

## Economic Sociology

### 1. Objectives

This seminar focuses on the contributions of the "New Economic Sociology". The past two decades have witnessed an almost radical transformation in the field of sociology's approach to the economy. Building on work by original authors in this area, the seminar deals sequentially with some of the most significant contributions in the economic sociology field. It starts with basic concepts such as classical foundations, markets and fields, work and occupations. The course, then, moves on to examine the key economic institutions: Markets, firms, and networks. Finally, the third part emphasizes different aspects of inequality as well as new themes emerging in the field from a sociological lens. The outcome of the seminar should be a short but innovative conceptual and/or empirical work closely based on the seminar's concepts.

### 2. Methodology

SESSION	DESCRIPTION	CASE/ACTIVITY
<b>A</b>	<b>CONCEPTUAL AND HISTORICAL INTRODUCTION</b>	
<b>1</b> 26/9	<b>Introduction</b>	<p>Polanyi, K. 1944. The great transformation. Boston: Beacon Press. (Electronic resource). Chapters 4-7 &amp; 10.</p> <p>Swedberg, R. Principles of Economic Sociology. Chapter I pp. 1-31.</p> <p>Thompson, E. P. 1971. The moral economy of the English crowd in the eighteenth century. Past and present, (50):76-136.</p> <p>Recommended: Swedberg, R. 1998. Max Weber's vision of economic sociology. Journal of Socio-economics, 27(4): 535-555.</p>
<b>B</b>	<b>ECONOMIC INSTITUTIONS AND BEHAVIOR</b>	
<b>2</b> 3/10	<b>Classical Economic Sociology</b>	<p>Hirschman, A. O. 1996. The passions and the interests: Political arguments for capitalism before its triumph (20th Anniversary Edition Ed.). Princeton, N.J.: Princeton University Press.</p> <p>DiMaggio, P. J. 1991. Constructing an organizational field as a professional project: U.S. art museums, 1920-40. In W. W. Powell &amp; P. J. DiMaggio (Ed.), The new institutionalism in organizational analysis: 267-92. Chicago: University of Chicago Press.</p> <p>Biggart, N. W., &amp; Guillén, M. F. 1999. Developing difference: Social organization and the rise of the auto industries of South Korea, Taiwan, Spain and Argentina. American Sociological Review, 64: 722-747.</p> <p>Zuckerman, E. W. 2000. Focusing the corporate product: Securities, analysts and de-diversification. Administrative Science Quarterly. 45: 591-619.</p>

		Michael J. Sandel, 2013. Market Reasoning as Moral Reasoning: Why Economists Should Re-engage with Political Philosophy. <i>The Journal of Economic Perspectives</i> : Vol. 27, No. 4 (Fall 2013), pp. 121-140
<b>3 8/10</b>	<b>Labour markets</b>	<p>Lin, K-H &amp; Tomaskovic-Devey, D. 2013. Financialization and U.S. Income Inequality, 1970–2008. <i>American Journal of Sociology</i>, V. 118 (5): 1284–1329.</p> <p>Streeck, W. 2005. The sociology of labour markets and trade unions. In N. Smelser &amp; R. Swedberg (Ed.), <i>The handbook of economic sociology</i>, vol. 2: 254-283.</p> <p>Abbott, A. 1988. <i>The system of professions</i>. Chicago: Chicago University Press. Chapter 4, “the System of Professions,” pp 86-112.</p> <p>Abbott, A. 1988. <i>The system of professions</i>. Chicago: Chicago University Press. Chapter 11, “Conclusion”, pp 315-325.</p> <p>Granovetter, Mark. 2005. "The Impact of Social Structure on Economic Outcomes". <i>Journal of Economic Perspectives</i> 19 (Winter): 33-50.</p> <p>Recommended: Stinchcombe, A. 1965. Social structure and organizations. In J. G. March (Ed.), <i>Handbook of organizations</i>: 142-171. Chicago: Rand McNally.</p>
<b>4 17/10</b>	<b>Sociology of work and occupations</b>	<p>Fligstein, N. 1987. The intraorganizational power struggle: Rise of finance personnel to top leadership in large corporations, 1919-1979. <i>American Sociological Review</i>, 52(1): 44-58.</p> <p>Barley, S. R. 1990. The alignment of technology and structure through roles and networks. <i>Administrative Science Quarterly</i>, 35(1): 61-103.</p> <p>Guillén, M. F. 1994. <i>Models of management: Work, authority, and organization in a comparative perspective</i>. University of Chicago Press. Chapter 1 and Chapter 6.</p> <p>Abbott, A. 2005. <i>Sociology of work and occupations</i>. In N. J. Smelser &amp; R. Swedberg (Ed.). <i>The handbook of economic sociology</i>: 307-329.</p> <p>Recommended: Collins, R. 1979. <i>The politics of profession</i>. In <i>The credential society: An historical sociology of education and stratification</i>: 131-181. New York: Academic Press.</p>
<b>C</b>	<b>FIRMS AND ORGANIZATIONS</b>	
<b>5 24/10</b>	<b>Inside the firm</b>	<p>Melville Dalton, <i>Men Who Manage</i> (1959), Excerpt reprinted in M. Granovetter and R. Swedberg, <i>The Sociology of Economic Life</i>, 1st Edition, Westview Press, 1992, Chapter 13.</p> <p>Freeland, R. F. 2001. <i>The struggle for control of the modern corporation: Organizational change at general motors, 1924-1970</i>. Cambridge: Cambridge University Press. Chapter 1.</p> <p>Baker, W. E. 1984. The social structure of a national security market. <i>American Journal of Sociology</i>, 89 (4): 775-811.</p>

