis Mahoney, Mike Smart. 2009. Port Botany's Landside: Market Pricing to Address Congestion. *Economic Papers: A journal of applied economics and policy* 28:1, 49-55. [[Crossref](#)]
444. Antoinette Weibel. Kooperation und Engagement in der Arbeit 31-66. [[Crossref](#)]
445. Markus Helfen. Soziale Netzwerke und Organisation 179-220. [[Crossref](#)]
446. Jean-Jacques Rosa, Julien Hanoteau. 2009. Why Information Technology Leads to Smaller Firms. *SSRN Electronic Journal* 40. . [[Crossref](#)]
447. Gaetano Martino, Paolo Polinori. 2009. Food Safety, Hybrid Structures and Preferences for Contractual Rules: Theory and Evidence from the Italian Poultry Sector. *SSRN Electronic Journal* . [[Crossref](#)]
448. Fernando R. Chaddad. 2009. Agency Theory, Potential for Operational Engineering and Buyout Activity. *SSRN Electronic Journal* 62. . [[Crossref](#)]
449. Chi-Hsin Wu, Chia-Ying Liu. 2008. The organizational goal and work effort: an efficiency wage model. *International Review of Economics* 55:4, 351-361. [[Crossref](#)]
450. Tord Andersson, Colin Haslam, Edward Lee, Nick Tsitsianis. 2008. Financialization directing strategy. *Accounting Forum* 32:4, 261-275. [[Crossref](#)]
451. Tobias Kretschmer, Phanish Puranam. 2008. Integration Through Incentives Within Differentiated Organizations. *Organization Science* 19:6, 860-875. [[Crossref](#)]
452. Sucheta Nadkarni, Pamela S. Barr. 2008. Environmental context, managerial cognition, and strategic action: an integrated view. *Strategic Management Journal* 29:13, 1395-1427. [[Crossref](#)]
453. Klaus Semlinger. 2008. Cooperation and competition in network governance: regional networks in a globalised economy. *Entrepreneurship & Regional Development* 20:6, 547-560. [[Crossref](#)]
454. René van den Brink, Pieter H. M. Ruys. 2008. Technology driven organizational structure of the firm. *Annals of Finance* 4:4, 481-503. [[Crossref](#)]

455. Christian Cordes, Peter J. Richerson, Richard McElreath, Pontus Strimling. 2008. A naturalistic approach to the theory of the firm: The role of cooperation and cultural evolution. *Journal of Economic Behavior & Organization* 68:1, 125-139. [[Crossref](#)]
456. Oliver E. Williamson. 2008. TRANSACTION COST ECONOMICS: THE PRECURSORS. *Economic Affairs* 28:3, 7-14. [[Crossref](#)]
457. Mie Augier, David J. Teece. 2008. Strategy as Evolution with Design: The Foundations of Dynamic Capabilities and the Role of Managers in the Economic System. *Organization Studies* 29:8-9, 1187-1208. [[Crossref](#)]
458. Neil Kay. 2008. Reappraising the Nature of the Firm: The Role and Influence of Lexical and Structural Ambiguity. *Organization Studies* 29:8-9, 1209-1226. [[Crossref](#)]
459. Egidio Luiz Furlanetto. 2008. Instituições e desenvolvimento econômico: a importância do capital social. *Revista de Sociologia e Política* 16:suppl, 55-67. [[Crossref](#)]
460. Annette Hurrelmann. 2008. Analysing agricultural land markets as organisations: An empirical study in Poland. *Journal of Economic Behavior & Organization* 67:1, 338-349. [[Crossref](#)]
461. Kent D. Miller. 2008. Simon and Polanyi on Rationality and Knowledge. *Organization Studies* 29:7, 933-955. [[Crossref](#)]
462. Claudio Wolter, Francisco M. Veloso. 2008. The Effects of Innovation on Vertical Structure: Perspectives on Transaction Costs and Competences. *Academy of Management Review* 33:3, 586-605. [[Crossref](#)]
463. Zhichang Zhu. 2008. Knowledge, knowing, knower: what is to be managed and does it matter?. *Knowledge Management Research & Practice* 6:2, 112-123. [[Crossref](#)]
464. Hedley Smyth. 2008. The credibility gap in stakeholder management: ethics and evidence of relationship management. *Construction Management and Economics* 26:6, 633-643. [[Crossref](#)]
465. Henry L. Tosi. 2008. Quo Vadis? Suggestions for future corporate governance research. *Journal of Management & Governance* 12:2, 153-169. [[Crossref](#)]
466. Preet S. Aulakh, F. Esra Gençtürk. 2008. Contract Formalization and Governance of Exporter-Importer Relationships. *Journal of Management Studies* 45:3, 457-479. [[Crossref](#)]
467. Christopher M. Scherperleel. 2008. The option-creating institution: a real options perspective on economic organization. *Strategic Management Journal* 29:5, 455-470. [[Crossref](#)]
468. Mie Augier, James G. March. 2008. Realism and comprehension in economics: A footnote to an exchange between Oliver E. Williamson and Herbert A. Simon. *Journal of Economic Behavior & Organization* 66:1, 95-105. [[Crossref](#)]
469. Nikolaos Triantafyllopoulos. 2008. Does Land Property Structure Affect Local Development Patterns? Evidence from a Greek Tourist Area. *Urban Studies* 45:4, 797-824. [[Crossref](#)]
470. David Pastoriza, Miguel A. Ariño, Joan E. Ricart. 2008. Ethical Managerial Behaviour as an Antecedent of Organizational Social Capital. *Journal of Business Ethics* 78:3, 329-341. [[Crossref](#)]
471. A. Abreu, L. M. Camarinha-Matos. 2008. On the role of value systems to promote the sustainability of collaborative environments. *International Journal of Production Research* 46:5, 1207-1229. [[Crossref](#)]
472. Brayden King. 2008. A Social Movement Perspective of Stakeholder Collective Action and Influence. *Business & Society* 47:1, 21-49. [[Crossref](#)]
473. Claude Ménard. A New Institutional Approach to Organization 281-318. [[Crossref](#)]
474. Oliver E. Williamson. Transaction Cost Economics 41-65. [[Crossref](#)]
475. Aaron S. Edlin, Joseph E. Stiglitz. Discouraging Rivals: Managerial Rent-Seeking and Economic Inefficiencies 609-620. [[Crossref](#)]

476. Eduardo da Motta e Albuquerque. 2008. Plano X mercado na história do pensamento econômico: quatro rodadas de um grande debate. *Estudos Econômicos (São Paulo)* 38:2, 373-395. [[Crossref](#)]
477. Kirsten Foss, Nicolai J. Foss. 2008. Managerial Authority When Knowledge is Distributed: A Knowledge Governance Perspective. *SSRN Electronic Journal* . [[Crossref](#)]
478. Oliver Baumann. 2008. Coordinating Search in Modular Systems: The Value of (Temporary) Integration. *SSRN Electronic Journal* . [[Crossref](#)]
479. Kirsten Foss, Nicolai J. Foss. 2008. Hayekian Knowledge Problems in Organizational Theory. *SSRN Electronic Journal* . [[Crossref](#)]
480. Antonio Argandoña. 2008. Consistency in Decision Making in Companies. *SSRN Electronic Journal* . [[Crossref](#)]
481. David Pastoriza, Miguel A. Ariño. 2008. When Agents Become Stewards: Introducing Learning in the Stewardship Theory. *SSRN Electronic Journal* . [[Crossref](#)]
482. Margit Osterloh, Bruno Frey. Performance measurement – emerging issues and enduring questions 431-432. [[Crossref](#)]
483. Rob Austin, Jody Hoffer Gittell. Anomalies of measurement: when it works, but should not 449-476. [[Crossref](#)]
484. Kirsten Foss, Nicolai J. Foss, Peter G. Klein. 2007. Original and Derived Judgment: An Entrepreneurial Theory of Economic Organization. *Organization Studies* 28:12, 1893-1912. [[Crossref](#)]
485. Arnold Picot, Oliver Baumann. 2007. Modularität in der verteilten Entwicklung komplexer Systeme: Chancen, Grenzen, Implikationen. *Journal für Betriebswirtschaft* 57:3-4, 221-246. [[Crossref](#)]
486. Brian J. Loasby. 2007. The Ubiquity of Organization. *Organization Studies* 28:11, 1729-1759. [[Crossref](#)]
487. Clive Smallman. 2007. The process of governance: through a practice lens. *Managerial Law* 49:5/6, 236-248. [[Crossref](#)]
488. John B. Davis, Robert McMaster. 2007. The Individual in Mainstream Health Economics: A Case of Persona Non-grata. *Health Care Analysis* 15:3, 195-210. [[Crossref](#)]
489. Bradley D. Parrish. 2007. Designing the sustainable enterprise. *Futures* 39:7, 846-860. [[Crossref](#)]
490. Vincent K. Chong, Ian R.C. Eggleton. 2007. The impact of reliance on incentive-based compensation schemes, information asymmetry and organisational commitment on managerial performance. *Management Accounting Research* 18:3, 312-342. [[Crossref](#)]
491. Christian Cordes. 2007. The Role of “Instincts” in the Development of Corporate Cultures. *Journal of Economic Issues* 41:3, 747-764. [[Crossref](#)]
492. Craig Mackenzie. 2007. Boards, Incentives and Corporate Social Responsibility: the case for a change of emphasis. *Corporate Governance: An International Review* 15:5, 935-943. [[Crossref](#)]
493. Kevin Amess, Sarah Brown, Steve Thompson. 2007. MANAGEMENT BUYOUTS, SUPERVISION AND EMPLOYEE DISCRETION. *Scottish Journal of Political Economy* 54:4, 447-474. [[Crossref](#)]
494. Gary Charness, Luca Rigotti, Aldo Rustichini. 2007. Individual Behavior and Group Membership. *American Economic Review* 97:4, 1340-1352. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
495. Mie Augier, David J. Teece. 2007. Dynamic capabilities and multinational enterprise: Penrosean insights and omissions. *Management International Review* 47:2, 175-192. [[Crossref](#)]
496. Alexander J.S. Colvin, Wendy R. Boswell. 2007. The problem of action and interest alignment: Beyond job requirements and incentive compensation. *Human Resource Management Review* 17:1, 38-51. [[Crossref](#)]
497. Aaron M. Anvuur, Mohan M. Kumaraswamy. 2007. Conceptual Model of Partnering and Alliancing. *Journal of Construction Engineering and Management* 133:3, 225-234. [[Crossref](#)]

