

MGMT960 : Institutions and Multinational Management

Q4 Spring, 2015. Wednesday 1:30pm-4:30, Bowman Room

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Course Description:

This course builds on the foundational material presented in MGMT 955 with a deeper focus on current research examining institutional influences on multinational management. These include regulative supports (e.g., laws, regulations, contracts and their enforcement through litigation, arbitration of incentive compatible self-regulation) but also normative (e.g., socially shared expectations of appropriate behavior, and social exchange processes) and cognitive (e.g., creating shared identity to bridge differences in values, beliefs and framing) elements of the institutional environment. We will examine not only strategic responses in the market environment but also influence strategies of multinational and domestic firms that seek to alter the institutional environment in which they operate. We will draw not only upon the international business literature but also related literatures including political economy, law, finance, communications, institutional theory, strategic corporate social responsibility, tourist management, construction management, management of extractive industries, negotiations, social movements and network theory (really!).

Course Requirements

The course grade will be based equally (i.e., 33%) on three components

- Individual class participation;
- Weekly team-based written summaries and analyses of articles; these are intended to be used to guide class discussion and, subsequently, by students as they prepare for MM field exams; and
- An Individual final paper proposal (10-12 double spaced pages that offer at least one empirically testable hypothesis)

Students taking both this course and MGMT 955 have the option of writing a single more extended 20-30 page theoretical research paper or empirical proposal (i.e., a paper that identifies and describes relevant data to test theoretically propositions and, if the data is readily obtainable, begins preliminary analysis or specifies clearly the process of acquisition) to satisfy the paper requirement for both courses.

Readings. As an advanced topics course, the required and optional readings are more wide ranging and interdisciplinary than in the Foundation Course (MGMT 955). They focus on seminal readings in related fields and disciplines that offer the opportunity of arbitrage for the scholars in multinational management who wish to incorporate a more sophisticated treatment of the institutional environment into their research program. Where possible, the reading list also includes preliminary efforts at undertaking that arbitrage from scholars in (multinational) management. Each set of readings is organized around an “integrative question” provided at the beginning of each week’s section in the syllabus that follows. Please read this question carefully and return to it frequently as you read the required articles for the given week.

Participation. Regular attendance and participation are critical to this course. You should complete the assigned readings and written assignments prior to each class. You are encouraged to prepare for class with your colleagues; however, each member of the class should be fully conversant in the material—expect to participate in every class.

Written summaries and analysis. Each week, each student will together with self-selected partner(s) write a 2-3 page response to that week's integrative question that integrates insight from the required readings. Partners should confer electronically or in person and arrive at a mutually acceptable joint submission and presentation plan (there is no need to "share" the presentation though presentations should be balanced across students over the quarter). The pair of students will be responsible for briefly presenting their write-up and co-leading the discussion of the week's readings. The sign-ups will be made one week prior to the relevant class session in Canvas. These reports should be posted on Canvas no later than 6am the morning of class and should also be distributed in hard copy to all participants at the beginning of the class session.

In addition, you should be prepared to engage in a discussion on each individual reading on topics such as:

- (a) the dominant research question;
- (b) the research design including an assessment of the quality of the theoretical argument and/or empirical evidence (for one set of quality standards see <http://strategyresearchinitiative.wikispaces.com/High+Quality+Research>)
- (c) the contribution of the research to
 - a. the extant theoretical and/or empirical literature
 - b. our understanding of relevant phenomena in international business;
- (d) limitations of the research and;
- (e) *most importantly*, feasible refinements or extensions to the empirical study and related research questions that are prompted by your reading of the paper.

Paper. You should develop a high quality research proposal (for one set of quality standards see <http://strategyresearchinitiative.wikispaces.com/High+Quality+Research>) examining a topic of relevance to international management (i.e., drawing upon readings from one or more weeks of the course). Given the eight week time frame of this course, you will need to begin thinking about this paper early in the course. We will discuss this paper on the first day of class. In brief, I expect you to turn in a theory section that is between 10-12 pages that would be at the level of development that it would be suitable for submission to an academic conference. I do not expect you to have any data, but I expect you to develop at least one testable prediction in these 10-12 pages. Please feel free to discuss your ideas with me whenever you are ready to do so.

For students wishing to submit a longer paper for MGMT 955 & 960, the extended paper requirement should take the form either of a conference submission ready theoretical paper or a detailed empirical research proposal that includes the identification of a data source, the operationalization of the theoretical constructs of interest and the discussion of an appropriate methodology for empirical testing that should lead to generalizable inference. The inclusion of preliminary empirical results is welcome but by no means required.

