

# Contents

Preface	vii
<i>W. Richard Scott and Søren Christensen</i>	
Introduction: Institutional Theory and Organizations	xi
<i>W. Richard Scott</i>	
<b>Part I. Accounting for Institutions</b>	
1. The New Institutionalism and Rational Choice Theory	3
<i>Peter Abell</i>	
2. Cognitive Sources of Socially Constructed Competitive Groups: Examples From the Manhattan Hotel Industry	15
<i>Theresa K. Lant and Joel A. C. Baum</i>	
3. Localism and Globalism in Institutional Analysis: The Emergence of Contractual Norms in Venture Finance	39
<i>Mark C. Suchman</i>	
<b>Part II. Organizational Adaptation to Conflicting and Shifting Institutional and Technical Environments</b>	
4. Origin and Transformation of Organizations: Institutional Analysis of the Danish Red Cross	67
<i>Søren Christensen and Jan Molin</i>	

5. Civilization, Art, and Accounting: The Royal Danish Theater—An Enterprise Straddling Two Institutions <i>Jan Mouritsen and Peter Skærbæk</i>	91
6. The Incorporation of Multiple Institutional Models: Organizational Field Multiplicity and the Role of Actors <i>Finn Borum and Ann Westenholz</i>	113
<b>Part III. Institutional Effects on Firms and Fields</b>	
7. The Competence View of the Firm: What Can Modern Economists Learn From Philip Selznick's Sociological Theory of Leadership? <i>Christian Knudsen</i>	135
8. Using Institutional Theory to Understand For-Profit Sectors: The Case of Financial Reporting Standards <i>Stephen J. Mezas</i>	164
<b>Part IV. Institutional Effects on Industries</b>	
9. Accounting for Acquisition Waves: Evidence From the U.S. College Publishing Industry <i>Patricia H. Thornton</i>	199
10. Coupling the Technical and Institutional Faces of Janus in Network Industries <i>Raghu Garud and Arun Kumaraswamy</i>	226
11. Institutional Interpretations and Explanations of Differences in American and Danish Approaches to Innovation <i>Peter Karnøe</i>	243
12. The Origins of Economic Principles: Railway Entrepreneurs and Public Policy in 19th-Century America <i>Frank Dobbin</i>	277
Conclusion: Crafting a Wider Lens <i>W. Richard Scott and Søren Christensen</i>	302
References	315
Author Index	341
Subject Index	349
About the Contributors	353