

international encyclopedia of economic sociology

edited by jens beckert milan zafirovski



list of entries

Accounting, sociology of

Andrea Mennicken

Advertising

Fabian Muniesa

Agency theory

Edgar Kiser

Alienation

Randy Hodson

Altruism

Amitai Etzioni

Art and economy

Olav Velthuis

Asymmetrical information

Elisabeth Göbel

Auctions

Charles W. Smith

Austrian economics

Christopher Prendergast

Bankruptcy

Teresa A. Sullivan

Banks

Christopher Marquis and Mark S. Mizruchi

Bargaining theory

Peter D. Brandon

Barter

George Marcus

Behavioural economics

Simon Gächter

Beliefs

Jörg Rössel and Michael Hölscher

Bourdieu, Pierre

Frédéric Lebaron

Business associations

Wolfgang Streeck

Capitalism

Eve Chiapello

Capitalism, varieties of

Martin Höpner

Care and health

Susan Brown Eve

Carnegie School

Mie Augier

Chandler, Alfred Dupont

William G. Roy

Charisma

Penney Alldredge and Nicole Woolsey Biggart

Children and economic life

Rudy Ray Seward

Circuits of commerce

Olav Velthuis

Citizenship

Bryan Turner

Class

Erik Olin Wright

Classification

Frank Dobbin

Coleman, James S.

Peter V. Marsden

Collective action

David Knoke

Collective Representation

Eve Chiapello

Colonialism

Ionathan Eastwood

Communitarianism

Amitai Etzioni

Community and economy

Filippo Barbera

Complex organizations

Dale E. Yeatts

Conflict

Jörg Rössel

Consultants

Michael Faust

Consumer culture

Juliet Schor

Consumption

Sharon Zukin

Contract

David Weakliem

Control

Jörg Rössel

Convention School

Laurent Thévenot

Cooperation

Geny Piotti

Corporate crime

Donald Palmer, Robert Faulkner and

Michael W. Maher

Corporate governance

Ruth V. Aguilera

Corporatism

Lane Kenworthy

Corruption

Susan Rose-Ackerman

Crisis, economic

Simon Clarke

Decision theory

Harland Prechel

Deflation

Eric Tymoigne

Deindustrialization

Arthur S. Alderson

Deliberation

Geny Piotti

Democracy and economy

David Ellerman

Demography of development

Edward Crenshaw

Discrimination

Michelle J. Budig and Jesse Barba

Double contingency

Heiner Ganssmann

Durkheim, Emile

Thomas J. Fararo

Earnings

Peter D. Brandon

Ecological fields

Daniel G. Rodeheaver

Ecology and economy

Loren Lutzenhiser and Scott Sawyer

Economic action

Milan Zafirovski

Economic anthropology

Mark Moritz

Economic development

Ha-Joon Chang

Economic growth, sociology of

Edward Crenshaw

Economic imperialism

Sarah Busse Spencer

Economic knowledge,

LCOHOLING KNOWIEGGE

sociology of

Philippe Steiner

Economic organizations

Jerald Hage

Economic sociology

Carlo Trigilia

Economic transformation in post-communist societies

Victor Nee and Sonia Opper

Economics, history of

Roger E. Backhouse

contributors

Mitchel Y. Abolafia

University at Albany, New York, USA

Ruth V. Aguilera

University of Illinois, Urbana-Champaign, USA

Arthur S. Alderson

Indiana University, USA

Penney Alldredge

University of California, Davis, USA

Patrik Aspers

Stockholm University, Sweden, and Max Planck Institute for the Study of Societies, Cologne, Germany