498. JC Spender. 2007. Management as a Regulated Profession. *Journal of Management Inquiry* 16:1, 32-42. [[Crossref](#)]
499. Bruce M. Meglino, M. Audrey Korsgaard. 2007. The Role of Other Orientation in Reactions to Job Characteristics. *Journal of Management* 33:1, 57-83. [[Crossref](#)]
500. Rachel Bocquet. Firm and Industrial Organization Frontiers: An Empirical Model of Inter-firm Network in the Winter Sports Industry 313-341. [[Crossref](#)]
501. Margit Osterloh. 2007. Psychologische Ökonomik: Integration statt Konfrontation. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 59:S56, 82-111. [[Crossref](#)]
502. Simon Gervais, Itay Goldstein. 2007. The Positive Effects of Biased Self-Perceptions in Firms*. *Review of Finance* 11:3, 453-496. [[Crossref](#)]
503. Bala Iyer, Chi-hyon Lee, David Dreyfus. Competing in the Era of Emergent Architecture: The Case of Packaged Software Industry 209b-209b. [[Crossref](#)]
504. Asaf Darr. 2007. The Mutual Weaving of Obligation Networks in Mass Industrial Markets. *Current Sociology* 55:1, 41-58. [[Crossref](#)]
505. Nicolai J. Foss, Peter G. Klein. 2007. Organizational Governance. *SSRN Electronic Journal* 39. . [[Crossref](#)]
506. James Annable. 2007. The Rational Worker Theory. *SSRN Electronic Journal* 41. . [[Crossref](#)]
507. Jordan Otten. 2007. Theories on Executive Pay: A Literature Overview and Critical Assessment. *SSRN Electronic Journal* 13. . [[Crossref](#)]
508. Markus G. Reitzig, Phanish Puranam. 2007. Value Appropriation as an Organizational Capability: The Case of Ip Protection Through Patents. *SSRN Electronic Journal* . [[Crossref](#)]
509. Simon Gervais, Itay Goldstein. 2007. The Positive Effects of Biased Self-Perceptions in Firms. *SSRN Electronic Journal* . [[Crossref](#)]
510. Charles Bellemare, Bruce Shearer. 2007. Gift Exchange within a Firm: Evidence from a Field Experiment. *SSRN Electronic Journal* . [[Crossref](#)]
511. Michael Prietula, Daniel G. Conway. 2007. The Evolution of Metanorms: Reproduction, Extension, and Insight. *SSRN Electronic Journal* . [[Crossref](#)]
512. Patrícia Saltorato. 2007. Brazilian electric sector corporate governance: institutional investors control versus managers movements. *Corporate Ownership and Control* 5:1, 270-281. [[Crossref](#)]
513. Jochen Gläser. The Social Order of Open Source Software Production 168-182. [[Crossref](#)]
514. George Hendrikse, Ruud Smit, Mark de la Vieter. Orientation in Diversification Behavior of Cooperatives: An Agent-Based Approach 421-435. [[Crossref](#)]
515. K. Foss, Nicolai J. Foss. 2006. The limits to designed orders: Authority under “distributed knowledge” conditions. *The Review of Austrian Economics* 19:4, 261-274. [[Crossref](#)]
516. Benoît Ekoka Essoua. 2006. Cohérence logique entre le modèle stratégique-opérationnel en contrôle de gestion et la théorie de la firme-compétence foncière des économistes évolutionnistes : une lecture historique. *Comptabilité Contrôle Audit* **Tome 12**:3, 139-161. [[Crossref](#)]
517. Michael J. Ashworth, Kathleen M. Carley. 2006. Can tools help unify organization theory? Perspectives on the state of computational modeling. *Computational and Mathematical Organization Theory* 13:1, 89-111. [[Crossref](#)]
518. Marianna Succurro. 2006. An economic analysis of contracts signed between tour operators and travel agents. *European Journal of Law and Economics* 22:3, 199-218. [[Crossref](#)]
519. Wendy R. Boswell, John B. Bingham, Alexander J.S. Colvin. 2006. Aligning employees through “line of sight”. *Business Horizons* 49:6, 499-509. [[Crossref](#)]

520. Marc Day, Scott Lichtenstein. 2006. Strategic supply management: The relationship between supply management practices, strategic orientation and their impact on organisational performance. *Journal of Purchasing and Supply Management* 12:6, 313-321. [[Crossref](#)]
521. Eric W. K. Tsang. 2006. Behavioral assumptions and theory development: the case of transaction cost economics. *Strategic Management Journal* 27:11, 999-1011. [[Crossref](#)]
522. Christophe Ramaux. 2006. Flexicurité : quels enjeux théoriques ?. *Économie et Institutions* :9, 11-34. [[Crossref](#)]
523. Graham Sewell, James R. Barker. 2006. Coercion Versus Care: Using Irony to Make Sense of Organizational Surveillance. *Academy of Management Review* 31:4, 934-961. [[Crossref](#)]
524. Wendy Boswell. 2006. Aligning employees with the organization's strategic objectives: out of 'line of sight', out of mind. *The International Journal of Human Resource Management* 17:9, 1489-1511. [[Crossref](#)]
525. Kirsten Foss, Nicolai J. Foss, Xosé H. Vázquez. 2006. 'Tying the manager's hands': constraining opportunistic managerial intervention. *Cambridge Journal of Economics* 30:5, 797-818. [[Crossref](#)]
526. Anne Carbonnel, Karine Roux. 2006. L'engagement, un statut positif pour l'erreur dans l'apprentissage du management. *Revue internationale de psychosociologie* Vol. XII:28, 39-55. [[Crossref](#)]
527. Jarmo Vakkuri, Pentti Meklin. 2006. Ambiguity in Performance Measurement: A Theoretical Approach to Organisational Uses of Performance Measurement. *Financial Accountability & Management* 22:3, 235-250. [[Crossref](#)]
528. Michael Rowlinson, Steve Toms, John Wilson. 2006. Legitimacy and the capitalist corporation: Cross-cutting perspectives on ownership and control. *Critical Perspectives on Accounting* 17:5, 681-702. [[Crossref](#)]
529. A. I. Kuzovkin. 2006. Traps for the American and world economies. Apropos the Russian translation of Joseph E. Stiglitz's *The Roaring Nineties. Seeds of Destruction* (Sovremennaya ekonomika i pravo, Moscow, 2005). *Studies on Russian Economic Development* 17:4, 377-383. [[Crossref](#)]
530. Nancy Folbre. 2006. Rethinking the Child Care Sector. *Community Development* 37:2, 38-52. [[Crossref](#)]
531. Marco A. Castaneda. 2006. Organization of production in a competitive economy. *International Journal of Economic Theory* 2:2, 159-170. [[Crossref](#)]
532. Alessandro Lomi, Philippa Pattison. 2006. Manufacturing Relations: An Empirical Study of the Organization of Production Across Multiple Networks. *Organization Science* 17:3, 313-332. [[Crossref](#)]
533. Aimao Zhang. 2006. Transaction governance structure: Theories, empirical studies, and instrument design. *International Journal of Commerce and Management* 16:2, 59-85. [[Crossref](#)]
534. Marvin L. Bouillon, Gary D. Ferrier, Martin T. Stuebs, Timothy D. West. 2006. The economic benefit of goal congruence and implications for management control systems. *Journal of Accounting and Public Policy* 25:3, 265-298. [[Crossref](#)]
535. Ed Vosselman, Jeltje van der Meer-Kooistra. 2006. Efficiency seeking behaviour in changing management control in interfirm transactional relationships. *Journal of Accounting & Organizational Change* 2:2, 123-143. [[Crossref](#)]
536. Jacques Sapir. 2006. What should the inflation rate be? (On the importance of a long-standing discussion for defining today's development strategy for Russia). *Studies on Russian Economic Development* 17:3, 240-247. [[Crossref](#)]
537. Insa Muth, Stefan Süß. 2006. Homogenisierung der anreizbezogenen Managementforschung?. *Zeitschrift für Management* 1:2, 168-199. [[Crossref](#)]