		Recommended: Kellogg, K. C. 2009. Operating room: Relational spaces and micro institutional change in surgery. <i>American Journal of Sociology</i> , 115(3): 657-711.
<b>6 30/10</b>	<b>Interfirm relations: status, networks and identity</b>	<p>Roy, W. G. 2001. Functional and historical logics in explaining the rise of the American industrial corporation. In <i>The sociology of economic life</i>. Boulder, CO: Westview Press.</p> <p>Saxenian, A. L. 2001. Inside-out: Regional networks and industrial adaptation in Silicon Valley and route 128. <i>The sociology of economic life</i>. Boulder, CO: Westview Press: 357-375.</p> <p>Rao, H., Davis, G. F., &amp; Ward, A. 2000. Embeddedness, social identity and mobility: Why firms leave the NASDAQ and join the New York Stock Exchange. <i>Administrative Science Quarterly</i>, 45(2): 268-292.</p> <p>Uzzi, B. 1997. Social structure and competition in interfirm networks: The paradox of embeddedness. <i>Administrative Science Quarterly</i>, 42: 35-67. (Recommended if you've seen it in OT seminar)</p> <p>Polidoro, F., Ahuja, G. &amp; Mitchell, W. 2011. When the Social Structure Overshadows Competitive Incentives: The Effects of Network Embeddedness on Joint Venture Dissolution. <i>Academy of Management Journal</i>, 54 (1): 203-223.</p> <p>Recommended: Powell, W. W., &amp; Smith-Doerr, L. 2005. Networks and economic life. In N. J. Smelser &amp; R. Swedberg (Ed.), <i>Handbook of economic sociology</i>: 379-402. Princeton, NJ: Princeton University and Russell Sage Foundation.</p>
<b>7 7/11</b>	<b>Stratification and inequality</b>	<p>Baron, J.N., Mittman, B.S., &amp; Newman, A.E. 1991. Targets of opportunity: Organizational and environmental determinants of gender integration within the California civil service. <i>American Journal of Sociology</i>, 96 (6): 1362-1401.</p> <p>Reskin, B. F. 2000. The proximate causes of employment discrimination. <i>Contemporary Sociology</i>, 29(2): 319-328.</p> <p>Kalev, A. 2009. Cracking the glass cages? Restructuring and ascriptive inequality at work. <i>AJS</i>, 114(6): 1591-1643.</p> <p>Fernandez, R. &amp; Campero, S. 2017. Gender sorting and the glass ceiling in high-tech firms. <i>ILR Review</i>.</p> <p>Quintana-García, C.; Elvira, M., 2017 The Effect of the External Labor Market on the Gender Pay Gap among Executives. <i>ILR Review</i>, 70, 2017: 132 - 159</p> <p>Recommended: Baron, J. N., &amp; Bielby, W. T. 1980. Bringing the firms back in: Stratification, segmentation, and the organization of work. <i>American Sociological Review</i>, 45(5): 737-765.</p> <p>Bidwell, M., Briscoe, F., Fernandez-Mateo, I. and Sterling, A. 2013. The Employment Relationship and Inequality: How and Why Changes in Employment Practices are Shaping Rewards in Organizations. <i>The Academy of Management Annals</i>.</p> <p>Recommended: Blau, P. M. 1977. A macro sociological theory of social structure. <i>American Journal of Sociology</i>, 83(1): 26-54.</p>