Policy on Auditors

Advanced students and/or visitors who do not wish to enrol as full participants are welcome to audit the course, under the following conditions: (1) you commit to attend at least 75% of the class sessions, and inform me in advance which sessions you will attend; (2) you participate fully in the sessions that you attend, including doing a "fair share" of summary writing and leading class discussion. Auditing students are excused only from assignments related to the class paper.

READING MATERIALS:

There is no bulkpack for this class. PDF versions of the required readings are available at H:\henisz\PhD\
Additional/supplementary readings (not emboldened) are listed below for the purposes of providing a
starting point for students wishing to go into greater depth and/or prepare for qualifying exams in
Multinational Management.

1. 3/18/15: Introduction

Integrative Question (NB: Your response should include references to evidence from multiple readings)

What are the country-, industry-, and firm-level determinants of a project's or firm's potential exposure to political risks or political opportunities?

Required

Bernays, Edward 1947. "The Engineering of Consent" *Annals of the American Academy of Political and Social Science* **250**:113-120. <http://www.jstor.org/stable/pdfplus/1024656.pdf>

Hill, Claire A., 1998. How Investors React to Political Risk. *Duke Journal of Comparative & International Law* **8**:283-313.
<http://www.law.duke.edu/shell/cite.pl?8+Duke+J.+Comp.+&+Int'l+L.+283+pdf>

Fisch, J. E. 2005. How Do Corporations Play Politics?: The FedEx Story. *Vanderbilt Law Review*, 58(5): 1495-572.

Woodhouse, Erik J. 2006. "The Obsolescing Bargain Redux? Foreign Investment in the Electric Power Sector in Developing Countries" *International Law and Politics* 38:121-219.
http://iis-db.stanford.edu/pubs/21279/JILP_Obsolescing_Bargain.pdf

McLeod Ross H. (2011) "Institutionalized Public Sector Corruption" in in Edward Aspinall and Gerry van Klinken (eds.) *The State and Illegality in Indonesia*, pp. 45-63.

Keefe, Patrick Radden (2013) "Buried Secrets" *New Yorker* July 8.
<http://www.newyorker.com/magazine/2013/07/08/buried-secrets>

Keefe, Patrick Radden (2014) "Two Mining Behemoths Battle an Israeli Billionaire" *New Yorker* June 2 <http://www.newyorker.com/news/news-desk/two-mining-behemoths-battle-an-israeli-billionaire> .

Henisz WJ, Dorobantu S, Nartey L. 2014. Spinning Gold: The Financial and Operational Returns to External Stakeholder Engagement. *Strategic Management Journal* **35**(12): 1727-1748.

Supplementary

Weston, Burns H. 1975. "'Constructive Takings' under International Law: A Modest Foray into the Problem of 'Creeping Expropriation'" *Virginia Journal of International Law*. **16**(1):103-175.

Khan, M. Fouzul Kabir and Robert J. Parra "Sources of Project Finance" in *Financing Large Projects: Using Project Finance Techniques and Practices* (New York: Pearson) pp. 161-202.

Yannaca-Small, Catherine. 2004. "'Indirect Expropriation' and the 'Right to Regulate' in International Investment Law" *Organization for Economic Co-operation and Development Working Paper on International Investment* **2004**(4). <http://www.oecd.org/dataoecd/22/54/33776546.pdf>

Taking Multinationals to Court: How the Alien Tort Act Promotes Human Rights (Joshua Kurlantzick, *World Policy Journal*, Spring 2004

Frynas, J. G., Mellahi, K., & Pigman, G. A. 2006. First mover advantages in international business and firm-specific political resources. *Strategic Management Journal*, 27(4): 321-45.

Orr, R.J.; Metzger, B. (2005) The Legacy of Global Projects: A Review and Reconceptualization of the Legal Paradigm. Proceedings of the 1st General Counsels' Roundtable. Stanford, CA, 21 - 22 January, 2005. http://crgp.stanford.edu/publications/working_papers/proceedings1.pdf

Franz T. Lohrke, Gina W. Simpson, David M. Hunt, 2007. Extending the bargaining power model: Eighteenth century lessons from Pantón, Leslie and Company in managing political risk, *Journal of Management History*, 13(2):153-171

Gould, John A. and Matthew Winters. 2007. "An Obsolescing Bargain in Chad: Explaining Shifts in Leverage Between the Government and The World Bank." *Business and Politics* 9(2):Article 4.