538. Mie Augier, David J. Teece. 2006. Understanding complex organization: the role of know-how, internal structure, and human behavior in the evolution of capabilities1. *Industrial and Corporate Change* 15:2, 395-416. [[Crossref](#)]
539. Abdelillah Hamdouch, Frank Moulaert. 2006. KNOWLEDGE INFRASTRUCTURE, INNOVATION DYNAMICS, AND KNOWLEDGE CREATION/DIFFUSION/ACCUMULATION PROCESSES. *Innovation: The European Journal of Social Science Research* 19:1, 25-50. [[Crossref](#)]
540. Wai Fung Lam. 2006. Designing institutions for irrigation management. *Property Management* 24:2, 162-178. [[Crossref](#)]
541. Maria Alessandra Rossi. Decoding the Free/Open Source Software Puzzle 15-55. [[Crossref](#)]
542. Serge-Christophe Kolm. Chapter 6 Reciprocity: Its Scope, Rationales, and Consequences 371-541. [[Crossref](#)]
543. Geoffrey B. Sprinkle, Michael G. Williamson. Experimental Research in Managerial Accounting 415-444. [[Crossref](#)]
544. Marco Lamieri. 2006. Capturing Complexity Through Agent-Based Models and the Quest for the Enterprise. *SSRN Electronic Journal* . [[Crossref](#)]
545. Gary Charness, Luca Rigotti, Aldo Rustichini. 2006. Individual Behavior and Group Membership. *SSRN Electronic Journal* . [[Crossref](#)]
546. Li Ma, Judi McLean Parks, Daniel G. Gallagher, Mark McDonald, Sammy Showail, Rachel Campagna. 2006. Being the Same and Being the Different Simultaneously: Identifying (or not) with the Organization. *SSRN Electronic Journal* . [[Crossref](#)]
547. John G. Matsusaka, Anthony M. Marino, Jan Zabojsnik. 2006. Disobedience and Authority. *SSRN Electronic Journal* . [[Crossref](#)]
548. Nicolai J. Foss, Peter G. Klein. 2006. The Emergence of the Modern Theory of the Firm. *SSRN Electronic Journal* . [[Crossref](#)]
549. Bernard Baudry. 6. L'impact des nouvelles relations de quasi-intégration sur la gestion de l'emploi des fournisseurs : la question des frontières de la firme 121-146. [[Crossref](#)]
550. Geoffrey M. Hodgson. 2005. Knowledge at work: Some neoliberal anachronisms. *Review of Social Economy* 63:4, 547-565. [[Crossref](#)]
551. J.-C. Spender. 2005. Speaking about management education. *Management Decision* 43:10, 1282-1292. [[Crossref](#)]
552. Freek Vermeulen. 2005. On Rigor and Relevance: Fostering Dialectic Progress in Management Research. *Academy of Management Journal* 48:6, 978-982. [[Crossref](#)]
553. Michael Steiner. 2005. Decline and Rise of Clusters?. *Économie et Institutions* :6-7, 129-152. [[Crossref](#)]
554. Damian Grimshaw, Jill Rubery. 2005. Inter-capital relations and the network organisation: redefining the work and employment nexus. *Cambridge Journal of Economics* 29:6, 1027-1051. [[Crossref](#)]
555. Benoit A. Aubert, Michel Patry, Suzanne Rivard. 2005. A framework for information technology outsourcing risk management. *ACM SIGMIS Database: the DATABASE for Advances in Information Systems* 36:4, 9-28. [[Crossref](#)]
556. WAI FUNG LAM. 2005. Coordinating the Government Bureaucracy in Hong Kong: An Institutional Analysis. *Governance* 18:4, 633-654. [[Crossref](#)]
557. Morris Altman. 2005. Behavioral Economics, Power, Rational Inefficiencies, Fuzzy Sets, and Public Policy. *Journal of Economic Issues* 39:3, 683-706. [[Crossref](#)]
558. David Ellerman. 2005. The two institutional logics: exit-oriented versus commitment-oriented institutional designs. *International Economic Journal* 19:2, 147-168. [[Crossref](#)]

559. Abdelillah Hamdouch. 2005. ÉMERGENCE ET LÉGITIMITÉ DES INSTITUTIONS, COORDINATION ÉCONOMIQUE ET NATURE DE LA RATIONALITÉ DES AGENTS. *Innovation: The European Journal of Social Science Research* 18:2, 227-259. [[Crossref](#)]
560. Herbert A. Simon. Darwinism, altruism and economics 87-104. [[Crossref](#)]
561. Ranjay Gulati, Paul R. Lawrence, Phanish Puranam. 2005. Adaptation in vertical relationships: beyond incentive conflict. *Strategic Management Journal* 26:5, 415-440. [[Crossref](#)]
562. Michael Dietrich, Donna Rowen. 2005. Ethical Principles and Economic Analysis. *Journal of Interdisciplinary Economics* 16:3, 247-269. [[Crossref](#)]
563. Bruno S. Frey, Margit Osterloh. 2005. Yes, Managers Should Be Paid Like Bureaucrats. *Journal of Management Inquiry* 14:1, 96-111. [[Crossref](#)]
564. Christian Bräuer. Bibliographie 375-415. [[Crossref](#)]
565. Jochen Koch. Markt und Organisation? — Eine Dekonstruktion Zum Verhältnis von Transaktionskostenansatz und Organisationsforschung jenseits von Opportunismusbehauptung und Opportunismusvorwurf 185-227. [[Crossref](#)]
566. Jetta Frost. Literaturverzeichnis 387-458. [[Crossref](#)]
567. Keith Ward, Cliff Bowman, Andrew Kakabadse. Theoretical underpinnings 250-280. [[Crossref](#)]
568. Chong Ju Choi. Knowledge Resources in Korea: Understanding Korea's Business System and Capitalism 51-67. [[Crossref](#)]
569. Klaus Backhaus, Katrin Muehlfeld. 2005. Strategy dynamics in industrial marketing: a business types perspective. *Management Decision* 43:1, 38-55. [[Crossref](#)]
570. Louis Haddad. 2005. Towards the integration of ethics and economic development: An institutional approach. *International Journal of Development Issues* 4:1, 1-23. [[Crossref](#)]
571. Douglas E. Stevens, Alex Thevaranjan. 2005. Is there Room Within Principal-Agent Theory for Ethics?. *SSRN Electronic Journal* . [[Crossref](#)]
572. Yuri Biondi. 2005. The Firm as an Entity: Management, Organization, Accounting. *SSRN Electronic Journal* . [[Crossref](#)]
573. René van den Brink, Pieter H. M. Ruys. 2005. Technological Change, Wages and Firm Size. *SSRN Electronic Journal* . [[Crossref](#)]
574. Peter Holdt Christensen. 2005. Facilitating Knowledge Sharing: A Conceptual Framework. *SSRN Electronic Journal* . [[Crossref](#)]
575. Kirsten Foss, Nicolai J. Foss. 2005. Hands Off! How Organizational Design Can Make Delegation Credible. *SSRN Electronic Journal* . [[Crossref](#)]
576. R. Lynn Hannan. 2005. The Combined Effect of Wages and Firm Profit on Employee Effort. *The Accounting Review* 80:1, 167-188. [[Crossref](#)]
577. Eswaran Subrahmanian, Sarosh N. Talukdar. 2004. Engineering of markets and artifacts. *Electronic Commerce Research and Applications* 3:4, 369-380. [[Crossref](#)]
578. Robin Holt. 2004. Fear Prudence: Hobbes and Williamson on the Morality of Contracting. *Journal of Economic Issues* 38:4, 1021-1036. [[Crossref](#)]
579. CARLA C. J. M. MILLAR, CHONG JU CHOI, STEPHEN CHEN. 2004. Global Strategic Partnerships between MNEs and NGOs: Drivers of Change and Ethical Issues. *Business and Society Review* 109:4, 395-414. [[Crossref](#)]
580. Alina Daniłowska. 2004. Przedsiębiorstwo w nowej ekonomii instytucjonalnej. *Zeszyty Naukowe SGGW - Ekonomika i Organizacja Gospodarki Żywnościowej* :54, 23-33. [[Crossref](#)]

