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Curriculum Vitae

**Patricia H. Thornton**

**ADDRESS**

Department of Sociology  
Texas A&M University  
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College Station, TX 77843-4351  
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Website: <http://www.patriciathornton.com>

**EDUCATION**

Venture Capital Mentorship, Mitch Mumma, Intersouth Partners, Durham, NC  
Ph.D. Sociology, Stanford University  
    Dissertation: Acquisition Growth of College Publishing, 1958-1990  
    Committee: Richard Scott, John Meyer, Jeffrey Pfeffer, & Nancy Tuma  
    Qualifying Exams: Organization & Management Theory; Health Care  
    Organizations  
M.A. Sociology, Stanford University  
B.A. Sociology, San Jose State University (With Distinction)

**TEACHING AND RESEARCH INTERESTS**

Entrepreneurship, Innovation, Organization and Management Theory,  
Institutional Theory, Institutional Logics, Economic Sociology, Cultural  
Entrepreneurship, Creative Industries, Action Learning.

**AWARDS AND HONORS**

2017 Outstanding Leadership as Representative-At-Large 2014-2017,  
    Organization and Management Theory Division of Academy of  
    Management  
2015 Max D. Richards Distinguished Speaker for Management and  
    Organizations, Pennsylvania State University  
2014-2017 Elected to Executive Committee of the Organization and Management  
    Theory Division of Academy of Management, Representative at Large  
2014 Elected to Macro Organization Behavior Society

- 2013 Academy of Management George R. Terry Award for Outstanding Contribution to Management Knowledge for the book, *The Institutional Logics Perspective: A New Approach to Structure, Culture, and Process*, with William Ocasio and Michael Lounsbury, Oxford University Press
- 2012 ABCD Award for Excellence in Scholarly Reviews, Organization and Management Theory Division, Academy of Management
- 2008 Keynote speaker, International Science, Technology, and Medical Publishers Association, Cambridge, MA
- 2007 Entrepreneurship and New Venture Management course ranked No. 1 elective in curriculum by Goethe Program Executive MBA students Fuqua School of Business
- 2006 Best Paper Award with William Ocasio, Organization and Management Theory Division, Academy of Management
- 2005 Entrepreneurship and New Venture Management course ranked No. 1 elective in curriculum by Cross Continent MBA students Fuqua School of Business for years 2005, 2006, 2007. (Rankings are no longer provided. This is one of only two courses in the curriculum that regularly enroll two sections.)
- 2000 Distinguished Scholarship Award, Organizations, Occupations, and Work Section, American Sociological Association, for best research article in the last three years for, "Institutional Logics and the Historical Contingency of Power in Organizations," *American Journal of Sociology*, 1999
- 1997 ABCD Award for Excellence in Scholarly Reviews, Organization and Management Theory Division, Academy of Management
- 1996, 2002 Sociology of Entrepreneurship syllabus selected for inclusion in *Economic Sociology: Syllabi and Instructional Materials*, published by the Teaching and Resources Center of American Sociological Association
- 1995 Best Paper Award with Nancy B. Tuma, Organization and Management Theory Division, Academy of Management
- 1988-89 National Institute of Mental Health Trainee Fellowship, Organizations and Mental Health, Department of Sociology, Stanford University

## **EXPERIENCE**

- 2015—present, Professor of Sociology and Entrepreneurship, Grand Challenge Faculty for Entrepreneurship, Texas A&M University
- 2015—present Adjunct Professor, Mays School of Business
- 2004—present, Affiliated Faculty, Department of Sociology, Stanford University.
- 2009—2015 Affiliated Faculty, Center for Innovation and Entrepreneurship, Fuqua School of Business, Duke University.
- 2003—2015 Adjunct Associate Professor, Fuqua School of Business, Duke University.
- 2004—Visiting Scholar, Department of Organizational Behavior, INSEAD, France.
- 2003—2004 Visiting Scholar, Engineering and Management Science, Stanford University.
- 2000—2002 Associate Professor of Business Administration, Fuqua School of Business, Duke University.
- 1993—2000 Assistant Professor, Department of Sociology, Duke University.
- 1989—90 Teaching and Research Assistant, Professor Ruth Cronkite, Stanford University Sociology Department and Center for Health Care Evaluation, Stanford University Medical School and Palo Alto VA Medical Center.
- 1988 Teaching Assistant, Formal Organizations, Professor W. Richard Scott, Stanford University.
- 1981—85 Research Associate, NIMH Grant “Cost-outcome of Acute Non-Hospital Inpatient Psychiatric Care,” Langley Porter Institute, University of California, San Francisco. Principal Investigators: Maurice Rappaport, M.D., Ph.D., Howard Goldman, M.D., Ph.D., M.P.H., C. Clifford Attkisson, Ph.D.

## **BOOKS**

Thornton, Patricia H., William Ocasio, and Michael Lounsbury 2012. **The**

**Institutional Logics Perspective: A New Approach to Culture, Structure and Process**, Oxford University Press., 2013 recipient of the **George R. Terry award for outstanding contribution to management knowledge**, Academy of Management.

- **Oxford University Press sold the rights for Chinese translation.**

Jones, Candace and Patricia H. Thornton (eds.) 2005. **Transformation in Cultural Industries, Research in the Sociology of Organizations**, Elsevier Ltd.

