

Reading list: Economic Sociology Comprehensive Exam

**Overviews:**

Sen, Amartya. 1977. "Rational Fools: A Critique of the Behavioral Foundations of Economic Theory" *Philosophy and Public Affairs* 6: 317-344.

Elster, Jon. 1989. "Social Norms and Economic Theory," *Journal of Economic Perspectives*, pp. 99-117.

Granovetter, Mark. 1985. "Economic Action and Social Structure: The Problem of Embeddedness" *American Journal of Sociology* 91: 481-510.

Portes, Alejandro, and Julia Sensenbrenner. 1993. "Embeddedness and Immigration: Notes on the Social Determinants of Economic Action." *American Journal of Sociology* 98: 1320-1350

Neil Fligstein and Luke Dauter. 2007. "The Sociology of Markets." *Annual Review of Sociology*, 33:6.1-6.24.

**From Markets to Hierarchies:**

Geertz, Clifford. 1978. "The Bazaar Economy: Information and Search in Peasant Marketing." *American Economic Review* 68: 28-32

White, Harrison. 1981. "Where Do Markets Come From?" *American Journal of Sociology*. Vol. 87 (3): pp. 517-547.

Baker, Wayne E. 1984. "The Social Structure of a National Securities Market." *American Journal of Sociology* 89: 821-841

Williamson, Oliver. 1981. "The Economics of Organization: The Transaction Cost Approach" *the American Journal of Sociology*, vol. 87 (3): pp. 548-577.

Williamson, Oliver E. 1991. "Comparative Economic Organization: The Analysis of Discrete Structural Alternatives." *Administrative Science Quarterly* 36: 269-296

Powell, Walter. 1990. "Neither Market nor Hierarchy: Network Forms of Organization." Pp. 295-336 in *Research in Organizational Behavior*.

**Performativity and Neoliberalism:**

Michel Callon. 1998. "The Embeddedness of Economic Markets in Economics" in *The Laws of the Markets*

Timothy Mitchel. 2007. "The Properties of Markets" in MacKenzie, Muniesa, and Siu, eds. *Do Economists Make Markets: The Performativity of Economics*; Princeton: Princeton University Press.

Marion Fourcade-Gourinchas and Sarah Babb. 2002. "The Rebirth of the Liberal Creed: Paths to Neoliberalism in Four Countries." *American Journal of Sociology*. 107: 533-79.

### **Morality, Markets and Consumption:**

Hirschman, Albert O. 1982. "Rival Interpretations of Market Society: Civilizing, Destructive, or Feeble?" *Journal of Economic Literature* 20: 1463-1484

Zelizer, Vivianna. 1994. *The Social Meaning of Money*. New York: Basic Books.

Rene Alemeling. 2007. "Selling Genes, Selling Gender: Egg Agencies, Sperm Banks, and the Medical Market in Genetic Material." *American Sociological Review*.

Marion Fourcade and Kieran Healy. 2007. "Moral Views of Market Society." *Annual Review of Sociology*, Vol. 33: pp. 285-311.

### **Social Structure and Consumption:**

Coleman, James S., Elihu Katz and Herbert Menzel. 1957. "The Diffusion of an Innovation Among Physicians." *Sociometry* 20: 253-270

Burt, Ronald S. 1987. "Social Contagion and Innovations: Cohesion Versus Structural Equivalence." *American Journal of Sociology* 92: 1287-1335

DiMaggio, Paul, and Hugh Louch. 1998. "Socially Embedded Consumer Transactions: For What Kinds of Purchases Do People Most Often Use Networks?" *American Sociological Review* 63: 619-637

Strang, David, and Sarah A. Soule. 1998. "Diffusion in Organizations and Social Movements: From Hybrid Corn to Poison Pills." *Annual Review of Sociology* 24: 265-290

### **Organizations as Rational and Natural Systems:**

Scott, W. Richard, and Gerald F. Davis. 2007. "Organizations as rational systems" (Chapter 2) and "Organizations as natural systems" (Chapter 3) in *Organizations and Organizing: Rational, Natural and Open Systems Perspectives*. Prentice Hall.

James March. 1991. "Exploration and Exploitation in Organizational Learning." *Organization Science*

### **Institutional Approaches:**

Meyer, John W. and Brian Rowan. 1977. "Institutionalized Organizations: Formal Structure as Myth and Ceremony." *American Journal of Sociology* 83: pp. 340-63.

DiMaggio, Paul J. and Walter W. Powell. 1983. "The Iron Cage Revisited: Institutional Isomorphism and Collective Rationality in Organizational Fields" *American Sociological Review*. Vol. 48: pp. 147-160.

