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## RESEARCH COLLECTIONS

### Entrepreneurial Opportunity **NEW**

Edited by **Dean A. Shepherd**, Indiana University, Bloomington and **Denis Grégoire**, Georgia State University, US

This authoritative collection presents the most important and influential contributions to the study of entrepreneurial opportunity. The first section investigates the nature of entrepreneurial opportunity. The second presents the best work of the last ten years on the dynamics and nature of opportunity emergence. The careful selection of articles, alongside an original introduction by the editors, concludes by highlighting the varying contexts in which entrepreneurial opportunity can occur and strategies for researching it.

38 articles, dating from 1987 to 2011

**Contributors include:** T. Baker, R. Baron, P. Davidsson, D. Dimov, J.E. Dutton, I. M. Kirzner, J.S. McMullen, S. Sarasvathy, S.A. Shane, D. Ucbasaran

Oct 2012 c 832 pp **Hardback** 978 1 78100 046 0 c £265.00

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### Handbook of Research **NEW** on Sport and Business

Edited by **Harald Dolles**, Heilbronn Business School, Germany and **Sten Söderman**, Stockholm University, Sweden

This *Handbook* draws together top international researchers and discusses the state of the art and the future direction of research at the nexus between sport and business. It is heavily built upon choosing, applying and evaluating appropriate quantitative as well as qualitative research methods for practical advice in sport and business research.

Sept 2012 c 500 pp **Hardback** 978 1 84980 005 1 c £120.00

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### Handbook of Organizational **NEW** and Managerial Innovation

Edited by **Tyrone S. Pitsis**, University of Technology Sydney, Australia, **Erlend Dehlin**, Trondheim Business School, Norway and **Ace Simpson**, University of Technology Sydney, Australia

The *Handbook of Organizational and Managerial Innovation* places humans, their acts, practices, processes and fantasies at the core of innovation. The book brings together some of the world's leading thinkers, academics and professionals, both established and emerging, to provide practitioners, students and academics with a comprehensive picture of the vibrant and engaging field of organizational and managerial innovation. The book presents organizational and managerial innovation as a complex concept underpinned by varied ontological and epistemological traditions and disciplines, and as something that exists and occurs at multiple levels of analysis, and from multiple zones of experience – the experience of managers, workers, psychologists, philosophers and economists.

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### Corporate Strategy and Firm Growth **NEW**

Creating Value for Shareholders

**Angelo Dringoli**, University of Siena, Italy

This book explores the conditions for growth that can create value for shareholders, focusing on the main strategies adopted by firms including horizontal expansion, vertical integration and product diversification. To evaluate whether or not a particular growth strategy is successful, the author examines the economic fundamentals of each strategy and presents analytical models of both internal development and external acquisition. He moves on to present four case studies of successful companies to highlight how a firm chooses and implements a defined growth strategy.

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– William H. Starbuck, University of Oregon, US

58 articles, dating from 1961 to 2007

**Contributors include:** E. Abrahamson, M. Alvesson, C. Argyris, R. Greenwood, M. Hansen, A. Kieser, C. McKenna, E. Schein, A. Sturdy, A. Werr

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**KEY TITLE**

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Edited by **John Child**, University of Birmingham, UK

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– Geoffrey M. Hodgson, University of Hertfordshire Business School, UK

*The Evolution of Organizations* brings together a selection of significant articles by leading academics as to how organizations and their environments evolve over time. They examine the foundation of evolutionary thinking, its application to the evolution of organizational populations and industries, the question of how individual organizations evolve, and the co-evolution of organizations and their environments.

