

CURRICULUM VITAE

NAME: Paul M. Hirsch

TELEPHONE: (847) 491-8069 (office)

EDUCATION: 1973 Ph.D. The University of Michigan, Sociology
 1968 M.A. The University of Michigan, Sociology
 1966 B.A. Cum Laude, The City College of New York

EMPLOYMENT/EXPERIENCE:

1989-present James L. Allen Professor of Strategy and Organization Behavior, and
 1999-present Chair, Department of Management and Organization, Kellogg School of Management,
 Northwestern University.

1989-present Professor (Courtesy), Departments of Communication and Sociology
 Fellow, Centers for Policy Research and for International Studies,
 Northwestern University.

1991- 2005 Professor of Strategy and Organizational Behavior, U.S. Business School in Prague
 (A consortium of American Business Schools serving MBA students in the Czech Republic
 and Eastern Europe).

1988-1990 Visiting Professor, Departments of Management and Policy, and Communications,
 University of Arizona

1981 Acting Director, Center for the Management of Public and Nonprofit Enterprise,
 University of Chicago Graduate School of Business,

1973-1988 Assistant, Associate, and Full Professor of Strategy and Organization,
 University of Chicago Graduate School of Business,

1973-1988 Research Associate, Department of Sociology, University of Chicago.

1976-1977 Assistant Program Director (half-time), University of Chicago National Humanities Institute

1976 Visiting Professor, Department of Sociology, Stanford University.

1971-1973 Lecturer to Assistant Professor, Department of Sociology, Indiana University.

HONORS AND AWARDS:

2010 Distinguished Visitor and Speaker, Desautels Faculty of Management, McGill University,
 2009 President, Western Academy of Management
 2009 Organization and Management Theory Division, Academy of Management, Best Symposium Award
 2008 Nominated for Academy of Management Scholarly Contributions Award

- 2007 Elected Incoming President and Program Chair (2008), Western Academy of Management
- 2006 Western Academy of Management Award for Service as Board Member, from 2004-06;
- 2005 NYU Stern School, Program Reviewer for Management Department
- 2005 Western Academy of Management, Presidential Award for Innovative and Distinguished Service as Co-Editor of the *Journal of Management Inquiry*
- 2004 Academy of Management, Elected a Fellow
- 2004 Nominated for President, Economic Sociology Division, American Sociological Assn, (Also 2003, headed up Division's committee to select best student paper)
- 2003 Presenter at Doctoral and Junior Faculty Consortium, Western Academy of Management
- 2002 Elected Board member, Economic Sociology Division, American Sociological Assn,
- 2002 Presenter at Doctoral Consortia for: *Academy of Management*, national meetings, Divisions of Organization Behavior, Organization and Management Theory, and Organizational Development
- 2001 Discussant, session honoring Nobel Prize winner Douglass North, American Sociological Association meetings, 2001
- 2001 *Organization Science* - special issue devoted to tracing the continuing evolution of my "classic" concept of "cultural industries"
- 1999 Convocation Speaker, U.S. Business School in Prague, at Charles University (July)
- 1999 Keynote Speaker, Texas Conference on Organizations (April)
- 1998 Distinguished Scholar Award, for Contributions to Organization Theory, Organization and Management Theory Division, American Academy of Management
- 1998 Keynote Speaker, Organization Theory Division, Canadian Association of Administrative Sciences, annual meetings
- 1998 Nominated as Chair, Organizations, Occupations and Work Section, American Sociological Assn.
- 1995 Elected to Board of Careers Division, American Academy of Management.
- 1992 Chair, Division of Organization and Management Theory, American Academy of Management
- 1991 Member, Russell Sage Foundation Seminar on New Directions in Economic Sociology
- 1989 Newspaper Management Center Grant to study employment practice and career development in professional organizations, \$33,000.
- 1989 Awarded James L. Allen Chair in Strategy and Organization Behavior, Kellogg Graduate School of Management, Northwestern University.
- 1989 Convocation Speaker, University of Chicago graduation ceremonies.
- 1988 Distinguished Visiting Scholar, Illinois Benedictine College, Lisle, IL.
- 1987 Program Committee, American Sociological Association
- 1985 Doctoral Consortium Lecture on "The Future of Organization Studies." Academy of Management.
- 1983 Rockefeller Foundation Humanities Award to Study Implications of Coming Audience Fragmentation
- 1981 Markle Foundation Grant to continue Study of Television Industry, Audience and Programming (\$185,000).
- 1980 American Sociological Association. Selected to prepare Didactic Lecture on "How to Study Industries" for annual meetings. The purpose of these three-hour lectures, according to the Association's president, is to have a "leader in a particular field provide a session in which that person presents some of the advanced state of the art ideas in that area" to colleagues in the discipline.
- 1980 Fellow and Research Associate, Yale University Program on Non-Profit Organizations, with support to expand study of corporate directors
- 1980 Markle Foundation Grant to Study Television Industry, Audience and Programming (\$78,000).
- 1979 Consultant to Ford Foundation on Communication Policy.
- 1979 National Science Foundation Grant (with Thomas Whisler) to Study Directors of Large Corporations (\$228,000).