Milgrom, Paul, Douglass C. North, and Barry Weingast. 1990. "The Role of Institutions in the Revival of Trade: The Law Merchant, Private Judges, and the Champagne Fairs" *Economics & Politics* (2): 1-23, p. 19.

Greif, Avner. 1994. "Cultural Beliefs and the Organization of Society: A Historical and Theoretical Reflection on Collectivist and Individual Societies" *Journal of Political Economy* 102: 912-950

### **Ecological Approaches:**

Hannan, Michael T., and John Freeman. 1977. "The Population Ecology of Organizations." *American Journal of Sociology* 82: 929-964

Sorenson, Olav, and Pino G. Audia. 2000. "The Social Structure of Entrepreneurial Activity: Geographic Concentration of Footwear Production in the United States." *American Journal of Sociology* 106: 424-462

Hannan, Michael T., and John Freeman. 1984. "Structural Inertia and Organizational Change." *American Sociological Review* 49: 149-164

Baron, James N., Michael T. Hannan, and M. Diane Burton. 2001. "Labor Pains: Change in Organizational Models and Employee Turnover in Young, High-Tech Firms." *American Journal of Sociology* 106: 960-1012

### **Exchange Relations:**

Emerson, Richard M. 1962. "Power-dependence Relations." *American Sociological Review* 27: 31-41

Kollock, Peter. 1994. "The Emergence of Exchange Structures: An Experimental Study of Uncertainty, Commitment and Trust." *American Journal of Sociology* 100: 313-345

Uzzi, Brian. 1997. "Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness" *Administrative Science Quarterly*, Vol. 42, pp. 35-67.

Sorenson, Olav, and David M. Waguespack. 2006. "Social Structure and Exchange: Self-Confirming Dynamics in Hollywood." *Administrative Science Quarterly* 51: 560-589

Gulati, Ranjay, and Martin Gargiulo. 1999. "Where Do Interorganizational Networks Come From?" *American Journal of Sociology* 104: 1439-1493

Sorenson, Olav, and Toby E. Stuart. 2001. "Syndication Networks and the Spatial Distribution of Venture Capital Investments." *American Journal of Sociology* 106: 1546-1588

### **Status, Structural Position, and Exchange:**

Burt, Ronald. 1992. *Structural Holes: The Social Structure of Competition*. Cambridge, MA: Harvard University Press

Baker, Wayne E., and Robert R. Faulkner. 1993. "The Social Organization of Conspiracy: Illegal Networks in the Heavy Electric Equipment Industry." *American Sociological Review* 58: 837-860

Podolny, Joel. 1993. "A Status-based Model of Market Competition." *American Journal of Sociology* 98: 829-872

Podolny, Joel, and James N. Baron. 1997. "Resources and Relationships: Social Networks and Mobility in the Workplace." *American Sociological Review* 62: 673-693

Stuart, Toby E., Ha Hoang and Ralph Hybels. 1999. "Intraorganizational Endorsements and the Performance of Entrepreneurial Ventures." *Administrative Science Quarterly* 44: 315-349

Ezra Zuckerman. 1999. "The Categorical Imperative: Securities Analysts and the Illegitimacy Discount." *American Journal of Sociology*, Vol. 104, No. 5 (Mar., 1999), pp. 1398-1438.

### **Organizations, Networks and Stratification:**

Baron, James N. and William T. Bielby. 1980. "Bringing the Firm Back In: Stratification, Segmentation, and the Organization of Work." *American Sociological Review*, vol. 45, pp. 737-65.

Fernandez, Roberto M., Emilio J. Castilla, and Paul Moore. 2000. "Social Capital at Work: Networks and Employment at a Phone Center." *American Journal of Sociology* 105: 1288-1356

### **Innovation and Transition in Economic Systems:**

Nee, Victor. 1996. "The Emergence of a Market Society: Changing Mechanisms of Stratification in China" *American Journal of Sociology* 101: 908-949

Stark, David. 1996. "Recombinant Property in East European Capitalism." *American Journal of Sociology*, Vol. 101 (4): pp. 993-1027.

Oberschall, Anthony. 1996. "The Great Transition: China, Hungary, and Sociology Exit Socialism Into the Market." *American Journal of Sociology* 101: 1028-1041

Carruthers, Bruce G. and Laura Ariovich. 2004. "The Sociology of Property Rights" *Annual Review of Sociology*, Vol. 30, pp. 23-46.

Padgett, John and Patrick MacLean. 2006. "Organizational Invention and Elite Transformation: The Birth of Partnership Systems in Renaissance Florence" *American Journal of Sociology* 111 (5): 1463-1568