Mie Augier

Stanford University, USA

Reinhard Bachmann

Birkbeck College, University of London, UK

Roger E. Backhouse

University of Birmingham, UK

Jesse Barba

University of Massachusetts, USA

Jack Barbalet

University of Leicester, UK

Filippo Barbera

University of Turin, Italy

Kimberly P. Barton

St. Cloud University, USA

Thomas D. Beamish

University of California, Davis, USA

Giacomo Becattini

University of Florence, Italy

Jens Beckert

Max Planck Institute for the Study of Societies, Cologne, Germany

Marco Bellandi

University of Florence, Italy

Johannes Berger

University of Mannheim, Germany

Thomas Beschorner

University of Montreal, Canada

Yanjie Bian

Hong Kong University of Science and Techonology

Nicole Woolsey Biggart

University of California, Davis, USA

Jim Bingen

Michigan State University, USA

Judith R. Blau

University of North Carolina, USA

Fred Block

University of California, Davis, USA

Terry Boswell

Emory University, USA

Robert Boyer

L'Ecole des Hautes Etudes en Sciences Sociales, France

Peter D. Brandon

University of Massachusetts, Amherst, USA

Ronald L. Breiger

University of Arizona, USA

Benjamin D. Brewer

Johns Hopkins University, USA

Richard L. Brinkman

Portland State University, USA

Mary C. Brinton

Harvard University, USA

Daniel W. Bromley

University of Wisconsin-Madison, USA

Michelle J. Budig

University of Massachusetts, USA

Thomas J. Burns

University of Oklahoma, USA

Lawrence Busch

Michigan State University, USA

Alain Caillé

University of Paris 10, Nanterre, France

Charles Camic

University of Wisconsin-Madison, USA

John L. Campbell

Dartmouth College, USA

Bruce G. Carruthers

Northwestern University, USA

Ha-Joon Chang

University of Cambridge, UK

Christopher Chase-Dunn

University of California, Riverside, USA

Eve Chiapello

Groupe HEC, France

Simon Clarke

University of Warwick, UK

William Coleman

Australian National University, Canberra

Karen S. Cook

Stanford University, USA

Edward Crenshaw

Ohio State University, USA

Colin Crouch

European University Institute, Italy

Harry F. Dahms

University of Tennessee, Knoxville, USA

Gerald Davis

University of Michigan, USA

John B. Davis

University of Amsterdam, The Netherlands and Marquette Univerity, USA

David Dequech

University of Campinas, São Paulo, Brazil

Christoph Deutschmann

University of Tübingen, Germany

Frank Dobbin

Harvard University, USA

Stanislav D. Dobrev

University of Chicago, USA

Wilfred Dolfsma

Erasmus University, Rotterdam, and Maastricht University, The Netherlands

Jonathan Eastwood

Boston University, USA

David Ellerman

University of California, Riverside, USA

Amitai Etzioni

George Washington University, Washington DC, USA

Susan Brown Eve

University of North Texas, USA

Thomas J. Fararo

University of Pittsburgh, USA

Robert Faulkner

University of Massachusetts, Amherst, USA

Michael Faust

Sociological Research Institute at Göttingen University, Germany

Adrian Favell

University of California, Los Angeles, USA

Michel Ferrary

CERAM Sophia Antipolis Business School, France

Marion Fourcade-Gourinchas

University of California, Berkeley, USA

Robert H. Frank

Cornell University, USA

Melissa Fugiero

University of Massachusetts, Amherst, USA

Simon Gächter

University of Nottingham, UK

Economics, sociology of

Marion Fourcade-Gourinchas

Economy

Thomas J. Fararo

Efficiency

Harland Prechel

Efficiency wages

Michael R. Smith

Electronic commerce

Sabine T. Koeszegi and Rudolf Vetschera

Embeddedness

Enzo Mingione

Emotions and the economy

Jack Barbalet

Enterprise groups

Enzo Mingione

Entrepreneurship

Alberto Martinelli

Equality

Arthur S. Alderson

Equilibrium

Thomas J. Fararo

Ethnic economy

Min Zhou

European market

Adrian Favell

Evolutionary economics

Geoffrey M. Hodgson

Exchange

Barry Markovsky

Exchange theory

Barry Markovsky

Fairness

Judith R. Blau

Fashion, sociology of

Patrik Aspers

Financial markets

Mitchel Y. Abolafia

Firms

Enzo Mingione

Fiscal sociology

John L. Campbell

Flexibilization

Heidi Gottfried

Free rider

Lars Udehn

Functional imperatives/prerequisites

(AGIL)

A. Javier Treviño

Game theory

Thomas Voss

Gender and economy

Mary C. Brinton

Gift

Alain Caillé

Globalization

Mauro F. Guillén

Good governance

Filippo Barbera

Goods/commodities

Fabian Muniesa

Guanxi

Yanjie Bian

Habits

Geoffrey M. Hodgson

Habitus

Loïc Wacquant

Hirschman, Albert O.