Wells, Louis and Rafiq Ahmed 2007 *Making Foreign Investments Safe: Property Rights and National Sovereignty* Oxford University Press

Moran, Theodore H., West Gerald T. and Keith Martin (eds.) *International Political Risk Management: Needs of the Present, Challenges for the Future* (Washington D.C.: The World Bank Group) pp. 53-248.

Desai, Mihir A. and Alberto Moel. 2008. "Czech Mate: Expropriation and Investor Protection in a Converging World" *Review of Finance* 12:221-251

Desai, Mihir, Fritz Foley and James R. Hines. 2008. "Capital Structure with Risky Foreign Investments." *Journal of Financial Economics*.

Nebus, J. & Rufin, C. 2010. Extending the Bargaining Power Model: Explaining Bargaining Outcomes Among Nations, MNEs and NGOs. *Journal of International Business Studies*, Forthcoming.

Scott, W Richard, Raymond E. Levitt and Ryan J. Orr (eds.) 2011. *Global Projects: Institutional and Political Challenges* Cambridge University Press: New York.

2. 3/25/15: Political Economy

Integrative Question (NB: Your response should include references to evidence from multiple readings)

How can political economy inform the study of political risk (i.e., what constructs, theoretical relationships and modeling tools should international business scholars and practitioners grappling with political risk draw upon from the field of political economy)?

Required

Putnam, Robert D. 1988. "Diplomacy and domestic politics: The logic of two-level games." *International Organization* **42**:427-460.

Levy, Brian and Pablo T. Spiller 1994 "The Institutional Foundations of Regulatory Commitment: A Comparative Analysis of Telecommunications Regulation" *Journal of Law, Economics and Organization* **10**: 201-246.

Tsebelis, George. 1999. "Veto Players and Law Production in Parliamentary Democracies: An Empirical Analysis." *The American Political Science Review*. **93**(3): 591-608

Bueno de Mesquita, Bruce 2002 "Political Forecasting: An Expected Utility Method" in Bueno de Mesquita (ed.) *European Community Decision Making*

Bueno de Mesquita, Bruce and AFK Organski 2002 "Policy Outcomes and Policy Interventions: An Expected Utility Analysis" in Bueno de Mesquita (ed.) *European Community Decision Making*

Baumgartner, Frank R. 2009. [Interest Groups and Agendas](#). In L. Sandy Maisel and Jeffrey M. Berry, eds., *Oxford Handbook of American Political Parties and Interest Groups*. New York: Oxford University Press, forthcoming, pp. 519–33.

Pawel Sobkowicz, Michael Kaschesky, Guillaume Bouchard, Opinion mining in social media: Modeling, simulating, and forecasting political opinions in the web, *Government Information Quarterly*, 29(4):470-479.

Henisz WJ. 2013. Preferences, Structure and Influence: The Engineering of Consent. *Global Strategy Journal* **3**(4): 338-359.

Supplementary

Schattschneider, E. E. 1935. *Politics, Pressures and the Tariff*. New York: Prentice-Hall.

Schattschneider, E. E. 1960. *The Semisovereign People: A Realist's View of Democracy in America*

Downs, Anthony. 1957. *An Economic Theory of Democracy* (New York: Addison Wesley)

Olson Mancur 1965. *The Logic of Collective Action*. (Cambridge: Harvard University Press)

Lowi, Theodore J. 1969 *The End Of Liberalism: The Second Republic of the United States* (New York: W.W. Norton)

Moe, Terry M. 1980. *The Organization of Interests: Incentives and the Internal Dynamics of Political Interest Groups* (Chicago: University of Chicago Press)

Walker, Jack L. Jr. 1991. *Mobilizing Interest Groups in America: Patrons, Professions and Social Movements* (Ann Arbor: University of Michigan Press)

Baumgartner, Frank R. and Bryan D. Jones 1993. *Agendas and Instability in American Politics* (Chicago: University of Chicago Press)

Henisz, Witold J. 2000. "The Institutional Environment for Economic Growth." *Economics and Politics* **12**(1):1–31.