32 articles, dating from 1896 to 2007

**Contributors include:** H. Aldrich, R. Burgelman G. Carroll, Y. Doz, G. Hodgson, J. Johanson, B. Kogut, A. Lewin, J. March, S. Winter

**Series no. 19 Feb 2012 c 896 pp Hardback 978 1 84980 139 3 c £285.00**  
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## Strategy, Innovation and the Theory of the Firm **NEW**

**David J. Teece**, University of California, Berkeley and Berkeley Research Group, US

David Teece is one of the leading thinkers on issues of strategic management, particularly the importance of dynamic capabilities for organizations in industries undergoing change. This collection of his papers explores ideas of both theoretical and practical significance. Topics addressed include the development and elaboration of the Dynamic Capabilities framework, with an emphasis on the orchestration of resources both inside and outside the firm to capture value. Another area of focus is the theoretical and conceptual understanding of the essence of the firm. In an era of global specialization, mainstream theories about contracts and production functions fall short of the reality that managers confront every day. David Teece's understanding of these realities is well reflected and clearly articulated in this book.

**May 2012 c 400 pp Hardback 978 1 84980 864 4 c £89.95**

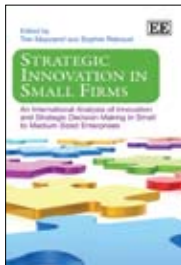
## Strategic Innovation in Small Firms

An International Analysis of Innovation and Strategic Decision Making in Small to Medium Sized Enterprises

Edited by **Tim Mazzarol**, University of Western Australia, Perth, Australia and Burgundy School of Business, Groupe ESC Dijon Bourgogne, Dijon, France and **Sophie Reboud**, Burgundy School of Business, Groupe ESC Dijon Bourgogne, Dijon, France

*Strategic Innovation in Small Firms* is an investigation of the commercialization practices of small firms across a wide range of industries in nine OECD countries. The authors examine the perspective of these firms' managers on their national innovation systems and on their firm's innovation management practices.

**2011 464 pp Hardback 978 1 84542 905 8 £95.00**  
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## Handbook of Research on Competitive Strategy **NEW**

Edited by **Giovanni Battista Dagnino**, University of Catania, Italy

*The Handbook of Research on Competitive Strategy* presents a comprehensive state-of-the-art picture of current strategic management issues and demarcates the major investigation strands which help shape the actual contours of the field. The *Handbook* is the outcome of a far-reaching endeavour that has carefully assembled the contributions of several highly-reputed experts, who have devoted their scholarship and wisdom to detect the conceptual and empirical advancements and assess the promises and practical relevance of the competitive strategy domain. For its breadth and depth, the *Handbook* is aimed at providing executives, entrepreneurs, students and scholars in management a myriad lively and captivating insights on the nature and process of strategy formation, configuration and development.

**Contributors include:** A. Ariño, J.B. Barney, J. Baum, A. Capasso, R. Casadesu-Masanell, B. Cassiman, S. Castaldo, G. Cattani, A. Chintakananda, M.C. Cinici, G.M. D'Allura, G.B. Dagnino, V. Della Corte, C. Di Guardo, R. Dunbar, R. Faraci, S. Ferriani, I. Filatochev, N.J. Foss, E. Garcia-Canal, F. Garraffo, A. Giuliani, H. Greve, R. Harrison, M. Hitt, E.T. La Rocca, M. La Rocca, G. Lee, C. Markides, O. Meglio, A. Minichilli, G. Padula, V. Pisano, K. Premazzi, R. Ragozzino, R. Reger, P. Regné, J. Reuer, J.E. Ricart, V. Rindova, G. Santangelo, M. Sciarelli, W. Shen, M. Sorrentino, J.-C. Spender, C. Stadler, G. Walker

**April 2012 c 584 pp Hardback 978 1 84720 044 0 c £165.00**  
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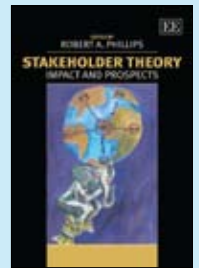
## Stakeholder Theory

Impact and Prospects

Edited by **Robert A. Phillips**, University of Richmond, US

Honoring the twenty-fifth anniversary of R. Edward Freeman's *Strategic Management: A Stakeholder Approach*, one of the most influential books in the history of business strategy and ethics, this work assembles a collection of contributions from some of the most renowned and widely-cited scholars working in the area of stakeholder scholarship today.