Thornton, Patricia H. 2004. **Markets from Culture: Institutional Logics and Organizational Decisions in Higher-Education Publishing**, Stanford University Press.

#### **REFEREED ARTICLES**

Jourdan, Julien, Rodolphe Durand, and Patricia H. Thornton, 2017. "The Price of Admission: Organizational Deference as Strategic Behavior," **American Journal of Sociology**, 123 (1) 232-275.

Thornton, Patricia H., Domingo Ribeiro-Soriano, and David Urbano, 2010. "Socio-Cultural Factors and Entrepreneurial Activity," **International Small Business Journal Special Issue on Socio Cultural Factors and Entrepreneurial Activity**.

Ocasio, William and Patricia H. Thornton, 2006. "Markets with Hierarchies: The Effects of Alternative Strategies and Structures on Organizational Survival," **Best Paper Proceedings**, Organization and Management Theory Division, Academy of Management.

Thornton, Patricia H. 2002. "The Rise of the Corporation in a Craft Industry: Conflict and Conformity in Institutional Logics," **Academy of Management Journal**, special issue on institutional theory, 45 (1) 81-101.

Thornton, Patricia H. 2001. "Personal Versus Market Logics of Control: A Historically Contingent Theory of the Risk of Acquisition." **Organization Science**, 12 (3) 294-311, May-June.

Thornton, Patricia H. and William Ocasio 1999. "Institutional Logics and the Historical Contingency of Power in Organizations: Executive Succession in the Higher Education Publishing Industry, 1958 to 1990," **American**

**Journal of Sociology**, 105 (3) 801-843, November.

Reprinted in **Institutional Theory in Organization Studies** edited by Royston Greenwood, Kerstin Sahlin, Roy Suddaby, and Christine Oliver, Sage Publications.

Thornton, Patricia H. 1999. "The Sociology of Entrepreneurship, **Annual Review of Sociology**, 25:19-46.

Reprinted in 2004 in **New Developments in Sociology**, edited by Richard Swedberg.

Reprinted in 2013 in **Concepts of Entrepreneurship**, edited by Hector O. Rocha, David B. Audretsch, and Julien Birkinshaw, Edward Elgar.

Thornton, Patricia H. and Nancy Brandon Tuma 1995. "The Problem of Boundaries in Contemporary Research on Organizations," Dorothy Moore (ed.), **Best Paper Proceedings of the Academy of Management**. (This is an abbreviated version of a paper that won the best paper award from the Organization and Management Theory Division, Academy of Management, competing with 239 submissions in three rounds of blind reviews.)

Thornton, Patricia H., Howard Goldman, Bruce Stegner et al. 1990. "Assessing the Costs and Outcomes Together: Cost Effectiveness of Two Systems of Acute Psychiatric Care," **Evaluation and Program Planning**, vol. 13, No. 3, pp. 231-241.

Rappaport, Maurice, Howard Goldman, Patricia H. Thornton et al. 1987. "A Method for Comparing Two Systems of Acute Psychiatric Care, **Hospital and Community Psychiatry**, pp. 1091-1095, October.

#### **EDITED VOLUME AND ENCYCLOPEDIA CHAPTERS**

William Ocasio, Patricia H. Thornton and Michael Lounsbury, 2017, "The Institutional Logics Perspective," in Greenwood et al. (Eds.) **Handbook of Organizational Institutionalism** (2<sup>nd</sup> Edition) Forthcoming, SAGE Publications.

Thornton, Patricia H., 2015, "Institutional Logics and Culture," **International Encyclopedia of the Social and Behavioral Sciences**, Section "Culture and the Arts," editor Kees van Rees, Elsevier

- Thornton, Patricia H., William Ocasio, and Michael Lounsbury, 2015, "The Institutional Logics Perspective," In **Emerging Trends in the Social Sciences**, Eds. Robert Scott and Stephen Kosslyn, New York: Wiley.
- Durand, Rodolphe, Julien Jourdan, Berangere Szostak-Tapon and Patricia H. Thornton, 2013, "Institutional Logics as Strategic Resources," commissioned chapter for *Institutional Logics in Action*, edited by Michael Lounsbury and Eva Boxenbaum, **Research in the Sociology of Organizations**.
- Thornton, Patricia H. and Ying Lang, 2012. Revised 2015. "Entrepreneurship," In **Oxford Bibliographies in Sociology**, Ed. Janeen Baxter, New York: Oxford University Press.
- Thornton, Patricia H., 2010. "Touchstones: The Stanford School of Organization Theories, 1970-2000" in "Stanford's Organization Theory Renaissance, 1970-2000," edited by Claudia Bird Schoonhoven and Frank Dobbin in **Research in the Sociology of Organizations**, series editor Michael Lounsbury, vol. 28, Emerald Publishing Group.
- Thornton, Patricia H., 2009. "The Value of the Classics," **Sociology Classics and the Future of Organization Theory**, edited by Paul Adler, Oxford University Press.
- Thornton, Patricia H. and William Ocasio, 2008. "Institutional Logics," in **Handbook of Organizational Institutionalism**, edited by Royston Greenwood, Christine Oliver, Roy Suddaby, and Kerstin Sahlin-Anderson, Sage.
- Thornton, Patricia H., Candace Jones, and Kenneth Kury, 2005. "Institutional Logics and Institutional Change in Organizations: Transformation in Accounting, Architecture, and Publishing," **Research in the Sociology of Organizations**, Elsevier Ltd.
- Thornton, Patricia H. and Katherine H. Flynn 2003. "Networks, Geographies, and Entrepreneurship," In Zoltan J. Acs and David B. Audretsch (eds.) **The Handbook of Entrepreneurship**, Kluwer Academic Publishers.
- Thornton, Patricia H. 1995. "Accounting for Acquisition Waves: Evidence from the College Publishing Industry," In W. Richard Scott and Soren Christensen (eds.), **The Institutional Construction of Organizations:**