ARTICLE AND MANUSCRIPT REFEREE:

Administrative Science Quarterly
Academy of Management Journal
Academy of Management Review

Management Science
Organization Science
American Sociological Review
American Journal of Sociology
Social Forces
Sociology of Work and Occupations
Communication Research
Journal of Communication
 University of Chicago Press
 Oxford University Press
 Jossey-Bass Publishers
 Sage Publications

Academy of Management Program
 Reviewer, for 3 Academy of Management Divisions-
 Careers and Human Resources, Organization and
 Management Theory, and Business Policy and Strategy.

SERVICE TO THE PROFESSION:

President, Western Academy of Management (2009)
 Co-Executive Editor, Journal of Management Inquiry, 1998 – 2008
 Editorial Board Member, Journal of Management Studies
 Western Academy of Management , 2004-2006, Board Member
 Board Member, Economic Sociology Division, American Sociological Association, 2002 -2004
 Co-Editor, Essays Section, Journal of Management Inquiry, 1994-1997.
 Editorial Board Member, Work and Occupations: An International Journal, 1995 - present
 Board Member, Careers Division, American Academy of Management, 1994-1995.
 Chair, Organization and Management Theory Division, Academy of Management, 1991- 1993.
 Program Chair, Organization and Management Theory Division, Academy of Management, 1990.
 Editorial Board Member, Accounting, Organization, and Society, 1994-1997
 Editorial Board Member, Journal of Communication, 1992-1994.
 Associate Board Member, Communication Research: An International Quarterly (1983-1995).

 Program Committee, American Sociological Association, 1987-1988.
 Program Committee Member, American Association for Public Opinion Research (1981, 1984).

Editorial Policy Board Member, Journal of Consumer Research (1981-1984).

Chairman, Section on Organizations and Occupations, American Sociological Association, 1980

PUBLICATIONS

Markets on Trial: The Economic Sociology of the U.S. Financial Crisis, edited by M. Lounsbury and P. Hirsch. Research in the Sociology of Organizations, Volume 30B. New York: Emerald Press (Macmillan) (2010) *"Bravo! Finally a stellar group of economic sociologists speaks out about the antecedents, processes, and consequences of the 2008 financial crisis. Markets on Trial ably combines sharp analytic insights with much needed policy recommendations."*
Viviana Zelizar, President, American Sociological Association's Section on Economic Sociology, and Professor, Princeton University

"Immoral but not Illegal: Monies vs. Mores Amidst the Mortgage Meltdown" (with Mary-Hunter Morris. Strategic Organization 2010. 8(1): 60-75. Summarized as "Ethical Challenges of the 'Mortgage Meltdown,' " in the Behavioural Ethics Bulletin of the Rotterdam School of Management