Claus Offe

Historical materialism

Harry F. Dahms

Historical school

Reinhard Pirker and

Hermann Rauchenschwandtner

Housework

Rudy Ray Seward

Human resources

Peter V. Marsden

Hybrids (institutional forms)

Wilfred Dolfsma

ideal type

Søren Jagd

Ideology

Harry F. Dahms

Impossibility theorem

Daniel W. Bromley

Incentives

LuAnne R. Johnson and David Knoke

Inclusion and exclusion

Mary C. Brinton

Industrial districts

Giacomo Becattini

and Marco Bellandi

Industrial relations

Colin Crouch

Inflation

Michael R. Smith

Informal economy

Teresa A. Sullivan

Information

Richard N. Langlois

Inheritance

Iens Beckert

Institutional economics, old and new

Geoffrey M. Hodgson

Institutionalism, old and new

Michael Lounsbury

Inter-firm relations

Reinhard Bachmann

Interlocking directorates

Mark S. Mizruchi and

Christopher Marquis

Jevons, William

Bert Mosselmans

Just price

Daniel W. Bromley

Keynes, J. M.

Bryan Turner

Kula exchange

George Marcus

Labour markets, sociology of

Markus Gangl

Laissez faire

Warren Samuels

Law and economy

Richard Swedberg

Legitimacy

Barry B. Levine

Leisure

John R. Kelly

Liberalism

Bryan Turner

Libertarianism

Chris Matthew Sciabarra

Life styles

John R. Kelly

Lock-in

Wilfred Dolfsma

Loose coupling

Joerg Sydow

Lottery markets

Roberto Garvía

Lowe, Adolph

Heiner Ganssmann

Luhmann, Niklas

Axel T. Paul

McDonaldization and consumption

George Ritzer and Jeffrey Stepnisky

Management

Alberto Martinelli

Managerial revolution Alberto Martinelli

Markets, sociology of

Patrik Aspers

Marshall, Alfred

David Reisman

Marx. Karl

Chris Matthew Sciabarra

Mauss, Marcel

Aldo Haesler and Christian Papilloud

Maximization

Daniel W. Bromley

Means of consumption/cathedrals of

consumption

George Ritzer and Jeffrey Stepnisky

xxii

sociologists, economists, political scientists, anthropologists or scholars from business studies and organization studies, as well as students and researchers from other disciplines. The book will give students and researchers a systematic up-to-date picture of the extent and range of work in economic sociology. In addition, the Encyclopedia is also of interest for researchoriented policy and business consultants, economic institutions, foundations and the like. To support this broad interest authors were asked to write in a reader-friendly though technically precise manner. Since the Encyclopedia encompasses a far broader range of subjects compared to existing readers in the field of economic sociology, it will be an important companion to research and scholarship upon which undergraduates, graduates, professors and researchers can draw. We hope that the reader will find the Encyclopedia a clear and concise guide to economic sociology and its particular topics which also provides a springboard for further exploration, analysis and thought. The editors would like to thank the members of the editorial board for their many valuable suggestions, especially at the early stages of the development of the Encyclopedia. We would also like to thank the authors who wrote this large book in a collective effort that none of us could have accomplished alone. Special thanks go to Aileen Harvey, the Development Editor at Routledge, for her effective work in helping us with the organizational tasks that come with coordinating so many articles written by so many different authors. We also thank Gerard Greenway, the Commissioning Editor at Routledge, for entrusting us with this important and demanding project. Finally, Jens Beckert would like to thank Barbara Temps for her secretarial help.