**International and Longitudinal Studies**, Newbury Park: Sage, Publishing Co.

Thornton, Patricia H. 1992. "Psychiatric Diagnosis as Sign and Symbol: Nomenclature as an Organizing and Legitimizing Strategy, **Research on Social Problems**, Gale Miller and James Holstein, (eds.), vol. 4, JAI Press, Greenwich, CT.

## ENCYCLOPEDIA ENTRIES

Thornton, Patricia H., 2011. "Isomorphism," In **The Palgrave Encyclopedia of Strategic Management**, Eds. David Teece and Mie Augier, London: Macmillan Publishers.

## CITATIONS

Citation counts of sample of research according to Google Scholar are Thornton, Sociology of Entrepreneurship (1999) ARS, cited 1148, Thornton and Ocasio (1999) AJS, cited 1692, Thornton (2002) AMJ, cited 717, Thornton (2004) Stanford University Press Book, cited 718, Thornton and Ocasio (2008), cited 1697, Thornton, Ocasio and Lounsbury (2012) Oxford University Press Book, cited 1709 times respectively.

## WORKING PAPERS

Durand, Rodolphe and Patricia H. Thornton, Categorizing Institutional Logics, Institutionalizing Categories: A Review of Two Literatures, Academy of Management Annals, REVISE and RESUBMIT.

Thornton, Patricia H. and Kim Klyver, "Who is More Authentic? Gender and Work Status Effects on the Symbolic Management of Entrepreneurial Intentions," Special Issue on Culture, Innovation, and Entrepreneurship, Journal of Innovation: Organization and Management, REVISE and RESUBMIT.

Everton, Sean, Soong Moon Kang, and Patricia H. Thornton, "Timing Matters: Aligning New Venture Stage and Investor Relational Structure for Best Performance," working paper.

Klyver, Kim, Suna Lowe Nielsen, and Patricia H. Thornton, "A House of Cards: Entrepreneurial Opportunity Perception and Behavior, Before, During, and After Economic Crisis, working paper.

Thornton, Patricia H. and Hoachi Zhang, “Cultural Knowledge and Entrepreneurial Opportunities,” working paper.

Thornton, Patricia H., Hyunseok Hwang, Rhett Brymer, and Leonard Bierman, “When and Where Does Workplace Diversity Pay? Institutional and Resource-Based Views,” working paper.

Glaser, Vern, Richard F. J. Hanns, Jochem Kroezen, and Patricia H. Thornton, “The Complexity and Centrality of Professional Schemas: Implications for the Diffusion of Institutional Logics” working paper.

Watson, Maria, Patricia H. Thornton, and Yu Xiao, Institutional Logics and the Value of Time: The Paradox of Aid in Business Recovery After Natural Disaster, working paper.

## **BLOGS AND OPINION EDITORIALS**

Thornton, Patricia H., 2017. “How 5 Industry Experts Would Start Their Network From Scratch.” Interview by Lucas Bazemore, <https://ryzeapp.co/how-5-industry-experts-would-start-their-network-from-stratch/>

Thornton, Patricia H. 2014. “The Future of Organization Theory,” WorkInProgress, Organizations, Occupations, and Work Section, American Sociological Association.

Thornton, Patricia H., 2014. “Does Organizational Sociology Have a Future? Leadership Matters in Shaping the Turn of Events,” Work In Progress, Organizations, Occupations, and Work Section, American Sociological Association.

Howard Silverman, 2014. “Solving for Pattern: From Institutional Logics to Modes of Existence.”

Thornton, Patricia H. William Ocasio, and Michael Lounsbury, 2013. “The Institutional Logics Perspective,” Organization and Management Theory (OMT) Blog, Vern Glaser and Derek Harmon, OMT Communication Committee members.

Thornton, Patricia H. 1998 “Guest Commentary: Selling America’s Educational Assets,” opinion-editorial Knight-Rider News Service.

Buchanan, Leigh. 2015 “Why You Don’t Care About Entrepreneur-Focused TV



(Sorry, Shark Tank),” Inc. Magazine, January 8.

### **TEACHING CASES**

Thornton, Patricia H. “Cultural Knowledge and the Discovery of Entrepreneurial Opportunities,” Stanford University.

### **BOOK REVIEWS**

2006 The Business of Culture: Strategic Perspectives on Entertainment and Media, by Joseph Lampel, Jamal Shamsie, and Theresa Lant, **Administrative Science Quarterly**.

2012 The Entrepreneurial Group: Social Identities, Relations, and Collective Action by Martin Ruef, **Social Forces**.

### **GRANTS**

Thornton, Patricia H. with Sim Sitkin, “Entrepreneurship in the Health Sector,” a joint initiative of the Health Sector Management Program and the Hartman Center, Fuqua School of Business, Duke University, \$10,000.

Thornton, Patricia H., ”Organization Form, Size, and Market Structure: Competitive Performance and Founding Rates,” Hartman Center, Fuqua School of Business, Duke University, \$5,720.