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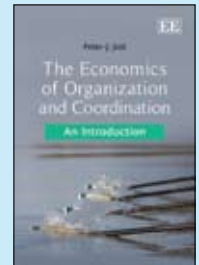
## The Economics of Organization and Coordination **TEXTBOOK**

An Introduction

**Peter-J. Jost**, WHU – Otto Beisheim School of Management, Vallendar, Germany

This book provides a comprehensive economic approach for the analysis of organizational structure. It considers the parallels of coordination within firms, coordination between firms and market coordination and offers an economic analysis of the advantages and disadvantages of various instruments of coordination. Looking at examples in the practical world, it provides individual concepts and insights on an economic approach to organization.

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## Handbook of Research on Strategy Process

Edited by **Pietro Mazzola**, IULM University, Italy and **Franz W. Kellermanns**, University of Tennessee, Knoxville, US and WHU-Otto Beisheim School of Management, Germany

*'Strategy making processes matter a great deal. They determine the content, scope and quality of a firm's strategic choices as well as their implementation. Mazzola and Kellermanns rejuvenate research on strategy making processes by bringing an important set of perspectives together, providing an innovative view of the actors and processes involved in strategy making processes in diverse settings. The volume highlights the role of imaginative strategy in altering competitive dynamics and creating value. It is an important contribution to the field.'*

– Shaker A. Zahra, University of Minnesota, US

**Contributors:** J.H. Astrachan, O.H. Azar, O.M. Bjelland, M.R. Braun, D.M. Brock, F.C. Butler, J.I. Canales, E.P.C. Chang, J.J. Chrisman, V. Coda, A. Cuervo-Cazurra, G.G. Dess, M.J. Eppler, S.W. Floyd, P.N. Figa, T. Hutzschenreuter, P.D. Jennings, F.W. Kellermanns, I. Kleindienst, M. Kreutzer, S.F. Latham, C. Lechner, G.T. Lumpkin, G.E. Manners, G.G. Marchisio, M.L. Martens, P. Mazzola, A. Melander, L. Melin, E. Memili, M. Minoja, E. Mollona, M. Nordqvist, A. Patel, T.B. Porter, A.L. Ranft, P. Regné, C.W. Richards, A. Sasson, T. Schmid, J.C. Sexton, G.-h. Sun, M. Venzin, A. Verbeke, J. Walter, D. Windsor, R.C. Wood, B. Wooldridge, L. Yang, P.A. Zandbergen

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31 articles, dating from 1980 to 2009

**Contributors include:** P. Buckley, Y. Doz, T. Frost, S. Ghoshal, H. Gunnar, A. Gupta, M. Hansen, T. Kostova, C. Prahalad, A. Rugman

May 2012 c 656 pp Hardback 978 1 84844 234 4 c £210.00

### Competitive Strategy

Edited by **Catherine A. Maritan**, Syracuse University and **Margaret A. Peteraf**, Dartmouth College, US

These two authoritative volumes are an essential guide to the most important research in the area of competitive strategy. The first volume contains articles that contribute to the understanding of competitive effects at industry, firm, group and dyad levels. The second volume focuses more deeply on the competitive capabilities of individual firms, including those required to succeed in dynamic competitive environments. Together, these two volumes function both as an introduction to this research area for graduate students of strategic management, and as an ideal companion for academics and researchers seeking a broad overview of this important field.

62 articles, dating from 1984 to 2008

**Contributors include:** J. Barney, M.-J. Chen, K. Cool, J. Gimeno, C. Helfat, M. Lieberman, D. Miller, R. Rumelt, D. Teece, S. Winter

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Edited by **Michael J. Leiblein**, Ohio State University and **Arvids A. Ziedonis**, University of Oregon, US

*'This volume should be on every professor's and PhD student's book shelf! Leiblein and Ziedonis have carefully covered the field with the most classic and important articles published in the last twenty years. Thus, Technology Strategy and Innovation Management will be the key reference source for this exciting field for years to come.'*