"When He Listened, People Talked - Studs Terkel: Oral Historian and Social Activist" (essay, with Daniel Cornfield). Contexts: a Journal of the American Sociological Association 2010. 9 (3)

"Markets on Trial: Toward a Policy-Oriented Economic Sociology" (with M. Lounsbury). In Lounsbury, M. and P. Hirsch (eds.), Markets on Trial: The Economic Sociology of the U.S. Financial Crisis. Research in the Sociology of Organizations, Volume 30B. New York: Emerald Press (Macmillan) (2010): 5-26

"Terminal Isomorphism and the Self-Destructive Potential of Success: Lessons From Subprime Mortgage Origination and Securitization (with J. Pozner and M. Stimmler). In Research in the Sociology of Organizations, Volume 30. New York: Emerald Press (Macmillan) (2010): 183-216

"Negotiating Actor-Environment Relations: A Framework for Comparative Research. " (with Franz Wohlgezogen. In King, B., Felin, T, and Whetten, D. (eds.), Research in the Sociology of Organizations (Volume 26). Greenwich, CT: Emerald Group Publishing Ltd, 2009: 153-182.

"Institutional "Dirty" Work: Preserving Institutions Through Strategic Decoupling" (with Y. Sekou Bermiss). In T. Lawrence, R. Suddaby and B. Leca (Eds.) Institutional work: Actors and agency in institutional studies of organization. 2009. Cambridge, UK: Cambridge University Press. 262-83.

"Been There, Done That, Moving On: Reflections on Institutional Theory's Continuing Evolution." In Handbook of Organizational Institutionalism, edited by R. Greenwood, C. Oliver, R. Suddaby and E. Andersson. Thousand Oaks, CA.: Sage 2008

"A Durkheimian Approach to Globalization (with Peer Fiss and Amanda Hoel. In P. Adler (ed.),

Relevance of the Classics for Organization Theory. Oxford University Press . 2008

“Organizational Restructuring and Its Consequences: Rhetorical and Structural” (with Michaela DeSousey) In Annual Review of Sociology, Vol. 32. Stanford, CA: Annual Reviews (2006)

“The Discourse of Globalization: Framing and Sensemaking of an Emerging Concept” (with Peer Fiss). American Sociological Review 70, 1. Lead article (February 2005)

“To Avoid Surprises, Acknowledge the Dark Side: Illustrations from Securities Analysts” (with Jo-Ellen Pozner) Strategic Organization 3, 2 (2005)

“Evolution and Revolution in the Twenty-First Century: Rules for Organizations and Managing Human Resources” (w. R. Roberts). Human Resource Management 44, 2 (Summer 2005). Also, in The Future of Human Resource Management, (Losey, Meisinger, and Ulrich, eds.). Wiley (2005)

“The Schweick Syndrome: The Narrative Power of Resistance by Agreement. (with Hayagreeva Rao) In Narratives We Organize By: Narrative Approaches in Organization Studies (B. Czarniawska and P. Gagliardi, eds). London: John Benjamins. (2004)

“The Dark Side of Alliances: The Enron Story” Organization 10, 2 (August 2003)

“The Cultures of Economic Sociology” Accounts: The American Sociological Association’s Division of Economic Sociology Newsletter (2003)

“Czechmate: The Old Banking Elite and the Construction of Investment Privatization Funds in the Czech Republic” (with Hayagreeva Rao) Socio-Economic Review 1, 2 (Spring, 2003)
In 2007, this was one of the ten most downloaded articles in journals published by Oxford University Press

"Social Movements, Field Frames and Industry Emergence: A Cultural-Political Perspective on U.S, Recycling" (with Michael Lounsbury and Marc Ventresca.) Socio-Economic Review 1, 1 (Winter, 2003)

"Unpacking Path Dependence: Differential Valuations Accorded History Across Disciplines" (with James Gillespie). In Path Creation and Dependence, edited by R. Garud and P. Karnoe. 2001. Mahwah, N.J.: Lawrence Erlbaum Associates: 69-90

“The Social Construction of Overtime.” (with Paul Martorana). 2001. In Transformations of Work, 10, edited by Steven Vallas. New York: JAI Press – Elsevier: . 165-187.