Persson Torsten and Guido Tabellini 2000. *Political Economics: Explaining Economic Policy* (Cambridge: MIT Press)

Grossman, Gene M. and Elhanan Helpman 2001. *Special Interest Politics* (Cambridge: MIT Press)

Budge Ian et. al. 2001. *Mapping Policy Preferences: Estimates for Parties, Electors and Governments 1945-1998* (Oxford: Oxford University Press)

Tsebelis, George. 2002. *Veto Players: How Political Institutions Work*. Princeton: Princeton University Press

Bueno de Mesquita, Bruce. 2002. *Predicting Politics* (Columbus: Ohio State University Press)

Bueno de Mesquita et. al. 2005. *The Logic of Political Survival*. (Cambridge: MIT Press).

Jones, Bryan D. and Frank R. Baumgartner 2005. *The Politics of Attention: How Government Prioritizes Problems* (Chicago: University of Chicago Press)

Budge Ian et. al. 2006. *Mapping Policy Preferences: Estimates for Parties, Electors and Governments in Eastern Europe, European Union and OECD 1990-2003*. (Oxford: Oxford University Press)

Acemoglu, Daron and James A. Robinson 2006. *Economic Origins of Dictatorship and Democracy* New York: Cambridge University Press.

Iaryczower, Matias Pablo T. Spiller and Mariano Tommasi (2006). Judicial Lobbying: The Politics of Labor Law Constitutional Interpretation. *American Political Science Review*, **100**:85-97

3. 4/8/15. Structural Perspective in Sociology

Integrative Question (NB: Your response should include references to evidence from multiple readings)

How can the structural perspective within sociology inform the study of political risk (i.e., what constructs, theoretical relationships and modeling tools should international business scholars and practitioners grappling with political risk draw upon from structural perspective within sociology)?

Required

Knoke, D. (1990). *Political Networks: The Structural Perspective*. Cambridge, UK, Cambridge University Press. Appendix, Chs. 1, 5, 6 and 7

Ghoshal, S. and C.A. Bartlett. 1990. The Multinational Corporation as an Interorganizational Network, *Academy of Management Review*, 15 (4): 603-625.

Padgett JF, Ansell CK. 1993. Robust Action and the Rise of the Medici, 1400-1434. *American Journal of Sociology*: 1259-1319.

Nee, V. & Ingram, P. 2001. Embeddedness and Beyond: Institutions, Exchange and Social Structure. In Brinton, Mary C & Victor Nee, (Eds.), *New Institutionalism in Sociology*. Stanford, CA: Stanford University Press.

Stark, D., & Vedres, B. z. 2006. Social Times of Network Spaces: Network Sequences and Foreign Investment in Hungary. *American Journal of Sociology*, 111(5): 1367-1411.

Hafner-Burton, E. M., Kahler, M., & Montgomery, A. H. 2009. Network Analysis for International Relations. *International Organization*, 63(03): 559-92.

Kogut, Bruce 2012 *Small Worlds of Corporate Governance* 2012 MIT Press Ch. 1

Nartey, Lite, Witold Henisz and Sinziana Dorobantu 2014. What Brings Us Together Tears Us Apart: The Inherent Tension in Stakeholder Engagement Strategies *Working Paper*

Dorobantu, Sinziana, Witold Henisz and Lite Nartey 2014 First Impressions: Stakeholder Networks, Proactive Engagement and Stakeholder Opinions of Corporations. *Working Paper*

Supplementary

Georg Simmel, "Triad," in Kurt H. Wolff (Ed. and Trans.), *The sociology of Georg Simmel* (pp. 145-169). New York: Free Press. (Originalwork published in 1908). (pages 215 - 239 in the PDF).

Mills, C. Wright *The Power Elite* (New York: Oxford University Press)

Granovetter, Mark. "The Strength of Weak Ties." *The American Journal of Sociology*, Vol. 78, No. 6. (May, 1973), pp. 1360-1380.

Burt, R. S. (1976). "Positions in Networks." *Social Forces* **55**(1): 93-122.

Snow, D. A., L. A. Zurcher, Jr., et al. (1980). "Social Networks and Social Movements: A Microstructural Approach to Differential Recruitment." *American Sociological Review* **45**(5): 787-801.

Mizruchi, M. S. 1992. *The Structure of Corporate Political Action*. Cambridge, MA and London, England: Harvard University Press.

Borgatti, S. P. and M. G. Everett (1992). "Notions of Position in Social Network Analysis." *Sociological Methodology* **22**: 1-35.

