

## Syllabus for the 19th SCANCOR workshop on Institutional Analysis

All readings in chronological order of the workshop.

**August 28, 2023**

**Monday -- Prof. Walter W. Powell, Stanford University  
Foundations of Institutional Analysis**

*Background Readings:* (If you are not familiar with these in advance of the workshop, please peruse them. These are classic readings in institutional theory and everyone should have an understanding of them in advance.)

- Berger, Peter, and Thomas Luckmann. 1968 (2004). "The Social Construction of Reality: A Treatise on the Sociology of Knowledge." A short excerpt from their book. Pp. 296-317 in *The New Economic Sociology: A Reader*, edited by Frank Dobbin. Princeton, NJ: Princeton University Press.
- Meyer, John W. and Brian Rowan. 1977. "Institutionalized Organizations: Formal Structure as Myth and Ceremony." *American Journal of Sociology* 83: 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* 48: 147-60.
- Bourdieu, Pierre and L. Wacquant. 1992. "The Logic of Fields," pp. 95-115 in *An Invitation to Reflexive Sociology*, University of Chicago Press.

*Afternoon session 1: Theorizing Institutional Change* – Many of the early statements in institutional analysis focused on the travel of organizational practices and structures, championed by the mass media and proselytized by consultants. These pressures for convergence were amplified by educational institutions, carried by salaried professionals across organizations, and reinforced by the power of states. More recent work has analyzed competing or rival influences, focusing on disputes among alternative visions of what is appropriate. The question of timing – when are social structures receptive to change or novelty - is crucial.

- Johnson, Victoria and W. W. Powell. 2017. "Organizational Poisedness and the Transformation of Civic Order in 19th-Century New York City." Pp. 179 – 230 in *Organizations, Civil Society, and the Roots of Development*, Naomi Lamoreaux and John Wallis, editors, University of Chicago Press.
- Reynolds, Celene. 2022. "Repurposing Title IX: How Sexual Harassment Became Sex Discrimination in American Higher Education." *American Journal of Sociology* 128(2): 462-514.

*Afternoon session 2: Where do novel ideas or practices come from?* How do we analyze the formation of new identities and organizational models? This session looks at a variety of research strategies for tackling these important questions.

- *Read:* Padgett, John and Walter W. Powell. 2012. "The Problem of Emergence." Pp. 1-29 in *The Emergence of Organizations and Markets*, Princeton University Press.

- *Skim*: Sandholtz, Kurt and W. W. Powell. 2019. Amphibious Entrepreneurs and the Origins of Invention,” Pp. 541-67 in *Oxford Handbook on Entrepreneurship and Collaboration*, edited by Jeffrey Reuer, Sharon Matusik, and Jessica Jones. Oxford University Press,
- *Skim*: Horvath, Aaron. 2023. “Organizational Supererogation and the Transformation of Nonprofit Accountability.” *American Journal of Sociology* 126 (4): 1031-76.

**August 29, 2023**

**Tuesday -- Prof. Bruce Carruthers, Northwestern University**

Carruthers, Bruce G. 2013. “From Uncertainty Toward Risk: The Case of Credit Ratings,” *Socio-Economic Review*, 11(3): 525-551.

Di Stefano, Giada, Andrew A. King, Gianmario Verona. 2014. “Kitchen Confidential? Norms for the Use of Transferred Knowledge in Gourmet Cuisine,” *Strategic Management Journal* 35: 1645-1670.

Fauchart, Emmanuelle and Eric von Hippel. 2008. “Norms-Based Intellectual Property Systems: The Case of French Chefs,” *Organization Science* 19(2): 187-201.

Macaulay, Stuart. 1963. “Non-Contractual Relations in Business: A Preliminary Study,” *American Sociological Review* 28: 55-67.

Sommers, Roseanna. 2021. “Contract Schemas,” *Annual Review of Law and Social Science* 17: 293-308.