581. Hongxin Zhao, Yadong Luo, Taewon Suh. 2004. Transaction cost determinants and ownership-based entry mode choice: a meta-analytical review. *Journal of International Business Studies* 35:6, 524-544. [[Crossref](#)]
582. Jill Rubery, Carilyn Carroll, Fang Lee Cooke, Irena Grugulis, Jill Earnshaw. 2004. Human Resource Management and the Permeable Organization: The Case of the Multi-Client Call Centre*. *Journal of Management Studies* 41:7, 1199-1222. [[Crossref](#)]
583. Pete W. Moore. Doing Business in the Middle East . [[Crossref](#)]
584. Nachoem M. Wijnberg. 2004. Innovation and Organization: Value and Competition in Selection Systems. *Organization Studies* 25:8, 1413-1433. [[Crossref](#)]
585. K. P. Anagnostopoulos. 2004. Project management: Epistemological issues and standardization of knowledge. *Operational Research* 4:3, 249-260. [[Crossref](#)]
586. Benoit A. Aubert, Suzanne Rivard, Michel Patry. 2004. A transaction cost model of IT outsourcing. *Information & Management* 41:7, 921-932. [[Crossref](#)]
587. Jack Glen, Ajit Singh. 2004. Comparing capital structures and rates of return in developed and emerging markets. *Emerging Markets Review* 5:2, 161-192. [[Crossref](#)]
588. Mie Augier, Saras D. Sarasvathy. 2004. Integrating Evolution, Cognition and Design: Extending Simonian Perspectives to Strategic Organization. *Strategic Organization* 2:2, 169-204. [[Crossref](#)]
589. Joseph E. Stiglitz. 2004. Information and the Change in the Paradigm in Economics, Part 2. *The American Economist* 48:1, 17-49. [[Crossref](#)]
590. Steve Sawyer, Kevin Crowston. Information Systems in Organizations and Society: Speculating on the Next 25 Years of Research 35-52. [[Crossref](#)]
591. David Ellerman. 2004. The Two Institutional Logics: Exit-Oriented Versus Commitment-Oriented Institutional Designs. *SSRN Electronic Journal* . [[Crossref](#)]
592. J. M. Rosanas. 2004. Bounded Rationality, Value Systems and Time-inconsistency of Preferences as Rational Foundations for the Concept of Trust. *SSRN Electronic Journal* . [[Crossref](#)]
593. Mickael Bech. 2003. Politicians' and hospital managers' trade-offs in the choice of reimbursement scheme: a discrete choice experiment. *Health Policy* 66:3, 261-275. [[Crossref](#)]
594. Luitzen de Boer, Elsebeth Holmen, Corina Pop-Sitar. 2003. Purchasing as an organizational design problem: the case of non-product-related items and services. *Management Decision* 41:9, 911-922. [[Crossref](#)]
595. John Weeks, Charles Galunic. 2003. A Theory of the Cultural Evolution of the Firm: The Intra-Organizational Ecology of Memes. *Organization Studies* 24:8, 1309-1352. [[Crossref](#)]
596. Benoit A. Aubert, Barbara L. Kelsey. 2003. Further Understanding of Trust and Performance in Virtual Teams. *Small Group Research* 34:5, 575-618. [[Crossref](#)]
597. Jan B. Heide. 2003. Plural Governance in Industrial Purchasing. *Journal of Marketing* 67:4, 18-29. [[Crossref](#)]
598. B. Chavance. 2003. Organizations, Institutions, Systems: Types and Levels of Rules. *Voprosy Ekonomiki* :6, 4-21. [[Crossref](#)]
599. Paul N. Wilson, Gary D. Thompson. 2003. Time Integration: Agribusiness Structure for Competitive Advantage. *Review of Agricultural Economics* 25:1, 30-43. [[Crossref](#)]
600. J. Kapás. 2003. An attempt to create a multidimensional theory of the firm: Taking a generalised perspective. *Acta Oeconomica* 53:2, 145-173. [[Crossref](#)]
601. Jill Rubery, Fang Lee Cooke, Jill Earnshaw, Mick Marchington. 2003. Inter-organizational Relations and Employment in a Multi-employer Environment. *British Journal of Industrial Relations* 41:2, 265-289. [[Crossref](#)]

602. Thorbjørn Knudsen. 2003. Simon's selection theory: Why docility evolves to breed successful altruism. *Journal of Economic Psychology* 24:2, 229-244. [[Crossref](#)]
603. Nicolai J. Foss. 2003. Bounded rationality in the economics of organization: "Much cited and little used". *Journal of Economic Psychology* 24:2, 245-264. [[Crossref](#)]
604. Valérie Barbier, Pierre Frois, Pierre Le Masne. 2003. Service public local et développement durable. *Revue d'Économie Régionale & Urbaine* avril:2, 317-338. [[Crossref](#)]
605. Geoffrey B Sprinkle. 2003. Perspectives on experimental research in managerial accounting. *Accounting, Organizations and Society* 28:2-3, 287-318. [[Crossref](#)]
606. Elliot Rabinovich, Joseph P. Bailey, Craig R. Carter. 2003. A Transaction-Efficiency Analysis of an Internet Retailing Supply Chain in the Music CD Industry*. *Decision Sciences* 34:1, 131-172. [[Crossref](#)]
607. Stergios Skaperdas. The political economy of organized crime: providing protection when the state does not 163-192. [[Crossref](#)]
608. Michael J. Mol. 2003. Purchasing's strategic relevance. *Journal of Purchasing and Supply Management* 9:1, 43-50. [[Crossref](#)]
609. Margit Osterloh, Bruno S. Frey. 2003. Corporate Governance for Crooks? The Case for Corporate Virtue. *SSRN Electronic Journal* . [[Crossref](#)]
610. Bernard Baudry, Bruno Tinel. 2003. Une analyse théorique des fondements et du fonctionnement de la relation d'autorité intrafirme. *Revue économique* 54:2, 229. [[Crossref](#)]
611. Joseph E. Stiglitz. 2002. New perspectives on public finance: recent achievements and future challenges. *Journal of Public Economics* 86:3, 341-360. [[Crossref](#)]
612. Laure Bazzoli, Véronique Dutraive. 2002. L'entreprise comme organisation et comme institution. *Économie et Institutions* :1, 5-46. [[Crossref](#)]
613. Mie Augier, James G. March. 2002. A model scholar: Herbert A. Simon (1916-2001). *Journal of Economic Behavior & Organization* 49:1, 1-17. [[Crossref](#)]
614. Oliver E. Williamson. 2002. The Theory of the Firm as Governance Structure: From Choice to Contract. *Journal of Economic Perspectives* 16:3, 171-195. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
615. Peter Gronn. 2002. Distributed leadership as a unit of analysis. *The Leadership Quarterly* 13:4, 423-451. [[Crossref](#)]
616. MARIA CRISTINA CACCIAMALI. 2002. Princípios e direitos fundamentais no trabalho na América Latina. *São Paulo em Perspectiva* 16:2, 64-75. [[Crossref](#)]
617. Anoop Madhok. 2002. Reassessing the fundamentals and beyond: Ronald Coase, the transaction cost and resource-based theories of the firm and the institutional structure of production. *Strategic Management Journal* 23:6, 535-550. [[Crossref](#)]
618. Joseph E. Stiglitz. 2002. Information and the Change in the Paradigm in Economics. *American Economic Review* 92:3, 460-501. [[Citation](#)] [[View PDF article](#)] [[PDF with links](#)]
619. Scott E. Masten. 2002. Modern Evidence on the Firm. *American Economic Review* 92:2, 428-432. [[Citation](#)] [[View PDF article](#)] [[PDF with links](#)]
620. Nicolai J. Foss. 2002. 'Coase vs Hayek': Economic Organization and the Knowledge Economy. *International Journal of the Economics of Business* 9:1, 9-35. [[Crossref](#)]
621. Simon Gächter, Armin Falk. Work Motivation, Institutions, and Performance 351-372. [[Crossref](#)]
622. Rainer Schwarz. Entwicklungslinien der Controllingforschung 3-19. [[Crossref](#)]
623. Benoit A. Aubert, Michel Patry, Suzanne Rivard. Managing IT Outsourcing Risk: Lessons Learned 155-176. [[Crossref](#)]