Gargiulo, M. (1993). "Two-Step Leverage: Managing Constraint in Organizational Politics." *Administrative Science Quarterly* **38**(1): 1-19.

Wasserman and Faust (1994): *Social Network Analysis*. Cambridge University Press.

Padgett, John F., and Christopher K. Ansell. 1993. Robust Action and the Rise of the Medici, 1400-1434. *American Journal of Sociology* 98 (6):1259-1319.

Gil-Mendieta, J. and S. Schmidt (1996). "The political network in Mexico." *Social Networks* **18**(4): 355-381.

Van Rossem, Ronald. 1996. "The World System Paradigm as General Theory of Development: A Cross-National Test." *American Sociological Review* **61**:508-27.

Ansell, C. K. (1997). "Symbolic Networks: The Realignment of the French Working Class, 1887-1894." *American Journal of Sociology* **103**(2): 359-90.

Meyer, John W., John Boli, George M. Thomas and Francisco O. Ramirez. 1997. "World Society and the Nation-State" *American Journal of Sociology* **103**(1):144-181.

Rowley, T.J. (1997). Moving beyond dyadic ties: A network theory of stakeholder influences. *Academy of Management Review*, 22(4), 887-910.

Bansal P, Roth K. 2000. Why Companies Go Green: A Model of Ecological Responsiveness. *Academy of Management Journal* **43**(4): 717-736.

Bockman, Johanna and Gil Eyal. 2002. "Eastern Europe as a Laboratory for Economic Knowledge: The Transnational Roots of Neoliberalism." *American Journal of Sociology* **108**:310-52.

Burt, R. S. (2004). "Structural Holes and Good Ideas." *American Journal of Sociology* **110**(2): 349-399.

Wallerstein, Immanuel. 2004. *World Systems Analysis: An Introduction* (Durham, Duke University Press).

Bansal P, Clelland I. 2004. Talking Trash: Legitimacy, Impression Management, and Unsystematic Risk in the Context of the Natural Environment. *Academy of Management Journal* **47**(1): 93-103.

Henisz, Witold J., Bennet Zelner and Mauro F. Guillen 2005. "The Worldwide Diffusion of Market-Oriented Infrastructure Reform, 1977-99." *American Sociological Review* **70**(6):871-897.

Moody, J., D. McFarland, et al. (2005). "Dynamic Network Visualization." *American Journal of Sociology* **110**(4): 1206.

Bansal P. 2005. Evolving sustainably: a longitudinal study of corporate sustainable development. *Strategic Management Journal* **26**(3): 197-218.

Powell, W. W., D. R. White, et al. (2005). "Network Dynamics and Field Evolution: The Growth of Interorganizational Collaboration in the Life Sciences." *American Journal of Sociology* **110**(4): 1132-1205.

Centola, D. and M. Macy (2007). "Complex Contagions and the Weakness of Long Ties." *American Journal of Sociology* **113**(3): 702-734.

Michelson, E. (2007). "Lawyers, Political Embeddedness, and Institutional Continuity in China's Transition from Socialism." *American Journal of Sociology* **113**(2): 352-414.

Kahler, Miles (ed) 2009. *Networked Politics: Agency, Power and Governance* (Ithaca, Cornell University Press).

Boutilier RG. 2009. *Stakeholder Politics: Social Capital, Sustainable Development and the Corporation*. Greenleaf: Sheffield, UK.

Boutilier RG. 2011. *A Stakeholder Approach to Issues Management*. Business Expert Press.: New York.

4. 4/15/15: Social Movements, Ideas and Contestation

Integrative Question (NB: Your response should include references to evidence from multiple readings)

How can the study of social movements, ideas and contestation within sociology inform the study of political risk (i.e., what constructs, theoretical relationships and modeling tools should international business scholars and practitioners grappling with political risk draw upon from the study of social movements, ideas and contestation within sociology)?

Required

Keck, Margaret E. and Kathryn Sikkink 1999. "Transnational Advocacy Networks in International and Regional Politics." *International Social Science Journal* **51**(159):89-101.

Bansal, Pratima (2003) "From Issues to Actions: The Importance of Individual Concerns and Organizational Values in Responding to Natural Environmental Issues" *Organization Science* 14(5):510-527.

Henisz WJ, Zelner BA. 2005. Legitimacy, Interest Group Pressures and Institutional Change in Emergent Institutions: The Case of Foreign Investors and Home Country Governments. *Academy of Management Review* **30**(2): 361-382.