– Christopher L. Tucci, École Polytechnique Fédérale de Lausanne, Switzerland

25 articles, dating from 1986 to 2007

**Contributors include:** C. Christensen, R. Henderson, D. Levinthal, D. Mowery, J. Nickerson, D. Teece, M. Tripsas, M. Tushman, S. Winter, T. Zenger

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### A Business Model for Entrepreneurship

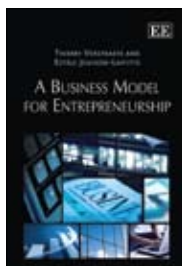
**Thierry Verstraete**, IAE University of Bordeaux and BEM Bordeaux Management School, France and **Estèle Jouison-Laffitte**, University of Bordeaux, France

The authors present the generation, remuneration, and sharing business model, which relates to the value generation, its remuneration and the sharing of this remuneration. They also outline the role and the central place of the business model within the entrepreneurial process; the theoretical bases – conventions theory, resource based view and stakeholder theory – and the construction of the GRS model; the experiments conducted within teaching, practical, and theoretical frameworks; and the contribution of the business model to a theory of entrepreneurship theory.

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### Corporate Strategy

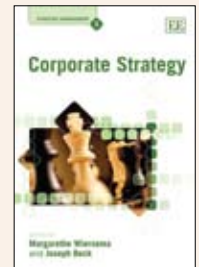
Edited by **Margarethe Wiersema**, University of California, Irvine and **Joseph Beck**, Shippensburg University, US

This authoritative volume, co-edited by an internationally recognised expert on corporate strategy, includes seminal articles on the theory underlying corporate strategy, the empirical evidence linking corporate strategy to firm performance and the influence of the firm's upper echelon on corporate strategy. In addition, the collection includes key articles addressing methodological issues of concern to strategy researchers. This indispensable volume, with an original introduction by the editors, will be of immense value to academicians doing research in the field of corporate strategy.

39 articles, dating from 1937 to 2005

**Contributors include:** D. Bergh, H. Bowen, R. Coase, K. Eisenhardt, D. Hambrick, M. Jensen, M. Porter, J. Robins, B. Silverman, D. Teece

Series no. 3 2011 776 pp Hardback 978 1 84844 405 8 £245.00



### Strategy Process

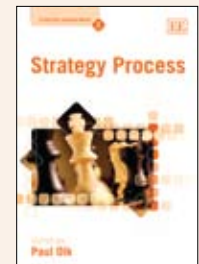
Edited by **Paul Olk**, University of Denver, US

The evolving field of strategy process has witnessed many developments in recent years and attracted the attention of leading academics. Professor Olk, in this authoritative volume, has selected seminal papers which consider a number of important issues regarding strategy process. Beginning with a general overview, this indispensable collection covers important topics including stage models, goal oriented models, methodology and future direction. This timely volume, with an original introduction by the editor, is particularly well suited for scholars and students in the areas of strategy process and strategic management.

27 articles, dating from 1981 to 2009

**Contributors include:** J. Dutton, M. Farjoun, J. Fredrickson, J. Hendry, H. Mintzberg, B. Pentland, A. Pettigrew, J. Quinn, A. Van de Ven, B. Woolridge

Series no. 2 2010 672 pp Hardback 978 1 84844 260 3 £215.00



### Cooperative Strategies: Alliance Governance

Edited by **Jeffrey J. Reuer**, Shivaram Devarakonda, Purdue University, US and **Elko Klijn**, VU University Amsterdam, The Netherlands

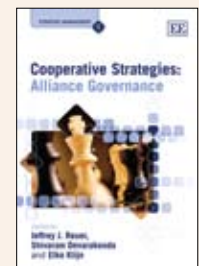
The study of alliance governance is a significant component needed for the analysis of economic organization and the execution and performance of alliances. This authoritative volume covers the most important research conducted on strategic alliances and their governance. The editors have selected seminal papers which consider a number of important issues, including when firms use alliances relative to other organizational forms (e.g., acquisitions), alternative types of alliances, and the most important governance arrangements for inter-firm collaborations. The collection also carefully examines the specific means by which firms design alliance contracts and other dimensions of alliance governance. This indispensable volume is particularly well suited for scholars and students in strategic management, international business, management, and economics.