624. Rainer Bartel. Anreizmechanismen für eine effiziente Finanzkontrolle 184-207. [[Crossref](#)]
625. Peter Gronn. Distributed Leadership 653-696. [[Crossref](#)]
626. Daniel C. Bello, Talai Osmonbekov, Frank Tian Xie, David I. Gilliland. 2002. e-Business Technological Innovations. *Journal of Marketing Channels* 9:3-4, 3-25. [[Crossref](#)]
627. Daniel Ferreira. 2002. Group Loyalty and Incentive Pay. *SSRN Electronic Journal* . [[Crossref](#)]
628. Joel P. Trachtman. 2002. Institutional Linkage: Transcending "Trade and ...". *American Journal of International Law* 96:1, 77-93. [[Crossref](#)]
629. John Hendry. 2002. The Principal's Other Problems: Honest Incompetence and the Specification of Objectives. *Academy of Management Review* 27:1, 98-113. [[Crossref](#)]
630. Nicolai J. Foss. 2001. Misesian ownership and coasian authority in hayekian settings: The case of the knowledge economy. *The Quarterly Journal of Austrian Economics* 4:4, 3-24. [[Crossref](#)]
631. Roberto Weber, Colin Camerer, Yuval Rottenstreich, Marc Knez. 2001. The Illusion of Leadership: Misattribution of Cause in Coordination Games. *Organization Science* 12:5, 582-598. [[Crossref](#)]
632. Esther-Mirjam Sent. 2001. Sent Simulating Simon Simulating Scientists. *Studies in History and Philosophy of Science Part A* 32:3, 479-500. [[Crossref](#)]
633. Herbert Simon. 2001. On simulating Simon: His monomania, and its sources in bounded rationality. *Studies in History and Philosophy of Science Part A* 32:3, 501-505. [[Crossref](#)]
634. Charles Zech. 2001. An agency analysis of church-pastor relations. *Managerial and Decision Economics* 22:6, 327-332. [[Crossref](#)]
635. 2001. Techscope. *Knowledge, Technology & Policy* 14:2, 8-19. [[Crossref](#)]
636. Eirik G Furubotn. 2001. The new institutional economics and the theory of the firm. *Journal of Economic Behavior & Organization* 45:2, 133-153. [[Crossref](#)]
637. Mie Augier. 2001. Sublime Simon: The consistent vision of economic psychology's Nobel laureate. *Journal of Economic Psychology* 22:3, 307-334. [[Crossref](#)]
638. Robert D. Austin. 2001. The Effects of Time Pressure on Quality in Software Development: An Agency Model. *Information Systems Research* 12:2, 195-207. [[Crossref](#)]
639. Brian S. Klaas, John A. McClendon, Thomas W. Gainey. 2001. Outsourcing HR: The Impact of Organizational Characteristics. *Human Resource Management* 40:2, 125-138. [[Crossref](#)]
640. Florian Bieberbach. Literaturverzeichnis 175-192. [[Crossref](#)]
641. Günther Ortman, Marco Zimmer. Strategisches Management, Recht und Politik 301-349. [[Crossref](#)]
642. Marco Zimmer. Rekursive Regulation zur Sicherung organisationaler Autonomie 351-376. [[Crossref](#)]
643. Michael J. Prietula, Kathleen M. Carley. Boundedly Rational and Emotional Agents Cooperation, Trust and Rumor 169-193. [[Crossref](#)]
644. O.E. Williamson. Hierarchies and Markets 6690-6693. [[Crossref](#)]
645. Mehrdad Vahabi. 2001. The Soft Budget Constraint: A Theoretical Clarification. *Recherches économiques de Louvain* 67:2, 157-195. [[Crossref](#)]
646. Rodolfo Apreda. 2001. The Brokerage of Asymmetric Information. *SSRN Electronic Journal* 59. . [[Crossref](#)]
647. Oliver E. Williamson. 2001. Why Law, Economics, and Organization?. *SSRN Electronic Journal* . [[Crossref](#)]
648. Simon Gächter, Armin Falk. 2001. Work Motivation, Institutions, and Performance. *SSRN Electronic Journal* . [[Crossref](#)]
649. Eckehard F. Rosenbaum. 2000. What is a Market? On the Methodology of a Contested Concept. *Review of Social Economy* 58:4, 455-482. [[Crossref](#)]

650. Mie Augier. 2000. Models of Herbert A. Simon. *Perspectives on Science* 8:4, 407-443. [[Crossref](#)]
651. Javier González-Benito, Isabel Suárez-González, Martin Spring. 2000. Complementarities between JIT purchasing practices: An economic analysis based on transaction costs. *International Journal of Production Economics* 67:3, 279-293. [[Crossref](#)]
652. Ernst Fehr,, Simon Gächter,. 2000. Fairness and Retaliation: The Economics of Reciprocity. *Journal of Economic Perspectives* 14:3, 159-182. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
653. Geoffrey B. Sprinkle. 2000. The Effect of Incentive Contracts on Learning and Performance. *The Accounting Review* 75:3, 299-326. [[Crossref](#)]
654. Volker Kunz. 2000. Kulturelle Variablen, organisatorische Netzwerke und demokratische Staatsstrukturen als Determinanten der wirtschaftlichen Entwicklung im internationalen Vergleich. *KZfSS Kölner Zeitschrift für Soziologie und Sozialpsychologie* 52:2, 195-225. [[Crossref](#)]
655. Paul L. Koopman, Frank A. Heller, Magdolna Adorján, Károly Balaton, Béla Galgóczi, Csaba Makó, Ferenc Ternovsky. 2000. Decision-making and human factors in the context of privatization and transformation. *Social Science Information* 39:2, 289-316. [[Crossref](#)]
656. Jason D. Shaw, Nina Gupta, John E. Delery. 2000. Empirical organizational-level examinations of agency and collaborative predictions of performance-contingent compensation. *Strategic Management Journal* 21:5, 611-623. [[Crossref](#)]
657. Gary Charness, David I. Levine. 2000. When are Layoffs Acceptable? Evidence from a Quasi-Experiment. *ILR Review* 53:3, 381-400. [[Crossref](#)]
658. D. Charles Galunic, Erin Anderson. 2000. From Security to Mobility: Generalized Investments in Human Capital and Agent Commitment. *Organization Science* 11:1, 1-20. [[Crossref](#)]
659. Kevin Crowston. Process as Theory in Information Systems Research 149-164. [[Crossref](#)]
660. Robert M. Grant, Charles Baden-Fuller. Knowledge and Economic Organization: An Application to the Analysis of Interfirm Collaboration 113-150. [[Crossref](#)]
661. Horst Albach. Die Beschaffung auf Faktormärkten Arbeit Der Personalaufwand 143-196. [[Crossref](#)]
662. Lorenzo Sacconi. Ethics, Corporate Culture and Economic Modelling 80-114. [[Crossref](#)]
663. Peter Weise. Kooperation und unternehmungsinterne Arbeitsbeziehungen 179-202. [[Crossref](#)]
664. Chong Ju Choi, Carla C. J. M. Millar. Asian Economic Success and Crisis: Knowledge and Financial Capital 44-61. [[Crossref](#)]
665. Joseph L. Bower. 2000. The Organization of Markets. *SSRN Electronic Journal* . [[Crossref](#)]
666. Ernst Fehr, Simon Gächter. 2000. Fairness and Retaliation: The Economics of Reciprocity. *SSRN Electronic Journal* . [[Crossref](#)]
667. Michael Gibbs, Alec R. Levenson. 2000. The Economic Approach to Personnel Research. *SSRN Electronic Journal* . [[Crossref](#)]
668. Oliver E. Williamson. 1999. Strategy research: governance and competence perspectives. *Strategic Management Journal* 20:12, 1087-1108. [[Crossref](#)]
669. Vincent Vandenberghe. 1999. Combining Market and Bureaucratic Control in Education: An answer to market and bureaucratic failure?. *Comparative Education* 35:3, 271-282. [[Crossref](#)]
670. Prescott C Ensign. 1999. Innovation in the multinational firm with globally dispersed r&d. *The Journal of High Technology Management Research* 10:2, 203-221. [[Crossref](#)]
671. Peter Moran, Sumantra Ghoshal. 1999. Markets, Firms, and the Process of Economic Development. *Academy of Management Review* 24:3, 390-412. [[Crossref](#)]
672. Huáscar F. Pessali, Ramón G. Fernández. 1999. Institutional Economics at the Micro Level? What Transaction Costs Theory Could Learn from Original Institutionalism (In the Spirit of Building Bridges). *Journal of Economic Issues* 33:2, 265-275. [[Crossref](#)]