Interview with Studs Terkel. (*I organized and conducted this at the Academy of Management’s annual meetings*). Work and Occupations 28, 4 (2001)

"The Changing Sociology of Work and the Reshaping of Careers." (with Charles Naquin). In Restructured Workplaces: Challenges and New Directions for the Sociology of Work, edited by Cornfield, Campbell and McCammon. Newberry Park, CA.: Sage, 2001

"Culture Industries Revisited." Organization Science 11, 3, 2000, 199-202 (My article for a

special issue about the evolution of a widely used conceptual innovation which I first published [while still a graduate student] in 1972).

Introduction to Phillip Selznick's oral history, "On Sustaining Research Agendas: Their Moral and Scientific Basis." Journal of Management Inquiry 2000, 9,3: 276 (*This is the edited transcript of a widely discussed plenary session I organized for the 1999 annual meetings of the Western Academy of Management.*)

"Doing Sociology and Culture: Richard Peterson's Quest and Contribution" (with Peer Fiss). Poetics 2000, 28 (*Peterson is an organizational sociologist whose contributions are saluted in this interdisciplinary journal connecting organizational and cultural studies.*)

"On Ending the Forced Choice between Attributions of Change to Exogenous vs. Endogenous Causes" American Journal of Economics and Sociology 2000 59, 1: 43-45

"Umbrella Constructs Versus Validity Police: A Life Cycle Model" (with Daniel Levin). Organization Science 1999 10, 3:199-212

"Sara Lee as a Good Corporate Citizen" (with Ann Tenbrunsel and Zoe Barsness). In Global Citizenship, edited by Noel Tichy. San Francisco: Jossey Bass, 129-147

"Sociology Without Social Structure: New-Institutional Theory Meets Brave New World." Review Essay: American Journal of Sociology. 1997. 102 6:1702-1723

"Ending the Family Quarrel: Towards a Reconciliation of 'Old' and 'New' Institutionalism" (with Michael Lounsbury). American Behavioral Scientist 40, 4, 1997:406-418. (Paper originally presented at Essec Conference on Action and Structure, Paris, May 1995).

"Putting the Organization Back into Organization Theory: Action, Change, and the 'New Institutionalism.'" (with Michael Lounsbury). 1997. Journal of Management Inquiry 6, 2: 79-88. (Alternate version of paper presented in Paris, May, 1995).

"The Rhetoric of 'Boundaryless:' Or How the Newly Empowered Managerial Class Bought Into Its Own Marginalization" (With Mark Shanley). In Boundaryless Careers: Employment in the New Organizational Era, edited by M. Arthur and D. Rousseau. New York: Oxford University Press, 1996: 218-233.

"Qualitative Sociology And Good Journalism As Demystifiers." . In Qualitative Sociology as Everyday Life , edited by Barry Glassner and Rosanna Hertz. Newbury Park, CA.: Sage. 1995

"Relocating Core Competencies: The Case of Banking and Financial Services" (with Marcus Alexis). In Strategic Advantage, edited by H. Thomas. New York: Wiley, 1996:80-90.

"Rediscovering Volition: The Institutional Economics Of Douglass C. North" (with Michael Lounsbury). Academy Of Management Review. 1996. 21,3: 872-884.

"Tales From The Field: Learning From Researchers' Accounts" In Studying Elites Using Qualitative Methods, edited by R. Hertz and J.Imber. Newbury Park, Ca:Sage, 1995.

"Consumption: Preferences and Changing Lifestyles" (with Jonathan Frenzen and Philip Zerillo). Handbook of Economic Sociology. (Other contributors include Oliver Williamson and James Coleman.) Princeton University Press, 1994:403-425.