**August 30, 2023**

**Wednesday -- Prof. Sarah Soule, Stanford University**

### **Institutional Theory and Social Movements Studies**

#### *Afternoon Session 1: Introduction and Overview*

Over the past 2 decades, institutional analysts and social movement scholars have borrowed heavily from one another to build a robust and exciting literature. Because I assume that not all of you have been exposed to this literature, we’ll spend our first session mapping the terrain. We will discuss the broad contours of the landscape of work at the intersection of institutional and social movement analysis, with an eye toward understanding some of the methodologies commonly used by scholars working at this intersection.

Preparation:

- 1) *Read* Schneiberg and Lounsbury (2017), “Social Movements and the Dynamics of Institutions and Organizations” (*Sage Handbook of Organizational Institutionalism*), which summarizes this area of inquiry.
- 2) Based on this article, what interested you the most? Come prepared with one idea for a research project that you might one day decide to pursue. Please jot down a few notes on this idea and be ready to share with your peers.

## *Afternoon Session 2: Recent Empirical Examples*

What are some of the recent topics animating research at the intersection of social movements and institutional analysis? As you read these 3 papers, consider what is changing and what actors are driving the change. Also, consider the main categories of research described in Schneiberg and Lounsbury (Movements from Outside Institutions, Movements from Within Institutions, Institutional Fields as Contexts for Movements). Which category would you place each of these examples in and why? Finally, consider what Schneiberg and Lounsbury say about Future Directions for research as you read these 3 papers, and think about the extent to which these papers address any/all/none of their suggestions.

Preparation:

- 1) Read Claus and Tracey (2020), "Making Change from Behind a Mask: How Organizations Challenge Guarded Institutions by Sparking Grassroots Activism." (*Academy of Management Journal*), which examines a movement to challenge the "guarded institution" of child marriage in Indonesia.
- 2) Read Carberry et al. (2017), "Social Movements as Catalysts for Corporate Social Innovation: Environmental Activism and the Adoption of Green Information Systems" (*Business and Society*), which examines two ways in which social movements encouraged social innovation around the environment at US firms.
- 3) Read Lee et al. (2018), "From Protest to Product: Strategic Frame Brokerage in a Commercial Social Movement Organization" (*Academy of Management Journal*), which examines the way in which a movement in Italy framed and reframed its goals to better resonate with various constituents.

**August 31, 2023**

**Thursday -- Prof. Renate Meyer, WU Vienna**

Overall theme for the afternoon: **Shared meaning structures in Institutional Theory**

### *Afternoon session 1: Introduction and Overview*

Under different labels – value systems, belief systems, institutional logics, ideologies – shared meaning structures and clusters of social meaning have given rise to a great number of studies in the past years. We will discuss different approaches and their overall relevance for institutional theory.

Readings:

- Ocasio, W., Thornton, P., & Lounsbury (2017). "Advances to the Institutional Logics Perspective" in R. Greenwood, C. Oliver, T. Lawrence, & R. Meyer (eds.) *Handbook of Organizational Institutionalism*, Sage, pp. 535-558.
- Meyer, R., Jancsary, D., & Höllerer, M. (2021). "Zones of Meaning, *Leitideen*, Institutional Logics" in *Research in the Sociology of Knowledge*, Volume 70, pp. 161–186.

### *Afternoon session 2: Different levels of analysis and methodological challenges*

Institutionalized social meanings materialize on different levels of analysis and level of observation. How do we analyze meaning structures? What are recent trends?

As you read these articles, think of belief systems that are relevant for in your own research and how you account for them.

- Bento da Silva, J., Quattrone, P., & Llewellyn, N. (2022). Turning to Mystery in Institutional Theory: The Jesuit Spiritual Exercises. *Organization Studies*. DOI:10.1177/01708406221081622
- Jancsary, D., Meyer, R. E., Höllerer, M. A., & Barberio, V. (2017). Toward a structural model of organizational-level institutional pluralism and logic interconnectedness. *Organization Science*, 28(6), 1150–1167.
- McPherson, C. M., & Sauder, M. (2013). Logics in action: Managing institutional complexity in a drug court. *Administrative Science Quarterly*, 58(2), 165–196.