### **TEACHING CONTRIBUTIONS**

Entrepreneurial Perspectives (Management, Mays School of Business and Sociology, cross listed, upper division under graduate)

Institutional Analysis: Individuals, Organizations, Societies (Management, Mays School of Business and Sociology cross-listed Ph.D. seminar, Texas A&M University)

Institutional Logics (Ph.D. seminar, Fuqua & UNC Schools of Business)

Behavior in Organizational Systems (Ph.D. seminar, Sociology & Fuqua School of Business, Duke University)

Institutional Analysis of Organizations (Ph.D. seminar, Sociology & Fuqua School of Business, Duke University)

Foundations of Organization Theory (Ph.D. seminar, Sociology & Fuqua School)

Social Science of Entrepreneurship (open enrollment across university, Undergraduate, Masters, Ph.D., Stanford University)

Evaluating Entrepreneurial Opportunities (Daytime MBA, Fuqua School of

Business, Duke University)  
 Entrepreneurship and New Venture Management (Cross Continent & Week End  
 Executive MBA, Fuqua School of Business, Duke University)  
 Entrepreneurship and New Venture Development (Global Executive MBA, Fuqua  
 School of Business, Duke University)  
 Intrapreneurship in the Corporation, (Global Executive MBA, Fuqua School of  
 Business, Duke University)  
 Sociology of Entrepreneurship (Undergraduate, all majors, Duke University)  
 Capstone Seminar, Markets and Management Studies (Undergraduate, all majors,  
 Duke University)

### **DISSERTATION AND Ph.D. EXAMINATION COMMITTEES**

Olga Suhomlinova, Dept. of Sociology, Duke University, “Organizational  
 Transformation in the Post- Soviet Economy: The Case of the Russian  
 Construction Industry, 1985-1993.”  
 Marla Tuchinsky, Fuqua School of Business, Duke University, “The Role of  
 Linguistic Proxies in Relational Negotiation.”  
 Eric Studer-Ellis, Dept. of Sociology, Duke University, “Diverse Institutional  
 Forces and Fundamental Organizational Change in Women’s Colleges,  
 1960 to 1990.”  
 Derrick Boone, Fuqua School of Business, Duke University, “The Impact of  
 Expectations of Future Product Introductions on Consumer Purchase  
 Decisions.”  
 Starling David Hunter, Fuqua School of Business, Duke University, “Information  
 Technology and New Organizational Forms: A Longitudinal Study of the  
 Mass Merchandising Industry, 1982-1996.”  
 Binnur Neidik, Dept. of Sociology, Duke University, “Global Sourcing,  
 Economic Governance, and Survival Advantage: How Much Do Cross-  
 National Networks Matter in Europe?”  
 Vanessa Tinsley, Dept. of Sociology, Duke University, “Strategic Responses to  
 External Constraints: The Impact of Unions on Firm Restructuring  
 Practices.”  
 Michelle Bolduc, Dept. of Sociology, Organizations, Markets, and Work exam  
 (OMW)  
 Binnur Neidik, Dept. of Sociology (OMW)  
 Marvin Mulder, Dept. of Sociology (OMW)  
 Mei-Lin Pan, Dept. of Sociology (OMW)  
 Vanessa Tinsley, Dept. of Sociology (OMW)  
 Amy Schroeder, Dept. of Sociology (OMW)  
 Martha Martinez, Dept. of Sociology (OMW)  
 Marc Magee, Dept. of Sociology (OMW)

Starling Hunter, Fuqua School of Business, Organizational Behavior and Management

Julien Jourdan, Ecole des Hautes Commerciales de Paris, France, “Logic Duality, Conformity, and Survival in the French Film Industry, 1987-2008.” This dissertation won numerous best dissertation awards, one of three finalists for the Carolyn Dexter award, Academy of Management, Grigor McClelland award, European Group on Organization Studies, ISA best dissertation and HEC Foundation best dissertation

Joshua Brown, School of Education, University of Virginia, “Moral U Or Market U? The Rise of the Market Logic in Religious Higher Education, 2000-2016.” Recipient of a National Science Foundation Dissertation Grant

Kevin McSweeney, Mays School of Business, Texas A&M University

Joel Andrus, Mays School of Business, Texas A&M University

Richard Scoresby, Mays School of Business, Texas A&M University

Maria Watson, School of Architecture, Department of Landscape Architecture and Urban Planning, Texas A&M University

Gladys M. Walter, Department of Leadership Education and Communications, School of Agriculture, Texas A&M University

Hyunseok Hwang, Department of Sociology, Texas A&M University

### **INDEPENDENT STUDY COURSES**

Eric Meek (entrepreneurship field study)

Gustavo Antorcha (intrapreneurship field study)

Adriana Rendon (intrapreneurship field study)

Claude Telles (business plan, minority markets research firm)

Emily Faville (Organization and Market Influences on the Development of Entrepreneurship) This paper won the Jensen Prize in 1997.

Jessica Goldman (At the Heart of Publishing: The Leaders Who Have Made it Their World)

Dontae Rayford (VentureOne as Silicon Valley Infrastructure)

Erwan LeRoy CCMBA (Start-up Tutorial for Gemory)

### **CONSULTING**

1998 United States Department of Justice, Antitrust Division, proposed acquisition of Viacom’s higher education publishing properties by Pearson.