"The Stock Market as Audience: The Impact of Public Ownership on Newspapers"(with Tracy Thompson). In Audience-Making: Media Audiences as Industrial Process, edited by James Ettema and Charles Whitney. Los Angeles: Sage Publications, 1994.

"Undoing the Managerial Revolution? Needed Research on the Decline of Middle Management and Internal Labor Markets." In Richard Swedberg (Ed.), Explorations in Economic Sociology. New York: Russell Sage, 1993

"Executive Education in the Post 'Organization Man' Era: A Matter of Fit" (with Myron Roomkin and Tom Vonk). Paper commissioned and published by the International Consortium for Executive Development Research, 1993.

"Globalization of Mass Media Ownership: Implications and Effects." Communication Research 19, 6, 1992, pp.677-682.

Hollyworld: Globalization of the Mass Media. Special issue of Communication Research, edited by Paul Hirsch. 19, 6 (December 1992).

"Job Security: The Free Agent Manager" (with Thomas Vonk). Encyclopedia of Career Decisions and Work Issues. Phoenix: Oryx Press. (1991)

Sociology and Rational Choice (editor). A special issue of Rationality and Society (founded by James S. Coleman) 1,3 (Spring 1990).

"Rational Choice Models for Sociology: Pro and Con," Rationality and Society 1, 3 (Spring 1990: 1-7).

"Ownership Changes, Accounting Practice, and the Redefinition of the Corporation" (with Wendy Espeland). Accounting, Organizations and Society 15, 1 (Winter 1990): 77-96.

"Collaboration Or Paradigm Shift?" (with Ray Friedman and Michell Koza). Organization Science (TIMS new journal on Strategy and OB) 1,1 (February 1990): 87-97.

"Heroes of the Long Run," Across the Board (The Conference Board's monthly magazine for Conference Board members), 27, 1 (January 1990): 53-57. Reprinted in The Strategist 2, 1 (Summer 1990) 17-20.

"Happy Endings to Mergers." Across the Board, 25, 2, (February 1988).

"So Much for Manager's Loyalty." The New York Times. February 27, 1987.

Pack Your Own Parachute: How to Survive Mergers, Takeovers, and Other Corporate Disasters. Boston: Addison-Wesley, 1987.

"Oklahoma Meets Wall Street." Reprinted from Pack Your Own Parachute, in Business Ethics, 3rd ed., edited by Michael Hoffman and Robert Frederick. Boston: Bentley College Press, 1994.

"From Ambushes to Golden Parachutes: Corporate Takeovers as an Instance of Cultural Framing and Institutional Integration." American Journal of Sociology 91, 4 (January 1986), pp. 800-837. Reprinted in J. Beyer and H. Trice (eds.), The Cultures of Management. Reading, Ma.: Addison Wesley, 1992, and in The Social Organization of Work, edited by Randell Hodson and Teresa Sullivan. The University of Chicago Press, 2002

"'Dirty Hands' versus 'Clean Models': Is Sociology in Danger of Being Seduced by Economics?" (with S. Michaels and R. Friedman), Theory and Society, 16: 317-336 (1987). Reprinted in Structures of Capital, edited by Sharon Zukin and Paul DiMaggio. New York: Walter Gruyter & Co. 1994

Cultural Productions in the U.S.: Do Changes in Ownership Matter?" In: The Marketplace for Ideas Revisited, Journal of Communication 36, 3 (Summer 1985).

"The Study of Industries." In Research in the Sociology of Organizations, vol. 4, edited by Samuel Bachrach and Stephen Mitchell. Greenwich, Conn.: JAI Press, 1985, pp. 271-310.

"Ambushes, Shootouts, and Knights of the Roundtable: The Language of Corporate Takeovers" (with J. Andrews). In Organization Symbolism, Edited by L. Pondy et al., Greenwich, Connecticut: JAI Press, 1983.