*Optional background reading for afternoon sessions:*

- Friedland, R., & Alford, R. R. (1991). Bringing society back in: Symbols, practices, and institutional contradictions. In W. W. Powell & P. J. DiMaggio (Eds.), *The new institutionalism in organizational analysis*, University of Chicago Press, pp. 232–263.
- Ideology and Institutions: *Research in the Sociology of Organizations*, Vol. 27
  - Friedland, R. (2009). Institution, practice, and ontology. pp. 45–83
  - Meyer, R. Sahlin, K., Ventresca, M. & Walgenbach P.: Ideology and Institutions: Introduction. pp. 1-15.
- Reay, T., & Hinings, C. R. (2009). Managing the rivalry of competing institutional logics. *Organization Studies*, 30(6), 629–652.
- Thornton, P. H., & Ocasio, W. (1999). Institutional logics and the historical contingency of power in organizations: Executive succession in the higher education publishing industry, 1958–1990. *American Journal of Sociology*, 105(3), 801–843.

**September 1, 2023**

**Friday -- Prof. Gili Drori, Hebrew University**

### **Global, transnational and comparative variants of institutionalism**

#### ***Afternoon Session 1: Principles of World Society Theory***

Describing world society theory, we apply institutionalist concepts to analyze cross-national and global dynamics. With that, we will interpret globalization with institutionalist discussions of diffusion, rationalization, translation and glocalization, and the role of (professional and organizational) carriers.

*Preparatory reading:*

- Drori, Gili S. 2016. “Global and comparative studies of organization and management: Moving from ‘sameness and difference’ to ‘glocalization and orientation’.” In Barbara Czerniawska (ed.), *A Research Agenda for Management and Organization Studies*, Cheltenham, UK: Edward Elgar, pp. 96-106.
- Zapp, Mike, and Julia C. Lerch. 2020. “Imagining the world: Conceptions and determinants of internationalization in higher education curricula worldwide.” *Sociology of Education* 93(4): 372-392.

#### ***Afternoon Session 2: Global approach to the study of organizations and institutions***

Seeing the range of contemporary theories of global organization, we consider the world society theory in relation to world system and modernization theories and, most importantly, world society-inspired phenomenological OS in relation to IB and strategy discussions. Also, reviewing institutional comparative research, we shall outline quantitative and qualitative approaches to data and analyses and describe the empirical tools to gauge the institutional concepts and processes of global, transnational and comparative phenomena.

*Preparatory reading:*

- Höllerer, Markus A., Peter Walgenbach, and Gili S. Drori. 2017. "Consequences of globalization for organizations and institutions." In Royston Greenwood, Christine Oliver, Tom Lawrence, and Renate E. Meyer (eds.), *Sage Handbook of Organizational Institutionalism, 2<sup>nd</sup> Edition*, pp. 214-242.
- Drori, Gili S. and John W. Meyer. 2006. "Scientization and organization" in Drori, Gili S., John W. Meyer, and Hokyu Hwang (eds.) *Globalization and Organization: World Society and Organizational Change*, Oxford University Press. pp. 50-68.

*Optional background reading for afternoon sessions:*

- Schofer, Evan and Elizabeth H. McEneaney. 2003. "Methodological strategies and tools for the study of globalization." In Gili S. Drori, John W. Meyer, Francisco o. Ramirez, and Evan Schofer. *Science in the Modern World Polity: Institutionalization and Globalization*. Stanford University Press, pp. 43–74.
- Drori, Gili S., Yong Suk Jang, and John W. Meyer. 2006. "Sources of rationalized governance: Cross-national longitudinal analyses, 1985–2002." *Administrative Science Quarterly* 51(2): 205–229.
- Bromley Patricia, and John W. Meyer. 2015. "Organization and hyper-organization." *Hyper-organization: Global Organizational Expansion*. Oxford University Press, pp. 1–31.