2007-2010 faculty advisor to start-ups from students in Entrepreneurship and New Venture Management course, Gemory, founder Erwin LeRoy, TailorMedScrubs, founder Laurent Spamer, 6DCast, co-founder Alan

Pendleton, Shairefare, founder Marc Haberkorn, Youbibi.com, co-founder, Kai Wang

2017 King Salman Center for Local Governance, Saudi Arabia consultation with Bilal Saghir on cultural entrepreneurship project.

## **PRESENTATIONS**

2017 Panel Member, “A Future Research Agenda for Institutions and Entrepreneurship,” Entrepreneurship Division Session, Strategic Management Society, October.

2017 “Weber, Values, and the Institutional Logics Perspective,” International Workshop on Max Weber and Institutional Theory,” Heidelberg, Germany, September 8-10.

2017 “When and Where Does Workplace Diversity Pay? Institutional and Resource-Based Views,” Organization and Management Theory Division, Academy of Management, August.

2017 “Cultural Entrepreneurship,” Keynote talk to the Academic-Practitioner Workshop on Cultural Organizations and Cultural Entrepreneurship, Business School, University of Edinburgh, July.

2017 “The Price of Admission: Organizational Deference as Strategic Behavior,” Keynote talk to the Workshop on Cultural Organizations and Cultural Entrepreneurship, Business School, University of Edinburgh, July.

2017 “Research Programs: Overview and Current Projects,” invited talk to faculty at The Institute for Urban Governance and Organization Studies, the School of Business and Economics, University of Vienna, June.

2016 “Learning Institutional Logics,” Macro Organization Behavior Society, Harvard Business School, Cambridge, MA, November.

2016 “Institutional Logics and Categories: Reflections, Integration, and future Directions,” OMT and MOC Symposium, Academy of Management, Anaheim, CA, August.

2016 “The Material and Cognitive Foundations of Culture in Cultural Entrepreneurship,” Professional Development Workshop, OMT, OB, and ENT Divisions, Academy of Management, Anaheim, CA.

- 2016 “Learning Institutional Logics,” Organizations, Occupations, and Work Section Session on Institutional Logics and Institutional Complexity, American Sociological Association, Seattle, WA.
- 2016 “How You Organize Matters: fitting Logic of Investment to Stage of Development for New Venture Performance,” Desautels Faculty of Management, Centre for Strategy Studies in Organizations and Strategy and Organizations Area, McGill University, Montreal, Canada.
- 2015 “Institutional Logics and Venture Investors: The Influence of Logic-Stage Fit on Venture Performance,” Macro Organizational Behavior Society, Harvard Business School, Cambridge, MA.
- 2015 “Measuring Institutional Logics,” Professional Development Workshop on “Qualitatively Capturing Institutional Logics,” Academy of Management, August, Vancouver, Canada.
- 2015 “Institutional Logics as an Experimental Paradigm,” Professional Development Workshop on “Experiments in Institutional Theory and Strategy Research,” Academy of Management, Vancouver, Canada.
- 2015 “Merging Cultural and Institutional Logics Perspectives to Better Understand Organizational Realities, Academy of Management, Vancouver, Canada
- 2014, 2015 “How to Write an Award-Winning Book,” Symposium on “How to be Successful at the Academy of Management,” August, Philadelphia, finalist for All Academy Best Symposium in 2014.
- 2013 “The Institutional Logics Perspective,” with William Ocasio, European Group on Organization Studies, Professional Development Workshop on Institutional Logics, Orders of Worth, and Leitideen.
- 2013 “Future Research Directions” Panel discussion with Jay Lorsch at The Inaugural Paul R. Lawrence Conference on Connecting Rigor and Relevance in Institutional Analysis, Harvard Business School, June.
- 2013 “Institutional Logics as Strategy, Managing Investors’ Social Capital for Venture Performance,” Scandinavian Center for Organizations Research, Stanford University, and Academy of Management, Organization and

Management Theory Division, Orlando Florida, and Center for Innovation and Entrepreneurship, Fuqua School of Business, Duke University.

- 2012 “Discussant, session on “The Complexity of Logics and Social Life: Setting the Stage, ABC Conference on Organizing Institutions: Creating, Enacting and Reacting to Institutional Logics, Banff, CA.
- 2012 “The Invisible Hand: Institutional Logics and Entrepreneurial Self-Efficacy and Intentions,” Organization and Management Theory Division, Academy of Management, Boston.
- 2011 “The Institutional Logics Perspective: Foundations and Theoretical Elaboration,” European Group on Organization Studies, Gothenburg, Sweden.
- 2010 “Institutional Logics and top Executive Adaptability,” Symposium on How Adaptive are CEOs? New Perspectives on Executive Ruts, Routines, and Renewal, Academy of Management, Montreal, Canada.
- 2010 “The Cultural Embeddedness of Entrepreneurial Self-Efficacy and Intentions: A Cross-National Comparison,” Organization and Management Theory Division, Academy of Management.
- 2010 “The Cultural Embeddedness of Entrepreneurial Self-Efficacy and Intentions: A Cross-National Comparison,” Haute Ecole Commercial, Paris France.
- 2009 “Societal Level Institutional Logics,” in Cultivator: Theory, Methods, and Research in Institutional Logics, Professional Development Workshop, Academy of Management, Chicago.
- 2009 “Institutional Logics and Ideation,” in Sorting Out the Ideational in Institutional Theory, Professional Development Workshop, Academy of Management, Chicago
- 2009 “Institutional Logics and Entrepreneurial Ideas,” Conference on Institutional Theory, University of Alberta, Edmonton, Canada.
- 2008 “Cultural Approaches to the Study of Entrepreneurship,” Show Case Symposium, MOC, ENT, and OMT Divisions, Academy of Management.
- 2008 “Institutional Logics and Entrepreneurial Ideas: Building on a Theory of