673. Christos N. Pitelis, Anastasia N. Pseiridis. 1999. Transaction costs versus resource value?. *Journal of Economic Studies* 26:3, 221-240. [[Crossref](#)]
674. Ingo Vogelsang. 1999. Economic aspects of mental health carve-outs. *The Journal of Mental Health Policy and Economics* 2:1, 29-41. [[Crossref](#)]
675. Robert F. Freeland. 1999. Book Review. *Administrative Science Quarterly* 44:1, 189-192. [[Crossref](#)]
676. BRIAN S. KLAAS, JOHN McCLENDON, THOMAS W. GAINEY. 1999. HR OUTSOURCING AND ITS IMPACT: THE ROLE OF TRANSACTION COSTS. *Personnel Psychology* 52:1, 113-136. [[Crossref](#)]
677. Ludwig Theuvsen. Transaktionskostentheorie: Anwendungen auf Non-Profit-Organisationen 221-245. [[Crossref](#)]
678. Arnold Boon. Capabilities, Transaction Costs, and Vertical Coordination in the Food System 21-37. [[Crossref](#)]
679. Santiago Garcia-Echevaria. Personal 497-567. [[Crossref](#)]
680. Frank Rose. References 212-244. [[Crossref](#)]
681. Peter T. Saunders. Darwinism and Economic Theory 259-278. [[Crossref](#)]
682. Giancarlo Spagnolo. 1999. Social Relations and Cooperation in Organizations. *SSRN Electronic Journal* . [[Crossref](#)]
683. Gary Charness, David I. Levine. 1999. When are Layoffs Acceptable? Evidence from a Quasi-Experiment. *SSRN Electronic Journal* . [[Crossref](#)]
684. C. N. Pitelis. 1998. Transaction Costs and the Historical Evolution of the Capitalist Firm. *Journal of Economic Issues* 32:4, 999-1017. [[Crossref](#)]
685. Elias L. Khalil. 1998. The Janus Hypothesis. *Journal of Post Keynesian Economics* 21:2, 315-342. [[Crossref](#)]
686. Donald M Lamberton. 1998. Information economics research: Points of departure. *Information Economics and Policy* 10:3, 325-330. [[Crossref](#)]
687. Matt Bloom, George T. Milkovich. 1998. Relationships Among Risk, Incentive Pay, and Organizational Performance. *Academy of Management Journal* 41:3, 283-297. [[Crossref](#)]
688. Janine Nahapiet, Sumantra Ghoshal. 1998. Social Capital, Intellectual Capital, and the Organizational Advantage. *Academy of Management Review* 23:2, 242-266. [[Crossref](#)]
689. Alex Marsh. 1998. Local governance: The relevance of transaction cost economics. *Local Government Studies* 24:1, 1-18. [[Crossref](#)]
690. Peter D. Sherer, Nikolai Rogovsky, Norman Wright. 1998. What Drives Employment Relationships in Taxicab Organizations? Linking Agency to Firm Capabilities and Strategic Opportunities. *Organization Science* 9:1, 34-48. [[Crossref](#)]
691. Margit Osterloh, Jetta Frost. Organisation 185-235. [[Crossref](#)]
692. Josef Mugler. Die Rolle der Klein- und Mittelbetriebe in Wirtschaft und Gesellschaft 5-88. [[Crossref](#)]
693. Elias L Khalil. 1998. The five careers of the biological metaphor in economic theory. *The Journal of Socio-Economics* 27:1, 29-52. [[Crossref](#)]
694. Peter G. Klein. 1998. New Institutional Economics. *SSRN Electronic Journal* . [[Crossref](#)]
695. Poul H. Andersen, Jesper Strandskov. 1997. International Market Selection. *Journal of Global Marketing* 11:3, 65-84. [[Crossref](#)]
696. Hisashi Yamagata, Kuang S. Yeh, Shelby Stewman, Hiroko Dodge. 1997. Sex Segregation and Glass Ceilings: A Comparative Statics Model of Women's Career Opportunities in the Federal Government over a Quarter Century. *American Journal of Sociology* 103:3, 566-632. [[Crossref](#)]

697. STEPHEN J. DeCANIO. 1997. ECONOMIC MODELING AND THE FALSE TRADEOFF BETWEEN ENVIRONMENTAL PROTECTION AND ECONOMIC GROWTH. *Contemporary Economic Policy* 15:4, 10-27. [[Crossref](#)]
698. Stephen Pratten. 1997. The Nature of Transaction Cost Economics. *Journal of Economic Issues* 31:3, 781-804. [[Crossref](#)]
699. Willie Seal, Peter Vincent-Jones. 1997. Accounting and trust in the enabling of long-term relations. *Accounting, Auditing & Accountability Journal* 10:3, 406-431. [[Crossref](#)]
700. Sven-Olof Collin. 1997. Financial intermediation through markets and organizations: An information-boundary argument for financial organizations. *Scandinavian Journal of Management* 13:2, 175-189. [[Crossref](#)]
701. Henry M. Levin. 1997. Raising school productivity: An x-efficiency approach. *Economics of Education Review* 16:3, 303-311. [[Crossref](#)]
702. Douglas Blackmur. 1997. Determinants of Organisational Size: Bhp and Vertical Integration 1885-1915. *Journal of Management & Organization* 3:1, 15-29. [[Crossref](#)]
703. Douglas Blackmur. 1997. Determinants of Organisational Size: Bhp and Vertical Integration 1885-1915. *Journal of the Australian and New Zealand Academy of Management* 3:1, 15-29. [[Crossref](#)]
704. Claude Menard. 1996. Why organizations matter: A journey away from the fairy tale. *Atlantic Economic Journal* 24:4, 281-300. [[Crossref](#)]
705. Charles Tilly. 1996. Invisible elbow. *Sociological Forum* 11:4, 589-601. [[Crossref](#)]
706. S. R. H. Jones, Simon P. Ville. 1996. Efficient Transactors or Rent-Seeking Monopolists? The Rationale for Early Chartered Trading Companies. *The Journal of Economic History* 56:4, 898-915. [[Crossref](#)]
707. Geoffrey M. Hodgson. 1996. Varieties of capitalism and varieties of economic theory. *Review of International Political Economy* 3:3, 380-433. [[Crossref](#)]
708. Chris Doucouliagos. 1996. Conformity, replication of design and business niches. *Journal of Economic Behavior & Organization* 30:1, 45-62. [[Crossref](#)]
709. Robert McMaster, John W. Sawkins. 1996. The Contract State, Trust Distortion, and Efficiency. *Review of Social Economy* 54:2, 145-167. [[Crossref](#)]
710. Helen Short. 1996. Non-Executive Directors, Corporate Governance and the Cadbury Report: A Review of the Issues and Evidence. *Corporate Governance: An International Review* 4:2, 123-131. [[Crossref](#)]
711. C. Daniel Batson. 1996. Do prosocial motives have any business in business. *Social Justice Research* 9:1, 7-25. [[Crossref](#)]
712. Fiorenza Belussi, Francesco Garibaldi. 1996. Variety of pattern of the post-fordist economy. *Futures* 28:2, 153-171. [[Crossref](#)]
713. Ian W. Jones, Michael G. Pollitt. 1996. Economies, Ethics and Integrity in Business. *Journal of General Management* 21:3, 30-47. [[Crossref](#)]
714. Fiorenza Belussi. 1996. Local systems, industrial districts and institutional networks: Towards a new evolutionary paradigm of industrial economics?. *European Planning Studies* 4:1, 5-26. [[Crossref](#)]
715. J.-C. Spender. 1996. Organizational knowledge, learning and memory: three concepts in search of a theory. *Journal of Organizational Change Management* 9:1, 63-78. [[Crossref](#)]
716. S. R. H. Jones, Simon P. Ville. Efficient Transactors or Rent- Seeking Monopolists? The Rationale for Early Chartered Trading Companies 509-526. [[Crossref](#)]
717. Christos Pitelis. Seven Reasons why "Beyond" Transaction Cost Economics to Thesmoeconomics 271-287. [[Crossref](#)]