McAdam D, Boudet HS, Davis J, Orr RJ, Richard Scott W, Levitt RE. 2010. "Site Fights": Explaining Opposition to Pipeline Projects in the Developing World1. *Sociological Forum* **25**(3): 401-427.

Weber K, Rao H, Thomas LG. 2009. From Streets to Suites: How the Anti- Biotech Movement Affected German Pharmaceutical Firms. *American Sociological Review* **74**(1): 106-127.

Yue LQ, Rao H, Ingram P. 2013. Information Spillovers from Protests against Corporations: A Tale of Walmart and Target. *Administrative Science Quarterly* **58**(4): 669-701.

Dorobantu, Sinziana, Witold J. Henisz and Lite Nartey 2014. "When Does A Stakeholder Attack Become A Reputational Crisis? Stakeholder Capital And The Micro-Foundations Of Corporate Reputation: *Working Paper*

McDonnell, Mary-Hunter and King, Brayden and Soule, Sarah, A Dynamic Process Model of Private Politics: Activist Targeting and Corporate Receptivity to Social Challenges (October 2, 2014). Georgetown McDonough School of Business Research Paper No. 2432208; Stanford University Graduate School of Business Research Paper No. 14-18. Available at <http://ssrn.com/abstract=2432208> or <http://dx.doi.org/10.2139/ssrn.2432208>

Supplementary

McCarthy, John D. and Mayer N. Zald 1977, "Resource Mobilization and Social Movements: A Partial Theory" *American Journal of Sociology* **82**(6):1212-1241.

McAdam, Doug, John D. McCarthy and Mayer N. Zald (eds.) *Comparative Perspectives on Social Movements* (New York: Cambridge University Press)

Fligstein, N. 1997. Social Skill and Institutional Theory. *American Behavioral Scientist*, 40(4): 397-405.

Keck, Margaret and Kathryn Sikkink. (1998) *Activists Beyond Borders: Advocacy Networks in International Politics*. Cornell University Press.

Finnemore M, Sikkink K. 1998. International Norm Dynamics and Political Change. *International Organization* **52**(04): 887-917.

Della Porta, Donatella and Mario Diani 1999. *Social Movements: An Introduction* (Oxford: Blackwell)

Benford, R. D., and Snow, D. A. 2000. "Framing Processes and Social Movements: An Overview and Assessment." *Annual Review of Sociology*, **26**:611-639.

Campbell, John L and Ove K. Pedersen (Eds) 2001. *The Rise of Neoliberalism and Institutional Analysis*. Princeton University Press

Fligstein, N. 2001. Social Skill and the Theory of Fields. *Sociological Theory*, 19(2): 105-25.

McAdam, Doug, Sidney Tarrow and Charles Tilly. 2001. *Dynamics of Contention* (New York: Cambridge University Press)

Fourcade-Gourinchas, Marion and Sarah Babb 2002. "The Rebirth of the Liberal Creed: Paths to Neoliberalism in Four Countries" *American Journal of Sociology* **108**(3):533-579.
<http://www.journals.uchicago.edu/doi/abs/10.1086/367922>

Campbell, John L. 2002. "Ideas, Politics and Public Policy" *Annual Review of Sociology* **28**:21-38.

Almeida, P. D. (2003). "Opportunity Organizations and Threat-Induced Contention: Protest Waves in Authoritarian Settings." *American Journal of Sociology* **109**(2): 345-400.

Davis, Gerald, Doug McAdam, W. Richard Scott and Mayer N. Zald (eds.) 2005. *Social Movements and Organization Theory* (New York: Cambridge University Press)

Tarrow, Sidney. 2005. *The New Transnational Activism* (New York: Cambridge University Press)

Tilly, Charles. 2006. *Social Movements: 1768-2004* (Boulder: Paradigm Publishers)

Elsbach, Kimberly 2006. *Organizational Perception Management* (Mahwah: Erlbaum Associates)

Sonenshein, Scott 2006. "Crafting Social Issues at Work" *Academy of Management Journal* 49(6): 1158-72.

Tilly, Charles and Sidney Tarrow. 2007. *Contentious Politics* (Boulder: Paradigm Publishers)

Aguilera, Ruth, Deborah Rupp, Cynthia Williams and Jyoti Ganapathi. 2007 "Putting the S Back in Corporate Social Responsibility: A Multilevel Theory of Social Change in Organizations" *Academy of Management Review* 32(2):836-63.