- Innovation,” Conference to celebrate the 25<sup>th</sup> anniversary of DiMaggio and Powell 1983, University of Arizona.
- 2006 “Taking Stock of Theory and Empirical Research on Institutional Logics,” Conference on Institutional Theory, University of Alberta, Edmonton, Canada.
- 2006 “The Social Origins of Innovation: How Institutional Logics Influence Entrepreneurs,” European Group on Organization Studies (EGOS), Bergen, Norway.
- 2006 “Organizational Structure and Design,” with William Ocasio, Regular Session, Organization and Management Theory Division, Academy of Management.
- 2005 “Institutional Logics and Institutional Change in Organizations: Transformation in Accounting, Architecture, and Publishing,” with Candace Jones and Kenneth Kury, Regular Session on Organizations, American Sociological Association.
- 2004 “Institutional Logics and the Relational Embeddedness of Organizations,” with Walter W. Powell,” Networks Workshop at INSEAD and Regular Session on Organizations, American Sociological Association.
- 2004 “The Tortoise and the Hare: Comparing the Consequences of Entrepreneurship in the Market and the Hierarchy,” Stanford University Technology Ventures Program and Entrepreneurship Division, Academy of Management.
- 2004 “Markets from Culture: Institutional Logics and Organizational Decisions,” Stanford University Center for Work, Technology, and Organizations.
- 2003 “Markets from Culture: Attention to Institutional Logics,” Regular Session on Economic Sociology, American Sociological Association.
- 2002 “The Rise of the Corporation in a Craft Industry: Conflict and Conformity in Institutional Logics,” INFORMS Annual Meeting, College on Organization Science Section.
- 2002 “Beyond the Taken-for-Granted: Institutions, Cognition, and Agency in Organizations,” Symposium, Organization and Management Theory and Managerial and Organizational Cognition Divisions, Academy of

Management.

- 2002 “Culture and Cognition: A Theory of Attention Applied to the Strategy and Structure of the Firm,” *New Directions in Organizational Theory, Organizations, Occupations, and Work Section*, American Sociological Association.
- 2002 “Institutional Change and Organizational Decisions: The Contingent Value of Culture,” Center for Educational Research, Stanford University.
- 2001 “Markets with Hierarchies: The Effects of Alternative Strategies and Structures on Organizational Survival,” Robert H. Smith School of Business, University of Maryland.
- 2000 “Entrepreneurship and the Structure of Social Capital: The Effects of Corporate Sponsorship at Founding on Organizational Survival,” Regular Session on Organizations, American Sociological Association.
- 2000 “Markets with Hierarchies: ‘Visible Hand’ Effects on the Rate of Organizational Disbanding in Higher Education Publishing,” Faculty of Technology and Management, University of Twente, The Netherlands.
- 1999 “Institutional Logics and the Historical Contingency of Power in Organizations: Executive Succession in the Higher Education Publishing Industry, 1958 to 1990,” Graduate School of Management, Essec, Cedex, France.
- 1999 “Concentrated Markets in Cultural Industries: Are Economies of Scale an Entry Barrier to New Firms in the Higher Education Publishing Industry?” Regular Session on Organizations, American Sociological Association.
- 1999 “Managerial Hierarchies, Market Control, and the Risk of Organizational Disbanding,” Regular session, Acquisitions, Divestitures, and Corporate Control, Organization and Management Theory Division, Academy of Management.
- 1998 “Culture and Strategy: Why the Divide?” Institutions, Conflict, and Change: Research and Professional Development Workshop, Kellogg School of Management, Northwestern University.
- 1998 “The Cultural Embeddedness of Power in Organizations: Executive Succession in the Higher Education Publishing Industry,” Regular Session



on Organizations, American Sociological Association.

- 1997 “The Origin and Rationalization of Managerial Capitalism in the U.S. Higher Education Publishing Industry,” Regular Session on Organizations, American Sociological Association.
- 1997 “Institutional Transformation and the Routinization of Charisma: Executive Succession in the Higher Education Publishing Industry, 1958 to 1990,” Organization and Management Theory Section, Academy of Management.
- 1997 “The Context of Institutional Transformation and the Risk of Acquisition: Vulnerability to Takeover in the Higher Education Publishing Industry, 1958 to 1990,” Conference on the Management of Culture Industries, Stern School of Business, New York University.
- 1996 “Organization Theory and Entrepreneurship,” Stanford Conference on Organizations, Asilomar CA.
- 1995 “Theorizing Organizations,” Organizations, Occupations, and Work Section, American Sociological Association.
- 1995 “Does History Repeat Itself? The Influence of Global Management Discourse and Local Industry Context on Acquisition Activity.” Regular Session on Organizations, American Sociological Association.
- 1995 “The Problem of Boundaries in Contemporary Research on Organizations,” Organization and Management Theory Section, Academy of Management.
- 1994 “The Evolution of Organizational Fields: Institutional and Organizational Change in the College Publishing Industry, 1958 to 1990,” Regular Session on Organizations, American Sociological Association.
- 1994 “The Blurring of Industry Boundaries: Implications for Theory and Methods in the Study of Industries at the Population Level,” Conference on the Social Construction of Industries and Markets, Organization Behavior and Business Strategy Faculties at the University of Illinois at Urbana-Champaign with the Consortium of Centers for Organizations Research.
- 1994 “Organizational and Environmental Diversity and the Rate of Death of College Publishers,” Stanford Conference on Organizations, Asilomar CA.
- 1993 “From Craft House to Corporate Enterprise: Acquisition Growth in College

Publishing, 1958 to 1990,” Johnson School of Management, Cornell University.