26 articles, dating from 1988 to 2008

**Contributors include:** R. Gulati, J.-F. Hennart, B. Kogut, J. Lerner, A. McGahan, J. Oxley, H. Singh, T. Stuart, E. Zajac, M. Zollo

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### Handbook of Intuition Research

Edited by **Marta Sinclair**, Griffith University, Australia

This groundbreaking interdisciplinary *Handbook* showcases the latest intuition research, providing an integrated framework that reconciles opposing views on what intuition is and how it works. The internationally renowned group of contributors explores different facets of the intuiting process and its outcome, the role of consciousness and affect in intuition, and alternate ways of capturing it. They tackle the function of intuition in expertise, strategy, entrepreneurship, and ethics and outline intuitive decision-making in the legal profession, medicine, film and wine industry, and teaching. The *Handbook* pushes the boundaries of our current understanding by exploring the possibility of non-local intuition based on the principles of quantum holography and investigating new techniques for developing intuitive skills.

**Contributors:** A. Antonietti, B.T. Bakken, C. Betsch, R.T. Bradley, L.A. Burke, J.-F. Coget, E. Dane, A. Dijksterhuis, W. Duggan, I.D. Ebert, S. Epstein, A. Glöckner, B. Graf, L.K. Gundry, J.R. Guzak, T. Haerem, M.B. Hargrove, C. Harteis, G.P. Hodgkinson, P. Iannello, K.-P. Ittner, J.R. Kickul, G. Klein, C. Kugler, C. Kuhnle, J. Langan-Fox, M. Mason, B. Morgensthaler, J.E. Pretz, D. Radin, G. Roth, E. Sadler-Smith, M. Sinclair, M. Strick, D.E. Tomasino, V. Vranic

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Edited by **Kenneth W. Koput** and **Joseph P. Broschak**, University of Arizona, US

*'This volume collects foundational empirical papers that develop the concept of social capital, including studies of job search, team composition and inter-organizational collaboration. The collection is graced by a thoughtful introductory essay that explores both the strengths and limitations of the social capital concept.'*

– Walter W. Powell, Stanford University, US

21 articles, dating from 1993 to 2006

Contributors include: G. Ahuja, R. Burt, R. D'Aveni, R. Fernandez, T. Kostova, N. Lin, J. Pennings, R. Reagans, B. Uzzi, W. Tsai

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## Strategies for New Venture Development

Edited by **Ari Ginsberg**, New York University, US

This groundbreaking work brings together a comprehensive set of scholarly articles that help shape our understanding of the strategies deployed to create and grow new business entities. The editor draws on a broad set of multi-disciplinary contributions to the domain of new venture development from scholars who publish in the fields of economics, entrepreneurship, finance, organization theory and strategic management.

32 articles, dating from 1990 to 2008

Contributors include: A. Cooper, J. Baum, D. Deeds, K. Eisenhardt, R. Katila, P. McDougall, T. Pollock, S. Shane, W. Sine, C. Zott

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## Strategic Reconfigurations

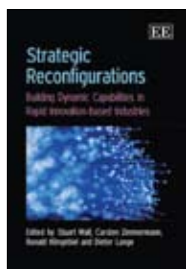
Building Dynamic Capabilities in Rapid Innovation-based Industries

Edited by **Stuart Wall**, Anglia Ruskin University, UK, **Carsten Zimmermann**, University of San Diego, US, **Ronald Klingebiel**, Anglia Ruskin University, UK and **Dieter Lange**, Capgemini Consulting, Germany

*'This volume represents a most welcome and important contribution to the emergent and fast-growing dynamic capabilities view (DCV) of the firm and sustainable competitive advantage. It simultaneously helps to assess critically, integrate with a wide range of other perspectives, broaden the scope, and deepen the conceptual foundations of the DCV. In addition and importantly, it links DCV to, and contrasts it with, managerial practice. The authors' dispassionate approach is a further plus. The editors have done an excellent job and should be congratulated for this work that should be a must-read.'*