> Jens Beckert Milan Zafirovski

introduction

The analysis of the economy has been a core concern of sociological scholarship ever since the institutionalization of sociology as an academic discipline. For 'classical' sociologists like Emile Durkheim, Max Weber, Karl Marx, Georg Simmel, Vilfredo Pareto and others, the understanding of the economy, its social and political constitution, and its effects on society were main areas of their scholarship. Many of their writings stand close to the institutionalist traditions in economics. During the post World War II period the focus on the economy in sociological scholarship receded. Over the last twenty-five years, however, economic sociology has experienced a dramatic revival of interest. This shows in the many anthologies and journal articles that have been published on the subject, in newly founded journals and in a growing number of monographs in the field.

Despite this great interest in scholarship in economic sociology, no publication has been available so far that gives a comprehensive overview of the core concepts, terms, substantial subfields and main contributors of economic sociology. It is this gap that the *International Encyclopedia of Economic Sociology* attempts to close. The Encyclopedia assembles about 250 articles by more than 160 different authors who are well-known experts on their topics. The chosen entries and the authors were selected by the editors together with the editorial board of twelve internationally leading economic sociologists.

We strove for the production of a volume that is broad, integrative and interdisciplinary. To this end we included central concepts, terms and authors from economic sociology but also from adjacent disciplines like economics, anthropology, political science and organization studies to the extent they are relevant for current research in economic sociology. The goal was to provide a comprehensive resource that gives an easily accessible overview over the expanding field of economic sociology.

The articles are structured in a specific way. Authors define their topic and its relevance at the beginning of their articles. The main part of the entries is devoted to the core debates, schools, concepts and developments of the topic, followed by a conclusion and outlook. Entries communicate the historical aspects of the subject, outlining traditional and contemporary developments and reflect in many cases country-specific aspects of the relevant debate. A broad international perspective has also been encouraged by choosing authors from a great number of countries. Cross-references, marked in bold, help the reader to find entries related to the topic. The bibliography at the end of each article leads the reader to crucial further publications on the issue.

The encyclopedia aims at all scholars, students and members of the general public wishing to explore the sociological perspective on the economy. They can be

illustrations

figures			
 Definitions of conflict A classification of reciprocal exchange The parallel theoretical models and propositions of social capital Constitution of social systems: the structurationist perspective 	93 559 608 659		
		tables	
		1. Growing wealth inequality: the distribution of wealth, 1962–98	711

international encyclopedia of economic sociology

The International Encyclopedia of Economic Sociology is the first encyclopedia in the field and a timely response to the surge of interest in economic sociology over the last 30 years.

Economic sociology deals with the multiple and complex relations between economy and society. In particular, it focuses on the impact of social, political and cultural factors on economic behaviour. The encyclopedia gives comprehensive and accessible coverage of the wide range of areas and subjects covered by the field, including, amongst many others, such major topics as consumption, corruption, democracy and economy, ecology, embeddedness, gender and economy, globalization, industrial relations, law and economy, markets, organization theory, political economy, religion and economic life, social capital,

the sociology of money, state and economy, trust, and work.

The International Encyclopedia of Economic Sociology is a much-needed major reference work on one of the richest areas of development in the social sciences in recent years. It is an extremely valuable new resource for students and researchers in sociology, economics, political science, and business, organization and management studies.

Entries are cross-referenced and carry compact bibliographies. There is a full index.

Jens Beckert is Director, Max Plank Institute for the Study of Societies, Köln, Germany.

Milan Zafirovski is Associate Professor, Department of Sociology, University of North Texas, USA. **Norbert Reuter**