1993 “Markets and Mergers: Institutional Diffusion of Acquisition Waves Within and Across Industries,” Conference on Institutional Construction of Organizations: International and Longitudinal Studies, Copenhagen Business School.

1992 “Organizational Fields at the World Level: The Globalization of Medical Diagnostic Standards,” Stanford Conference on Organizations, Asilomar, CA.

1990 “Psychiatric Diagnosis as Sign and Symbol: Nomenclature as an Organizing and Legitimizing Strategy,” Regular Session on Medical Sociology, American Sociological Association, discussant, Eliot Freidson.

1989 “Changing Organizational Forms: Unintended Consequences in a Mental Health Service Delivery System,” Stanford Conference on Organizations, Asilomar CA.

1988 “Assessing the Costs and Outcomes Together: Cost Effectiveness of Two Systems of Acute Psychiatric Care,” Clinical Services Research Training Program Colloquium, Department of Psychiatry, University of California, San Francisco.

## **PROFESSIONAL SERVICE**

2017 Nominating Committee, for Chair Elect and Council Positions, Organizations, Occupations, and Work Section, American Sociological Association.

2017 Juror for Best Paper Award, Vienna University of Economics and Business, for Business, Communication, Law, Humanities, Sociology, Economic Geography and Interdisciplinary work, Vienna Austria.

2017 Consulting Organizer for Nina Granqvist and Jo-Ellen Pozner, “Doctoral Consortium,” Organization and Management Theory Division, Academy of Management, Anaheim, CA.

2017 Nominating Committee, George R. Terry Award, Academy of Management.

2017 Co-organizer with Michael Lounsbury and William Ocasio, subtheme conference on “The Multiplicity of Institutional Logics,” European Group on Organization Studies, Copenhagen Business School, Denmark, July

(114 papers received).

- 2017 Presider, Section on Economic Sociology, “Culture and Economy,” American Sociological Association, Montreal, Canada.
- 2016-2017 Innovation School Founder and Task Force Member, Texas A&M University.
- 2015-present lead faculty for the College of Liberal Arts, Texas A&M University to develop campus-wide minor in innovation and entrepreneurship, including lead author on the white paper; working with development; development of new course syllabi including Entrepreneurial Perspectives MGMT/SOCI 376, Entrepreneurship Practice, Social Entrepreneurship, Entrepreneurial Thought Leaders Seminar, and Entrepreneurship: Theoretical and Empirical Perspectives (Ph.D. seminar).
- 2016 Lead Organizer with Nina Granqvist, “Doctoral Consortium,” Organization and Management Theory Division, Academy of Management, Anaheim, CA.
- 2015 Shadow Organizer with Mark Ebers, “Doctoral Consortium,” Organization and Management Theory Division, Academy of Management, Vancouver, Canada.
- 2015 Presider, Section on Organizations, Occupations and Work, “Organizational Culture and Institutional Logics, American Sociological Association, Chicago, USA.
- 2015 Lead Organizer with William Ocasio and Julien Jourdan, “The Antecedents and Consequences of Institutional Logics for Reasoning and Rationality,” European Group on Organization Studies,” Athens, Greece.
- 2014 Symposium Organizer, “Affinities of Language, Cultural Tool Kits, and Institutional Logics: Advancing Strategies of Action,” OMT, MOC, and ENT Divisions of Academy of Management, August, Philadelphia.
- 2014 Discussant, “Emotions and Institutional Logics: Putting Affect onto the Y-Axis,” OMT and MOC Divisions of the Academy of Management, August, Philadelphia.
- 2014 Member, Zelizer book award committee, Economic Sociology Section, American Sociological Association.

- 2013 Chair, “Shifts in Institutional Logics,” Organization and Management Theory Division, Academy of Management, Orlando, Florida.
- 2013 Organizer with William Ocasio and Marie-Laurie DeJelic, “Advancing the Institutional Logics Perspective,” European Group on Organization Studies,” Montreal, CA.
- 2012 Selection committee member for Best Published Paper, Organization and Management Theory Division, Academy of Management
- 2012 Discussant, “Cultural Analysis of Organizational Strategy,” regular session, American Sociological Association, Denver.
- 2012 Chair, “Navigating Multiple Institutional Logics,” Organization and Management Theory Division, Academy of Management, Boston.
- 2012 Invited participant, National Science Foundation expert panel on local institutions and sustainability implementation.
- 2011 Faculty Participant in International Junior Faculty Paper Development Workshop, Academy of Management, San Antonio Texas.
- 2011 Faculty Participant in Professional Development Workshop, European Group on Organization Studies, Gothenburg, Sweden.
- 2011 European Group on Organization Studies organizer for subtheme on Institutional Logics with Michael Lounsbury and William Ocasio, Gothenburg, Sweden.
- 2009 invited senior faculty, Organization and Management Theory Junior Faculty Workshop, Academy of Management, Chicago.
- 2009 Chair, “Institutional Logics: Culture, Classification and Genres,” Academy of Management, Chicago.
- 2009 Discussant, “Attitudes and Latitudes: Origins, Dynamics, and Consequences of Regional Identity,” Academy of Management, Chicago.
- 2007 Discussant, “Sintering the Iron Cage,” Stewart Clegg and Michael Lounsbury, Conference on Sociology Classics and the Future of Organization Theory, Wharton School of Business, University of