718. Elias L. Khalil. After the Special Nature of the Firm: Beyond the Critics of Orthodox Neoclassical Economics 289-307. [[Crossref](#)]
719. Scott E. Masten. Empirical Research in Transaction Cost Economics: Challenges, Progress, Directions 43-64. [[Crossref](#)]
720. Claude Ménard. Inside the Black Box: The Variety of Hierarchical Forms 149-170. [[Crossref](#)]
721. Sumantra Ghoshal, Peter Moran. 1996. Bad for Practice: A Critique of the Transaction Cost Theory. *Academy of Management Review* 21:1, 13-47. [[Crossref](#)]
722. Oliver E. Williamson. 1996. Economic Organization: The Case For Candor. *Academy of Management Review* 21:1, 48-57. [[Crossref](#)]
723. Charles Tilly. 1995. Citizenship, Identity and Social History. *International Review of Social History* 40:S3, 1-17. [[Crossref](#)]
724. Robert McMaster. 1995. COMPETITIVE TENDERING IN UK HEALTH and LOCAL AUTHORITIES: WHAT HAPPENS TO THE QUALITY OF SERVICES?. *Scottish Journal of Political Economy* 42:4, 409-427. [[Crossref](#)]
725. Claude Ménard. 1995. Markets as institutions versus organizations as markets? Disentangling some fundamental concepts. *Journal of Economic Behavior & Organization* 28:2, 161-182. [[Crossref](#)]
726. Mario Benassi. 1995. Governance factors in a network process approach. *Scandinavian Journal of Management* 11:3, 269-281. [[Crossref](#)]
727. Carrie A. Meyer. 1995. Opportunism and NGOs: Entrepreneurship and green north-south transfers. *World Development* 23:8, 1277-1289. [[Crossref](#)]
728. Mary C. Lacity, Leslie P. Willcocks. 1995. Interpreting information technology sourcing decisions from a transaction cost perspective: Findings and critique. *Accounting, Management and Information Technologies* 5:3-4, 203-244. [[Crossref](#)]
729. Carlton G. Davis, Max R. Langham. 1995. Agricultural Industrialization and Sustainable Development: A Global Perspective. *Journal of Agricultural and Applied Economics* 27:1, 21-34. [[Crossref](#)]
730. Geoffrey M. Hodgson. 1995. The Political Economy of Utopia. *Review of Social Economy* 53:2, 195-214. [[Crossref](#)]
731. Judi McLean Parks, Edward J. Conlon. 1995. Compensation Contracts: Do Agency Theory Assumptions Predict Negotiated Agreements?. *Academy of Management Journal* 38:3, 821-838. [[Crossref](#)]
732. HarryG. Barkma*. 1995. Do Top Managers Work Harder When They Are Monitored?. *Kyklos* 48:1, 19-42. [[Crossref](#)]
733. Josef Mugler. Grundlagen 5-114. [[Crossref](#)]
734. Justin Yifu Lin, Jeffrey B. Nugent. Chapter 38 Institutions and economic development 2301-2370. [[Crossref](#)]
735. Elias L. Khalil. 1995. Institutional theory of the firm? Extension and limitation. *Review of Political Economy* 7:1, 43-51. [[Crossref](#)]
736. Johannes Berger. 1995. Warum arbeiten die Arbeiter?. *Zeitschrift für Soziologie* 24:6. . [[Crossref](#)]
737. Geoffrey R. Brooks. 1995. Defining market boundaries. *Strategic Management Journal* 16:7, 535-549. [[Crossref](#)]
738. Ha-Joon Chang. 1994. State, institutions and structural change. *Structural Change and Economic Dynamics* 5:2, 293-313. [[Crossref](#)]
739. David Sloan Wilson, Elliott Sober. 1994. Reintroducing group selection to the human behavioral sciences. *Behavioral and Brain Sciences* 17:4, 585-608. [[Crossref](#)]

740. John Alroy, Alexander Levine. 1994. Driving both ways: Wilson & Sober's conflicting criteria for the identification of groups as vehicles of selection. *Behavioral and Brain Sciences* 17:4, 608-610. [[Crossref](#)]
741. C. Daniel Batson. 1994. Seeing the light: What does biology tell us about human social behavior?. *Behavioral and Brain Sciences* 17:4, 610-611. [[Crossref](#)]
742. C. Loring Brace. 1994. The consequences of group selection in a domain without genetic input: Culture. *Behavioral and Brain Sciences* 17:4, 611-612. [[Crossref](#)]
743. Michael Bradie. 1994. Metaphors and mechanisms in vehicle-based selection theory. *Behavioral and Brain Sciences* 17:4, 612-612. [[Crossref](#)]
744. Gordon M. Burghardt. 1994. Group selection and the group mind in science. *Behavioral and Brain Sciences* 17:4, 613-613. [[Crossref](#)]
745. Donald T. Campbell, John B. Gatewood. 1994. Ambivalently held group-optimizing predispositions. *Behavioral and Brain Sciences* 17:4, 614-614. [[Crossref](#)]
746. F. T. Cloak. 1994. Unnecessary competition requirement makes group selection harder to demonstrate. *Behavioral and Brain Sciences* 17:4, 614-615. [[Crossref](#)]
747. Lee Cronk. 1994. Group selection's new clothes. *Behavioral and Brain Sciences* 17:4, 615-616. [[Crossref](#)]
748. James F. Crow. 1994. In praise of replicators. *Behavioral and Brain Sciences* 17:4, 616-616. [[Crossref](#)]
749. Richard Dawkins. 1994. Burying the vehicle. *Behavioral and Brain Sciences* 17:4, 616-617. [[Crossref](#)]
750. Daniel C. Dennett. 1994. E pluribus unum?. *Behavioral and Brain Sciences* 17:4, 617-618. [[Crossref](#)]
751. Lee Alan Dugatkin. 1994. Subtle ways of shifting the balance in favor of between-group selection. *Behavioral and Brain Sciences* 17:4, 618-619. [[Crossref](#)]
752. John Dupré. 1994. Some philosophical implications of the rehabilitation of group selection. *Behavioral and Brain Sciences* 17:4, 619-620. [[Crossref](#)]
753. Robert H. Frank. 1994. Group selection and "genuine" altruism. *Behavioral and Brain Sciences* 17:4, 620-621. [[Crossref](#)]
754. Margaret Gilbert. 1994. Me, you, and us: Distinguishing "egoism," "altruism," and "groupism". *Behavioral and Brain Sciences* 17:4, 621-622. [[Crossref](#)]
755. Charles J. Goodnight. 1994. Contextual analysis and group selection. *Behavioral and Brain Sciences* 17:4, 622-622. [[Crossref](#)]
756. Todd A. Grantham. 1994. Putting the cart back behind the horse: Group selection does not require that groups be "organisms". *Behavioral and Brain Sciences* 17:4, 622-623. [[Crossref](#)]
757. P. E. Griffiths, R. D. Gray. 1994. Replicators and vehicles? Or developmental systems?. *Behavioral and Brain Sciences* 17:4, 623-624. [[Crossref](#)]
758. Adolf Heschl. 1994. Reconstructing the real unit of selection. *Behavioral and Brain Sciences* 17:4, 624-625. [[Crossref](#)]
759. Harmon R. Holcomb. 1994. Empirically equivalent theories. *Behavioral and Brain Sciences* 17:4, 625-626. [[Crossref](#)]
760. Kent E. Holsinger. 1994. Groups as vehicles and replicators: The problem of group-level adaptation. *Behavioral and Brain Sciences* 17:4, 626-627. [[Crossref](#)]
761. David L. Hull. 1994. Taking vehicles seriously. *Behavioral and Brain Sciences* 17:4, 627-628. [[Crossref](#)]
762. Michael E. Hyland. 1994. Different vehicles for group selection in humans. *Behavioral and Brain Sciences* 17:4, 628-628. [[Crossref](#)]

763. Elisabeth A. Lloyd. 1994. Rx: Distinguish group selection from group adaptation. *Behavioral and Brain Sciences* 17:4, 628-629. [[Crossref](#)]
764. Kevin MacDonald. 1994. Group evolutionary strategies: Dimensions and mechanisms. *Behavioral and Brain Sciences* 17:4, 629-630. [[Crossref](#)]
765. Geoffrey F. Miller. 1994. Beyond shared fate: Group-selected mechanisms for cooperation and competition in fuzzy, fluid vehicles. *Behavioral and Brain Sciences* 17:4, 630-631. [[Crossref](#)]
766. Jim Moore. 1994. Hominids, coalitions, and weapons: Not vehicles. *Behavioral and Brain Sciences* 17:4, 632-632. [[Crossref](#)]
767. Randolph M. Nesse. 1994. Why is group selection such a problem?. *Behavioral and Brain Sciences* 17:4, 633-634. [[Crossref](#)]
768. Anatol Rapoport. 1994. Nongenetic and non-Darwinian evolution. *Behavioral and Brain Sciences* 17:4, 634-634. [[Crossref](#)]
769. Jeffrey A. Simpson. 1994. Adaptation and natural selection: A new look at some old ideas. *Behavioral and Brain Sciences* 17:4, 634-636. [[Crossref](#)]
770. Eric Alden Smith. 1994. Semantics, theory, and methodological individualism in the group-selection controversy. *Behavioral and Brain Sciences* 17:4, 636-637. [[Crossref](#)]
771. Nicholas S. Thompson. 1994. Vehicles all the way down?. *Behavioral and Brain Sciences* 17:4, 638-638. [[Crossref](#)]
772. Christopher Wills. 1994. The maintenance of behavioral diversity in human societies. *Behavioral and Brain Sciences* 17:4, 638-639. [[Crossref](#)]
773. David Sloan Wilson, Elliott Sober. 1994. Group selection: The theory replaces the bogey man. *Behavioral and Brain Sciences* 17:4, 639-654. [[Crossref](#)]
774. Mario Amendola, Jean-Luc Gaffard. 1994. Markets and organizations as coherent systems of innovation. *Research Policy* 23:6, 627-635. [[Crossref](#)]
775. Christos Pitelis. 1994. Industrial Strategy. *Journal of Economic Studies* 21:5, 3-92. [[Crossref](#)]
776. Claude Ménard. 1994. ORGANIZATIONS AS COORDINATING DEVICES. *Metroeconomica* 45:3, 224-247. [[Crossref](#)]
777. Larry L. Kiser. 1994. A constitutional theory of public enterprise. *Constitutional Political Economy* 5:3, 287-306. [[Crossref](#)]
778. Joan Luft. 1994. Bonus and penalty incentives contract choice by employees. *Journal of Accounting and Economics* 18:2, 181-206. [[Crossref](#)]
779. Okke Braadbaart. 1994. Business Contracts in Javanese Vegetable Marketing. *Human Organization* 53:2, 143-149. [[Crossref](#)]
780. WILLIAM S. WALLER. 1994. Discussion of "Motivating Truthful Subordinate Reporting: An Experimental Investigation in a Two-Subordinate Context". *Contemporary Accounting Research* 10:2, 721-734. [[Crossref](#)]
781. Robert P. Gilles, Pieter H. M. Ruys. Inherent Imperfection of Economic Organizations 1-14. [[Crossref](#)]
782. D. McL. Lamberton. The Information Economy Revisited 1-40. [[Crossref](#)]
783. Nicolai Juul Foss. 1994. The theory of the firm: The Austrians as precursors and critics of contemporary theory. *The Review of Austrian Economics* 7:1, 31-65. [[Crossref](#)]
784. Herbert A. Simon. 1994. Foreword papers in honor of chester I. Barnard. *International Journal of Public Administration* 17:6, 1021-1031. [[Crossref](#)]
785. Keith Cowling. 1994. A More Creative Role for Industrial Policy. *International Journal of the Economics of Business* 1:1, 15-17. [[Crossref](#)]