"Administrators' Response to Performance and Value Challenges - - Or, Stance, Symbols and Behavior in a World of Changing Frames" (with J. Andrews). In Leadership and Organizational Culture: New Perspectives on Administrative Theory and Practice, edited by Thomas Sergiovanni and John Corbally. Urbana: University of Illinois Press, 1984, pp. 170-185. Other contributors include: G. Allison, W. Bennis, J. March, J. Meyer, and B. Staw.

"A Code of Many Colors" (with M. Jelenik and L. Smircich). In Organizational Culture, a special issue of Administrative Science Quarterly, edited by M. Jelenik, L. Smircich, and P. Hirsch. 28, 3 (Sept, 1983).

"Network Data Versus Personal Accounts: The Normative Culture of Interlocking Directors." Working paper. Presented at the 1982 annual meetings of the American Sociological Association.

"On Not Learning From One's Own Mistakes: A Reanalysis of Gerbner et al.'s Findings on Cultivation Analysis, Part 2" (lead article). Communication Research 8, 1 (January 1981), pp. 3-37. Reprinted in Mass Communication Review Yearbook, Vol. 3, edited by C. Whitney and E. Wartella. Beverly Hills: Sage, 1982; and (translated) in Fernsehen Und Bildung: Internationale Zeitschrift fur Medienpsychologie and Medienpraxis 14 1 (January 1982), pp. 65-79.

"The Scary World of the Nonviewer and Other Anomalies: A Reanalysis of Geroner et al.'s Findings on Cultivation Analysis, Part 1" (lead article), Communication Research 7, 4 (October 1980), pp. 403-56. Reprinted in Mass Communication Review Yearbook, Vol. 2, edited by C. Wilhoit and H. de Bock. Beverly Hills: Sage, 1981; and (translated) in Fernsehen Und Bildung: Internationale Zeitschrift fur Medienpsychologie and Medienpraxis 14, 1 (January 1982), pp. 43-64.

"An Organizational Perspective on Television (Aided and Abetted by Models from Economics, Marketing, and the Humanities)." In Television and Social Behavior: Beyond Violence and Children, edited by Stephen B. Withey and Ronald Abeles for the Social Science Research Council Committee on Television and Social Behavior. Hillsdale, N.J.; Lawrence Erlbaum, 1980, pp. 83-102.

"Expanding the Horizons of Organizational Research." In Frontiers of Organization and Management, edited by William Evan. New York: Praeger, 1980, pp. 22-23.

"Production and Distribution Roles Among Cultural Organizations: On the Division of Labor Across Intellectual Disciplines." Social Research 45, 2 (Summer 1978), pp. 315-30. Reprinted, as "Institutional and Elite Functions of Mass Media," in Mass Media and Social Change, edited by E. Katz and T. Tedesco. London: Sage, 1981.

"Occupational, Organizational and Institutional Models in Communication Research: Towards an Integrated Framework." Chapter One in Strategies for Communication Research edited by P. Hirsch, P. Miller, and F.G. Kline. Beverly Hills: Sage, 1977, pp. 13-42. Reprinted in Mass Communication Review Yearbook, Vol. 1, edited by C. Wilhoit and H. de Bock. Beverly Hills: Sage, 1980.

"Are Arts Administrators Really Serious About Marketing?" (with Harry Davis). In Marketing and the Arts, edited by Michael Mokwa and William Dawson. New York: Praeger, 1979, pp. 59-64.

"Public Policy Toward Television: Mass Media and Education in American Society" (lead article). School Review (University of Chicago Press) 85, 4 (August 1977), pp. 481-512. Reprinted in Policy Studies Annual Review, Vol. 1, edited by Howard Freeman. Beverly Hills: Sage, 1978; in Television: The Critical View, 2nd Edition, edited by H. Newcomb. New York: Oxford, 1981; and in Reader in Public Opinion and Mass Communication, 3rd Ed., edited by M. Janowitz and P. Hirsch. New York: Free Press, 1981. Also reprinted under "Television as a National Medium: Its Cultural and Political Role in American Society," in Handbook of Contemporary Urban Life, edited by David Street. Los Angeles: Jossey-Bass 1978, pp. 389-427.