Technische Universität Aachen, Germany

Steven Revard

University of Toledo, Ohio, USA

George Ritzer

University of Maryland, USA

Daniel G. Rodeheaver

University of North Texas, USA

Susan Rose-Ackerman

Yale University, USA

Jörg Rössel

University of Leipzig, Germany

William G. Roy

University of California, Los Angeles, USA

Warren Samuels

Michigan State University, USA

Scott Sawyer

Washington State University, USA

A. Allan Schmid

Michigan State University, USA

Juliet Schor

Boston College, USA

Michael Schwartz

State University of New York, Stony Brook, USA

Chris Matthew Sciabarra

New York University, USA

Rudy Ray Seward

University of North Texas, USA

Darren E. Sherkat

Southern Illinois University, USA

Hwa Ji Shin

State University of New York, Stony Brook, USA

Leslie Sklair

London School of Economics, UK

Charles W. Smith

Queens College and The Graduate Center, City University of New York, USA

Michael R. Smith

McGill University, Montreal, Canada

Laurel Smith-Doerr

Boston University, USA

Sarah Busse Spencer

Drew University, USA

Andrew Spicer

University of South Carolina, USA

James Ronald Stanfield

Colorado State University, USA

Jacqueline Bloom Stanfield

University of Northern Colorado, USA

Nico Stehr

Zeppelin University, Friedrichshafen, Germany

Philippe Steiner

Université Charles-de-Gaulle Lille 3, France

Jeffrey Stepnisky

University of Maryland, USA

Wolfgang Streeck

Max Planck Institute for the Study of Societies, Cologne, Germany

Teresa A. Sullivan

University of Texas, Austin

Richard Swedberg

Cornell University, USA

Joerg Sydow

Freie Universität Berlin, Germany

Laurent Thévenot

Ecole des Hautes Etudes en Sciences Sociales (EHESS), Paris, France

A. Javier Treviño

Wheaton College-Massachusetts USA

Carlo Trigilia

Universita di Firenze, Italy

Brvan Turner

University of Cambridge, UK

Eric Tymoigne

University of Missouri-Kansas City, USA

Lars Udehn

Stockholm University, Sweden

Olav Velthuis

University of Constance, Germany

contributors

Rudolf Vetschera

University of Vienna, Austria

Thomas Voss

University of Leipzig, Germany

Löic Wacquant

University of California, Berkeley, USA and Chercheur, Centre de sociologie européenne, Paris, France