786. Jan B. Heide. 1994. Interorganizational Governance in Marketing Channels. *Journal of Marketing* 58:1, 71-85. [[Crossref](#)]
787. Fritz W. Scharpf. 1994. Games Real Actors Could Play. *Journal of Theoretical Politics* 6:1, 27-53. [[Crossref](#)]
788. JONATHAN BOSTON. 1994. Purchasing Policy Advice: The Limits to Contracting Out. *Governance* 7:1, 1-30. [[Crossref](#)]
789. Sven-Erik Sjöstrand. 1993. The socioeconomic institutions of organizing: Origin, emergence, and reproduction. *The Journal of Socio-Economics* 22:4, 323-352. [[Crossref](#)]
790. BRUNO S. FREY. 1993. DOES MONITORING INCREASE WORK EFFORT? THE RIVALRY WITH TRUST AND LOYALTY. *Economic Inquiry* 31:4, 663-670. [[Crossref](#)]
791. . Bibliographie 91-93. [[Crossref](#)]
792. Dennis Patrick Leyden, Albert N. Link. 1993. Privatization, bureaucracy, and risk aversion. *Public Choice* 76:3, 199-213. [[Crossref](#)]
793. Haiyang Chen, J. Lawrence Hexter, Michael Y. Hu. 1993. Management ownership and corporate value. *Managerial and Decision Economics* 14:4, 335-346. [[Crossref](#)]
794. Michael Dietrich. 1993. Total Quality Control, Just-in-Time Management, and the Economics of the Firm. *Journal of Economic Studies* 20:6. . [[Crossref](#)]
795. David E. Morgan. 1993. The Nature of Workplace Relations: A Typology of Social Relations and Analysis of Industrial Relations Systems. *The Economic and Labour Relations Review* 4:1, 140-166. [[Crossref](#)]
796. Chris DOUCOULIAGOS. 1993. THE ECONOMICS OF CAPITAL HIRING LABOUR AND LABOUR HIRING CAPITAL*. *Annals of Public and Cooperative Economics* 64:2, 227-256. [[Crossref](#)]
797. Lars Lindkvist. 1993. Accounting in hierarchies: a TCA interpretation of internal reporting. *Scandinavian Journal of Management* 9:1, 45-66. [[Crossref](#)]
798. J.-C. Spender. 1993. TRANSFERRING MANAGEMENT TECHNIQUES TO EASTERN EUROPE: AN INSTITUTIONAL CRITIQUE. *The International Journal of Organizational Analysis* 1:3, 237-254. [[Crossref](#)]
799. Joseph Stiglitz. 1993. Post Walrasian and Post Marxian Economics. *Journal of Economic Perspectives* 7:1, 109-114. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
800. Herbert A. Simon. 1993. Strategy and organizational evolution. *Strategic Management Journal* 14:S2, 131-142. [[Crossref](#)]
801. Joseph E. Stiglitz. Some Theoretical Aspects of the Privatization: Applications to Eastern Europe 179-204. [[Crossref](#)]
802. Albert Löhr, Margit Osterloh. Ökonomik und Ethik als Grundlage organisationaler Beziehungen 109-155. [[Crossref](#)]
803. Sven-Erik Sjöstrand. 1992. On the Rationale behind "Irrational" Institutions. *Journal of Economic Issues* 26:4, 1007-1040. [[Crossref](#)]
804. Bob Rowthorn, Ha-Joon Chang. 1992. The Political Economy of Privatisation. *The Economic and Labour Relations Review* 3:2, 1-17. [[Crossref](#)]
805. Maurice Landry. 1992. Pour une vision élargie de la rationalité. *Canadian Journal of Administrative Sciences / Revue Canadienne des Sciences de l'Administration* 9:4, 266-278. [[Crossref](#)]
806. Joachim Wagner. 1992. Firm size, firm growth, and persistence of chance: Testing GIBRAT's law with establishment data from Lower Saxony, 1978?1989. *Small Business Economics* 4:2, 125-131. [[Crossref](#)]

807. John Adams. 1992. The Corporation versus the Market. *Journal of Economic Issues* 26:2, 397-405. [[Crossref](#)]
808. Viktor J. Vanberg. 1992. Organizations as constitutional systems. *Constitutional Political Economy* 3:2, 223-253. [[Crossref](#)]
809. Laurence Press. 1992. Systems for finding people. *Journal of Organizational Computing* 2:3-4, 303-314. [[Crossref](#)]
810. Ugo Pagano. 1992. Can Economics Explain Nationalism?. *SSRN Electronic Journal* . [[Crossref](#)]
811. Herbert A. Simon. 1991. Response : Altruism: Docility or Group Identification?. *Science* 252:5003, 192-192. [[Crossref](#)]
812. Claude Menard. A New Institutional Approach to Organization 281-318. [[Crossref](#)]
813. Oliver E. Williamson. Transaction Cost Economics 41-65. [[Crossref](#)]
814. António Abreu, L.M. Camarinha-Matos. On The Role Of Value Systems And Reciprocity In Collaborative Environments 273-284. [[Crossref](#)]
815. John H. Goldthorpe. Soziale Klassen und die Differenzierung von Arbeitsverträgen 39-71. [[Crossref](#)]
816. Andreas Wald, Dorothea Jansen. Netzwerke 93-105. [[Crossref](#)]
817. Jetta Frost, Claudia Queißer. Organisation zwischen Markt- und Hierarchiever sagen: Öffentliche Güter als neuer Steuerungsimpuls 243-280. [[Crossref](#)]
818. Benoit A. Aubert, Michel Patry, Suzanne Rivard. Measuring and Managing IT Outsourcing Risk: Lessons Learned 161-185. [[Crossref](#)]
819. Klaus Semlinger. Effizienz und Autonomie in Zulieferungsnetzwerken-Zum strategischen Gehalt von Kooperation 29-74. [[Crossref](#)]
820. . Literaturverzeichnis 233-269. [[Crossref](#)]
821. Markus Göbel. Managing Motivation: Verhaltensannahmen und Personalsteuerung im New Public Management 485-511. [[Crossref](#)]
822. Roderick M. Kramer. Social capital and cooperative behavior in the workplace: a social identity perspective 1-30. [[Crossref](#)]
823. Morris Altman. Workers Cooperatives as an Alternative Competitive Organizational Form 213-235. [[Crossref](#)]
824. Christina K. Struckman, Francis J. Yammarino. Organizational change: A categorization scheme and response model with readiness factors 1-50. [[Crossref](#)]
825. Xufei Ma. Beyond transaction cost determinants: an integrated framework for export intermediary selection in emerging economies 23-48. [[Crossref](#)]
826. Philip Bromiley, Scott Johnson. Mechanisms and Empirical Research 15-29. [[Crossref](#)]
827. Maria Minniti. ENTREPRENEURSHIP STUDIES: A STOCKTAKING 9-37. [[Crossref](#)]
828. . References 303-330. [[Crossref](#)]