Pennsylvania

- 2007 Discussant, “Institutional Logics: Reproduction and Transformation, Organization and Management Theory, Academy of Management.
- 2006 Discussant, “Entrepreneurship,” Economic Sociology Section, American Sociological Association.
- 2003 Co-Organizer, Economic Sociology Section, “The Cultural Foundations of Markets and Firms,” American Sociological Association.
- 2003 Organizer, Professional Development Workshop, “Learning in the 21<sup>st</sup> Century: Experiential and Action Learning,” Health Care Management Division, Academy of Management, participants, Joseph Raelin, Scott Shane, Will Mitchell, Jeff Barden.
- 2001 Organizer, Regular Session on Organizations, “Extensions and Challenges to Past and Current Studies of Organizations,” American Sociological Association, discussant, Mark S. Mizruchi.
- 2001 Organizer, Regular Session on Organizations, “A Closer Look at Closure,” American Sociological Association, discussants Heather A. Haveman and Donald A. Palmer.
- 2001 Organizer, Regular Session on Organizations, “Varieties of Governance Structures,” American Sociological Association, discussant, W. Richard Scott.
- 2001 Organizer, Regular Session on Organizations, The Spatial and Relational Contexts of Organizational Foundings,” American Sociological Association, discussant, Alessandro Lomi.
- 2001 Organizer and Presider, Regular Session on Organizations,” Markets Symbols, and Identities,” American Sociological Association, discussant Hayagreeva Rao.
- 2001 Chair, Weber Award Committee for Distinguished Scholarship, Organizations, Occupations, and Work Section, American Sociological Association.
- 2000 Organizing Committee, conference in honor of the scholarship and career of W. Richard Scott, Stanford University, March 2002.

- 2000 Session Chair, Understanding the Impact of Institutions, Organization and Management Division, Academy of Management.
- 2000-2001 Faculty Adviser, DUNE (Duke University's Network of Entrepreneurs)
- 1999-2000 Arts and Sciences Council, Duke University (elected member)
- 1999 Chair, Nominations Committee, Organizations, Occupations, and Work Section, American Sociological Association.
- 1999 Discussant, "Mass Media: Industry Structure and Its Consequences," Regular Session, American Sociological Association.
- 1996 Coordinator, TAOS, Triangle Area Group on Organizations and Stratification for Duke, UNC, and NCS Universities.
- 1997 Executive Committee, Department of Sociology, Duke University (elected member)
- 1996-2000 Markets and Management Studies Steering Committee, Department of Sociology, Duke University.
- 1993-1996 Undergraduate Program Committee, Department of Sociology, Duke.
- 1996 Discussant, "Drawing the Line: Managing Organizational Boundaries," Academy of Management.
- 1992 Co-organizer (with Andrew Newman and Victoria Alexander) of session on, "Institutional Theory Revisited: Institutionalization, Culture and Societal Sectors," Stanford Conference on Organizations, Asilomar CA.
- 1991 Co-organizer (with Mark Suchman) of session on, "Do Professions Add Organization," Stanford Conference on Organizations, Asilomar, CA.
- 1990-1991 Graduate representative, Stanford Center for Organizations Research (elected member).
- 1990-1991 Planning Committee, "Topics in Organizations" with W. Richard Scott, Director, Stanford Center for Organizations Research, doctoral colloquium.

1990 Organizer of session on, “Rationalizing Health Care: Professional Occupations and Organizational Environments,” Stanford Conference on Organizations, Asilomar.

### **PROFESSIONAL REVIEWER EXPERIENCE**

Administrative Science Quarterly, American Journal of Sociology, American Sociological Review, Sociological Theory, National Science Foundation, Academy of Management Journal, Academy of Management Review, Organization Science, Management Science, Journal of Computational and Mathematical Organization Theory, Research Policy, Social Forces.

### **PROFESSIONAL MEMBERSHIPS**

Academy of Management

Divisions: Organization & Management Theory, Entrepreneurship

American Sociological Association

Sections: Organizations, Occupations, & Work, Economic Sociology, Culture

European Group on Organization Studies

Strategic Management Society

Interest Groups: Entrepreneurship and Strategy, Behavioral Strategy

### **START-UP AND PRACTITIONER EXPERIENCE**

Member, Advisory Council, Center for New Venture Entrepreneurship, Texas A&M University

Member, Council for Entrepreneurial Development, Research Triangle

Co-founder and board of directors, Interim Inc. Residential Treatment Services, authored plan to raise seed capital

Co-founder, Monterey County Respite Child Care Center

Monterey County Social Services Commission, supervisorial appointment

Co-founder and board of directors, Campus Community Improvement Association