David Weakliem

University of Connecticut, USA

Arnold Windeler

Technische Universität Berlin, Germany

Erik Olin Wright

University of Wisconsin, USA

Dale E. Yeatts

University of North Texas, USA

Milan Zafirovski

University of North Texas, USA

Min Zhou

University of California, Los Angeles, USA

Sharon Zukin

Brooklyn College, USA

Joseph Galaskiewicz

University of Arizona, USA

Markus Gangl

University of Mannheim, Germany

Heiner Ganssmann

Freie Universität Berlin, Germany

Roberto Garvía

Carlos III University, Madrid, Spain

Philipp Genschel

International University Bremen, Germany

Alexandra Gerbasi

Stanford University, USA

Elisabeth Göbel

University of Trier, Germany

Heidi Gottfried

Wayne State University, Michigan, USA

Liah Greenfeld

Boston University, USA

Reiner Grundmann

Aston University, UK

Mauro F. Guillén

University of Pennsylvania, USA

Aldo Haesler

Université de Caen Basse-Normandie. France

Jerald Hage

University of Maryland, USA

Charles N. Halaby

University of Wisconsin-Madison, USA

Kieran Healy

University of Arizona, USA

Peter Hedström

Nuffield College, Oxford, UK

Alexander Hicks

Emory University, USA

Geoffrey M. Hodgson

University of Hertfordshire, UK

Randy Hodson

Ohio State University, Columbus, USA

Michael Hölscher

Institute for Higher Education Research,

Wittenberg, Germany

Martin Höpner

Max Planck Institute for the Study of Societies, Germany

Geoffrey Ingham

University of Cambridge, UK

Søren Jagd

Roskilde University, Denmark

LuAnne R. Johnson

University of Minnesota, USA

Yukio Kawano

Daito-Bunka University, Japan

Lisa A. Keister

Ohio State University, USA

John R. Kelly

University of Illinois, Urbana-Champaign, USA

Lane Kenworthy

Emory University, USA

Edgar Kiser

University of Washington, Seattle, USA

David Knoke

University of Minnesota, USA

Karin Knorr Cetina

Universität Konstanz, Germany, and University of Chicago, USA

Bruce Kogut

INSEAD, France

Sabine T. Koeszegi

University of Vienna, Austria

Richard N. Langlois

University of Connecticut, USA

Magali Sarfatti Larson

Temple University, Philadelphia, USA

Frédéric Lebaron

Maison des Sciences de l'Homme, Paris, France

Barry B. Levine

Florida International University, USA

Nan Lin

Duke University, USA

Siegwart Lindenberg

University of Groningen, Netherlands

April Linton

University of California, San Diego, USA

Michael Lounsbury

University of Alberta, Canada

Loren Lutzenhiser

Washington State University, USA

Michael W. Maher

University of California, Davis, USA

George Marcus

Rice University, USA

Barry Markovsky

University of South Carolina, USA

Christopher Marquis

Harvard University, USA

Peter V. Marsden

Harvard University, USA

Alberto Martinelli

Università degli studi di Milano, Italy

Steffen Mau

University of Bremen, Germany

Patrick McGuire

University of Toledo, Ohio, USA

Andrea Mennicken

London School of Economics, UK

Enzo Mingione

Università di Milano-Bicocca, Italy

Joya Misra

University of Massachusetts, Amherst, USA

Mark S. Mizruchi

University of Michigan, USA

Stephanie Moller

University of North Carolina, Charlotte, USA

Mark Moritz

Western Oregon University, USA

Bert Mosselmans

Roosevelt Academy. The Netherlands

Richard Münch

University of Bamberg, Germany

Fabian Muniesa

Ecole des Mines de Paris, France

Victor Nee

Cornell University, USA

Claus Offe

Humboldt University of Berlin, Germany

Anton Oleinik

Memorial University of Newfoundland, Canada

Sonja Opper

University of Tübingen, Germany

Robert J. Oxoby

University of Calgary, Canada

Donald Palmer

University of California, Davis, USA

Christian Papilloud

University of Bielefeld, Germany

Axel T. Paul

Albert-Ludwigs-Universtität Freiburg, Germany

Valina Petrova

Emory University, USA

Geny Piotti

Max Planck Institute for the Study of Societies, Cologne, Germany

Reinhard Pirker

Vienna University of Economics, Austria

Joel M. Podolny

Harvard University, USA

Melvin Pollner

University of California, Los Angeles, USA

Stephen Pratten

King's College, University of London, UK

Harland Prechel

Texas A&M University, USA

Christopher Prendergast

Illinois Wesleyan University, USA

Hermann Rauchenschwandtner

Vienna University, Austria

Marino Regini

Università degli studi di Milano, Italy

David Reisman

Nanyang Technological University, Singapore Mental models

Thomas D. Beamish

Mergers and takeovers

Daniel W. Bromley

Methodenstreit

Norbert Reuter

Microcredit

Nicole Woolsey Biggart and Penney Alldredge

Microsociology of markets

Karin Knorr Cetina

Modernity

Harry F. Dahms and Kimberly P. Barton

Money, sociology of

Geoffrey Ingham

Monitoring

Charles N. Halaby

Monopoly and oligopoly

William G. Roy

Moral economy

Steffen Mau

Nationalism

Liah Greenfeld

Network analysis

Laurel Smith-Doerr

Niches

Stanislav D. Dobrev

Norms and values

Thomas J. Burns

Optimum

Michael R. Smith

Organization theory

Gerald Davis

Organizational fields

Joerg Sydow

Organizational innovation

Jerald Hage

Ownership and control of large

corporations

Donald Palmer and Michael W. Maher

Pareto, Vilfredo

Patrik Aspers

Parsons, Talcott

Thomas J. Fararo

Path-dependence

Philipp Genschel

Performance

Reinhard Bachmann

Phenomenology and ethnomethodology

Christopher Prendergast

Polanyi, Karl

James Ronald Stanfield and Jacqueline Bloom Stanfield

Political economy

Marino Regini

Post-industrialism

Michael R. Smith

Post Keynesianism

David Dequech

Potlatch

Mark Moritz

Poverty

Stephanie Moller

Pragmatism

Norbert Reuter

Preferences

Robert J. Oxoby

Principal and agent

Johannes Berger

Production

Bruce G. Carruthers

Professions

Magali Sarfatti Larson

Property

David Ellerman

Public budget

Alexander Hicks

Public goods

Thomas Voss

Public/social choice

Alexander Hicks and Edgar Kiser

Rational choice theory

Siegwart Lindenberg

xxiii