"Organizational Effectiveness and the Institutional Environment" (lead article). Administrative Science Quarterly 20, 4 (September 1975): pp. 327-44. Reprinted in The Study of Organizations, edited by D. Katz, R. Kahn, and S. Adams. San Francisco: Jossey-Bass, 1981. This article is cited widely and at length in most major texts on organization-environment relations.

"Organizational Analysis and Industrial Sociology: An Instance of Cultural Lag" (lead article). The American Sociologist 10, 1 (February 1975), pp. 3-12; (described as "seminal" by Charles Perrow, in his Complex Organization: A Critical Essay, 2nd ed. Glenview, IL: Scott Foresman, 1979). "Production Organizations in the Arts" (with Paul DiMaggio). American Behavioral Scientist, 19, 6 (August 1976): pp. 735-52. Reprinted in The Production of Culture, edited by Richard A. Peterson. Beverly Hills, Sage, 1977.

"Television as a Cultural Forum" (with H. Newcomb). Paper commissioned by New York Institute for the Humanities. Quarterly Review of Film Studies 8, 3 (Summer 1983), pp. 45-55.

"A Researching Agenda for Approaching the Study of Television." In The Social Impact of Television: A Research Agenda for the 1980's, edited by Russell Neuman. New York: Aspen Institute, 1981.

"Processing Fads and Fashions: An Organization-Set Analysis of Cultural Industry Systems" (lead article with Comment by Herbert Gans). American Journal of Sociology, 77, 4 (January 1972), pp. 639-59. Reprinted in The Sociology of Organizations: Basic Studies, 2nd Edition, edited by O. Grusky and G. Miller. New York: Free Press, 1981. Also reprinted in Interorganizational Relations, edited by William Evan. Baltimore: Penguin Books, 1976. Also reprinted in Cultural Analysis: Basic Studies, edited by M. Schudson & C. Mueker. Berkeley: University of California Press, 1991.

The Structure of the Popular Music Industry: The Filtering Process By Which Records are Preselected for Public Consumption (monograph). Ann Arbor: Survey Research Center, University of Michigan, 1969 (3rd printing 1973).

Reader in Public Opinion and Mass Communications, 3rd Edition (coeditor with Morris Janowitz). New York: Free Press, 1981.

Strategies for Communication Research: The Sixth Annual Review of Communication Research (principal editor of this volume of original articles, coedited with Peter Miller and F. Gerald Kline). Beverly Hills: Sage, 1977.

"Distinguishing Good Speculation From Bad Theory: Rejoinder to Gerbner et al." Communication Research 8, 1 (January 1981), pp. 73-96. Reprinted in Mass Communication Review Yearbook, Vol. 3, edited by C. Whitney and E. Wartella. Beverly Hills: Sage, 1982.

"On Hughes' Contribution: The Limits of Advocacy Research." Comment. Public Opinion Quarterly 44, 1, (Spring 1980), pp. 411-13.

WORKS IN PROGRESS

"Rethorizing Failure: The Dynamics Of Deselection In Organizational Fields." (with Franz Wohlgezogen) Academy of Management Review (Revise and Resubmit status)

"Shattering Glass-Steagall: the Vulnerability of Institutions and the Liability of Legitimacy" (with Jo-Ellen Pozner and Mary Kate Stimmler). Submitted to Organization Studies

"Between Endogenous Logics: the Deinstitutionalization of Mortgage Lending as Carnival, Not Tsunami" (with Razvan Lungeanu). Paper to be submitted to Organization Science.

"Why Things Diffuse As They Do: A Sensemaking Perspective on Concept Formation in Management Research" (with Jennifer Whitson and Klaus Weber). Paper in preparation for (resubmission) to Academy of Management Review.