– Christos Pitelis, University of Cambridge, UK

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## Strategy Making in a Crisis

From Analysis to Imagination

**Michael Gibbert**, University of Lugano, Italy

*'If you can't imagine the future of your company, how are you supposed to shape it? This book helps appreciate and execute imaginative strategy making.'*

– Martin Hoegl, WHU Otto Beisheim Graduate School of Management, Germany

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## Forms of Enterprise in 20th Century Italy

Boundaries, Structures and Strategies

Edited by **Andrea Colli**, Bocconi University and **Michelangelo Vasta**, University of Siena, Italy

*'This book provides a wide-ranging analysis of change in size and nature of Italian firms, and thus a unique and fascinating perspective on the evolution of one of the major industrial economies of the 20th century. An example of business history as it ought to be done.'*

– Giovanni Federico, European University Institute, Italy

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## Strategic Alliances, Mergers and Acquisitions

The Influence of Culture on Successful Cooperation

Edited by **Jan Ulijn**, Open University and Eindhoven University of Technology, **Geert Duysters**, Eindhoven University of Technology, Tilburg University and UNU-MERIT and **Elise Meijer**, Eindhoven University of Technology, The Netherlands

*'Organizational flirts and marriages – alliances, mergers and acquisitions – are dramatic examples of how soft cultures can produce hard facts of success or failure. Decisions born from human vanity can lead to destruction of human capital. The chapters selected by Ulijn, Duysters and Meijer illustrate the many facets of organizational family life for the scholar and, hopefully, for the decision-maker who considers another move.'*

– Geert Hofstede, author of *Culture's Consequences*

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## Neuroeconomics and the Firm

Edited by **Angela A. Stanton**, Claremont Graduate University, **Mellani Day**, Colorado Christian University, US and **Isabell M. Welpe**, Technische Universität München, Germany

*'This volume brings together leading researchers from a variety of fields to investigate the concept of the firm from new perspectives arising from neuroeconomics. The traditional theory of the firm has focused on the strategic, operational and resource management objectives of the firm as an organization. This timely and informative book explores new horizons in the biology of human decision-making and behavior, including uncertainty, entrepreneurship and ethics as it affects the functioning of the organization. The fascinating chapters cover a wide range of research fields, drawing on both the conscious and the unconscious mind, and how common hormonal cycles in the female and testosterone variations in the male affect each other in the workplace and its affect on the firm as an organization. The topics of entrepreneurship and the recent global financial crisis are discussed from the perspective of hormonal forces and the implications of those forces in the future. It is an enlightening selection of articles that scholars, students, business leaders, and managers will find a valuable read.'*

– Vernon L. Smith, 2002 Nobel Laureate in Economics

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## Cooperative Enterprise

Facing the Challenge of Globalization

**Stefano Zamagni** and **Vera Zamagni**, University of Bologna and Johns Hopkins University, Bologna Center, Italy

*'Cooperatives stem from interchanges in day-to-day life; and have the capacity to extend their reach to cover economic exchanges across time and space. They offer a complementary form of relationships to the ones economists typically study and favour. A culmination of years of research, this book quite magnificently explains and persuasively advocates a much neglected institution.'*

– Sir Partha Dasgupta, University of Cambridge, UK

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## Economic Advice and Rhetoric

Why do Consultants Perform Better than Academic Advisers?

**Onno Bouwmeester**, VU University Amsterdam, The Netherlands

This book compares the approaches of consultants and academic advisers and provides an in-depth analysis of their advice argumentation. Both compete on the market for economic advice, with consultants enjoying a larger market share and usually obtaining higher fees. However, academics criticize them for overcharging, shallowness, and quick-and-dirty methods. So, are consultants' clients misled or even cheated? Not necessarily. The book reveals that academics have drawbacks as well; their arguments are less balanced than those of consultants and their estimates contradict each other more.

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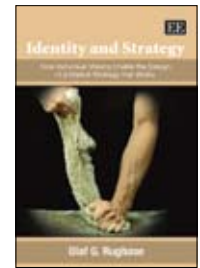
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