D	CURRENT TRENDS	
8 14/11	Trends, Issues and concerns...	<p>Sharkey, A &amp; Bromley, P. 2015. Can Ratings Have indirect Effects? Evidence from the Organizational Response to Peers' Environmental Ratings." <i>American Sociological Review</i> 80(1): 63-91.</p> <p>Berezin, M. 2004. Emotions and the economy. <i>Handbook of Economic Sociology</i>. Boulder, CO: Westview Press.</p> <p>Johnson, V. 2007. What is organizational imprinting? Cultural entrepreneurship in the founding of the Paris opera. <i>American Journal of Sociology</i>, 113(1): 97-127.</p> <p>Sandel, M. 2013. What Money Can't Buy: the Moral Limits of Markets. Chapter 1.</p> <p>Ibarra, H., &amp; Barbulescu, R. 2010. Identity as narrative: Prevalence, effectiveness, and consequences of narrative identity work in macro work role transitions. <i>The Academy of Management Review (AMR)</i>, 35(1): 135-154.</p> <p>Marquis, C., &amp; Tilcsik, A. 2013. Imprinting: Toward a Multilevel Theory. <i>The Academy of Management Annals</i> 7 (1): 193–243.</p> <p>Aldrich, H. E. 2005. Entrepreneurship. In <i>Handbook of economic sociology</i>: 451–477. Boulder, CO: Westview Press.</p> <p>Weber, R., &amp; Dawes, R. 2005. Behavioural economics. In N. Smelser &amp; R. Swedberg (Ed.), <i>The handbook of economic sociology</i>. Princeton: Princeton University Press.</p>
10 21/11	Paper presentations	

All students are expected to attend all meetings having read the material and prepared to discuss the readings. This course is a seminar, and you should participate actively. The intellectual returns to this course rely heavily on student participation. It is not a lecture course. Unlike undergraduate courses, where the purpose is (often) to master a definitive set of "facts," the purpose of this course is to develop your independent thinking skills. As such, *I will lecture as little as possible*. Instead, I intend to moderate an active discussion centred on key questions from the readings. This format mimics in miniature what you will be doing as academics, actively engaging in debate with colleagues. I expect discussion to be professional and polite (no personal attacks, please), but engaged. *Do not* shy away from points. *Do* push arguments. *Do not* accept two logically inconsistent points as "equally valid perspectives." *Do* seek to understand the basic assumptions that drive different conclusions. We seek to develop a deeper understanding of social theory by confronting alternative positions. For this format to work, *you must be active participants*.

Each week all students will prepare at least one question for discussion, based on the readings. These questions will be circulated in advance to both the professor and to that week's discussion leaders, who will use those questions to plan their presentations.

*Meeting leaders.* Each week, two people will have primary responsibility for outlining, summarizing and generating discussion for the week's reading. Discussion leaders will be rotated, so everyone will do this at least twice. I will let you assign discussion leaders for each week. Please let me know in advance who will be leading.

### **3. Grading**

Students will be required to write a theoretical or empirical, 9,000 to 12,000 words long, addressing one of the topics covered in the course. This paper will account for 60% of the final grade, the remaining 40% being based on active participation in class.

### **4. Competencies**

#### General

CG3: Conduct a critical analysis, evaluation and synthesis of new and complex ideas with the objective to produce general principles applicable to business situations.

CG4: Profound understanding and appreciation of the importance of the human factor within an organizational framework.

#### Specific

CE3: Organization, planning and implementation of a research project related to social sciences.

CE7: Ability to articulate research questions that could extend our understanding of the field, and design a research program to answer them.

CE17: Ability to critically establish the relevance and significance of the results obtained with respect to the proposed objectives, and prepare conclusions within the framework of current scientific knowledge on the topic in question.

CE18: Develop a scientific / technical report or research work with the objective to inform the scientific community on the contribution of the research conducted, making use of adequate information technology for both acquisition and dissemination of research results.