Bartley, T. (2007). "Institutional Emergence in an Era of Globalization: The Rise of Transnational Private Regulation of Labor and Environmental Conditions." *American Journal of Sociology* **113**(2): 297-351.
<http://www.journals.uchicago.edu/doi/abs/10.1086/518871>

Sonenshein, Scott 2009 "Emergence of Ethical Issues During Strategic Change Implementation"
Organization Science 20(1): 223-239.

Maurer, Cara C. Pratima Bansal and Mary M. Crossan 2011 "Creating Economic Value Through Social Values: Introducing a Culturally Informed Resource-Based View" *Organization Science* Forthcoming.

Fligstein N, McAdam D. 2011. Toward a General Theory of Strategic Action Fields*.
Sociological Theory **29**(1): 1-26.

Rao H, Yue LQ, Ingram P. 2011. Laws of Attraction: Regulatory Arbitrage in the Face of Activism in Right-to-Work States. *American Sociological Review* **76**(3): 365-385.

5. 4/22/15: Cognition and Identity

Integrative Question (NB: Your response should include references to evidence from multiple readings)

How can the study of cognition and identity in psychology inform the study of political risk (i.e., what constructs, theoretical relationships and modeling tools should international business scholars and practitioners grappling with political risk draw upon from the study of cognition and identity in psychology)?

Required

Pettigrew, Thomas F. 1990 "Intergroup Contact Theory" *Annual Review of Psychology* 49:65-85.

Pettigrew TF. 1998. Applying Social Psychology to International Social Issues. *Journal of social issues* **54**(4): 663-675.

Bartel, Caroline 2001. "Social Comparisons in Boundary-spanning Work: Effects of Community Outreach on Members' Organizational Identity and Identification" *Administrative Science Quarterly* 46: 379-413.

Cialdini, Robert B. and Noah J. Goldstein 2004 "Social Influence: Compliance and Conformity" *Annual Review of Psychology* 55:591-621.

Carador M Teresa and Michael G. Pratt 2006. "Identification Management and Its Bases: Bridging Management and Marketing Perspectives Through a Focus on Affiliation Dimensions" *Journal of Academy of Marketing Science* 34:174-184

Cornelissen JP, Haslam SA, Balmer JMT. 2007. Social Identity, Organizational Identity and Corporate Identity: Towards an Integrated Understanding of Processes, Patternings and Products. *British Journal of Management* **18**: S1-S16.

Toh SM, DeNisi AS. 2007. Host country nationals as socializing agents: a social identity approach. *Journal of Organizational Behavior* **28**(3): 281-301.

Supplementary

Salk JE, Shenkar O. 2001. Social Identities in an International Joint Venture: An Exploratory Case Study. *Organization Science* **12**(2): 161-178.

Kelman HC. 2005. Building trust among enemies: The central challenge for international conflict resolution. *International Journal of Intercultural Relations* **29**(6): 639-650.

Rowley TI, Moldoveanu M. 2003. When Will Stakeholder Groups Act? An Interest- and Identity-Based Model of Stakeholder Group Mobilization. *Academy of Management Review* **28**(2): 204-219.

Scott, Susanne G. and Vicki R. Lane 2000 "A Stakeholder Approach to Organizational Identity" *Academy of Management Review* 25(1): 43-62.

Lichtenstein, Donald R., Minette E. Drumwright and Bridgette M. Braig 2004 "The Effect of Corporate Social Responsibility on Customer Donations to Corporate-Supported Nonprofits" *Journal of Marketing* 68:16-32.

Spreitzer, Gretchen, Katheleen Sutcliffe, Jane Dutton, Scott Sonenshein & Adam Grant. 2005 "A Socially Embedded Model of Thriving at Work" *Organization Science* 16(5):537-549.

Brickson, Shelley. 2005 "Organizational Identity Orientation: Forging a Link between Organizational Identity and Organizations' Relations with Stakeholders" *Administrative Science Quarterly* 50:576-609.

Pettigrew, Thomas F. and Linda R. Tropp 2006 "A Meta-Analytic Rest of Intergroup Contact Theory" *Journal of Personality and Social Psychology* 90(5): 751-783.

Fiol, C. Marlene, Michael G. Pratt and Edward J. O'Connor "Managing Intractable Identity Conflicts" *Academy of Management Review* 34(1):32-55.

6. 4/29/15: Legitimacy, Fairness and Due Process

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