**Comprehensive Exam - Reading list**

林曜Leonard Schmidt

1. **Status**
2. Bidwell et al (2015) I used to work at Goldman Sachs! How firms benefit from organizational status in the market for human capital. Strategic Management Journal, 36(8), pp.1164-1173
3. Bitektine, A., (2011) [Toward a Theory of Social Judgments of Organizations: The Case of Legitimacy, Reputation, and Status](https://journals.aom.org/doi/full/10.5465/amr.2009.0382). Academy of Management Review, 36(1)
4. Burris (2004) The academic caste system: Prestige hierarchies in PhD exchange networks. American Sociological Review 69(2), pp.239-264
5. Bothner et al. (2012) How Does Status Affect Performance? Status as an Asset vs. Status as a Liability in the PGA and NASCAR, Organization Science 23(2):416-433
6. Bothner et al. (2010) A Model of Robust Positions in Social Networks. American Journal of Sociology,116(3) pp. 943-92
7. Castellucci & Ertug (2010) What’s in it for them? Advantages of higher-status partners in exchange relations. Academy of Management Journal, 53(1), pp.149-166
8. Castellucci, F., Podolny, J., M., (2017) The dynamics of position, capability, and market competition. Industrial and Corporate Change, 26(1), pp. 21-39
9. Deephouse & Suchman (2008) Legitimacy in organizational institutionalism. In: Greenwood et al., eds., The SAGE handbook of organizational institutionalism, SAGE: London, pp. 49-77 [Check whole book for relevant chapters]
10. Durand & Kremp, (2015) [Classical Deviation: Organizational and Individual Status as Antecedents of Conformity](https://journals.aom.org/doi/full/10.5465/amj.2013.0767), Academy of Management Journal, 59(1)
11. Flickinger & Wrage (2015) How CEOs protect themselves against dismissal: A social status perspective. Strategic Management Journal, 37 (6), pp.1107-1117
12. Granados, F, J., Knoke, D., (2012) Organizational status growth and structure: An alliance network analysis. Social Networks 35 (1), pp.62-74
13. Griffin, S., Bundy, J., Porac, J., (2013) Falls from Grace and the Hazards of High Status. Administrative Science Quarterly 58(3)
14. Griffin, Wade, Porac, McNamee, (2008) The Impact of CEO Status Diffusion on the Economic Outcomes of Other Senior Manager. Organization Science 19(3), pp. 381-495
15. Groysberg et al. (2011) Too Many Cooks Spoil the Broth: How High-Status Individuals Decrease Group Effectiveness. Organization Science 22(3), pp. 541-518
16. Jensen et al. (2011) The importance of status in markets: A market identity perspective. In: Pearce, ed., Status in management and organizations. Cambridge University Press: Cambridge, pp.87-117 [check whole book for relevant chapters]
17. Jensen & Kim (2015) The Real Oscar Curse: The Negative Consequences of Positive Status Shifts. Organization Science 26(1)
18. Lynn et al. (2009) A sociological (de)construction of the relationship between status and quality. American Journal of Sociology, 115(3), pp.755-804
19. Malter, D., (2014) On the Causality and Cause of Returns to Organizational Status. Administrative Science Quarterly, 59(2)
20. Phillips (2001) The promotion paradox: Organizational mortality and employee promotion chances in Silicon Valley law firms, 1946-1996. American Journal of Sociology, 106(4), pp.1058-1098
21. Phillips & Zuckerman (2001) Middle-status conformity: Theoretical restatement and empirical demonstration in two markets. American Journal of Sociology, 107(2), pp.379-429
22. Piazza & Castellucci (2014) Status in organization and management theory. Journal of Management, 40(10), pp.287-315
23. Podolny (1993) A status-based model of market competition. American Journal of Sociology, 98(4), pp.829-872
24. Podolny (1994) Market uncertainty and the social character of economic exchange. Administrative Science Quarterly, 39(3), pp.458-483
25. Podolny (2001) Networks as the pipes and prisms of the market. American Journal of Sociology, 107(1), pp.33-60
26. Podolny (2005) Status signals: A sociological study of market competition. Princeton: Princeton University Press
27. Podolny & Phillips (1996) The dynamics of organizational status. Industrial and corporate change, 5(2), pp.453-471
28. Sauer et al. (2011) Too Good to Be True? The Unintended Signaling Effects of Educational Prestige on External Expectations of Team Performance. Organization Science 21(5), pp.955-1123
29. Sauder et al. (2012) Status: Insights from organizational sociology. Annual review of sociology, 38(1), pp.267-283
30. Washington & Zajac (2005) Status evolution and competition: Theory and evidence. Academy of Management Journal, 48(2), pp.282-296
31. Zhao & Zhou (2011) Status inconsistency and product valuation in the California wine market. Organization Science, 22(6), pp.1435-1448

**B) Categories**

1. Barlow et al. (2016) Guilty by Association: Product-Level Category Stigma and Audience Expectations in the U.S. Craft Beer Industry, Journal of Management, 44, 7, 2934-2960.
2. Bowers, A., Prato, M., (2017) The Structural Origins of Unearned Status: How Arbitrary Changes in Categories Affect Status Position and Market Impact
3. Catani & Porac (2016) Categories and competition. Strategic Management Journal, 38(1), pp. 64-92
4. Dong & Chintagunta (2015) Satisfaction Spillovers across categories. Organization Science 35(2)
5. Durand & Rao (2007) Code and conduct in French cuisine: Impact of code changes on external evaluations. Strategic Management Journal, 28 (5), pp. 455-472
6. Ferguson & Hasan (2013) Specialization and career dynamics: Evidence from the Indian administrative service. Administrative Science Quarterly, 58(2), pp.233-256
7. Fiss, P. C., (2011) Building better causal theories: A fuzzy set approach to typologies in organisational research, Academy of Management Journal, 54, 2, 393-420.
8. Fleischer (2009) Ambiguity and the Equity of Rating Systems: United States Brokerage Firms, 1995–2000. Administrative Science Quarterly 54, pp. 555-574
9. Hannan (2010) Partiality of membership in categories and audiences. Annual Review of Sociology, 36(1), pp.159-181
10. Hannan et al (2007) Logics of organization theory: audiences, codes, and ecologies, Princeton University Press: Princeton. [take relevant chapters about categories and niches]
11. Hsu (2006) Jacks of all trades and masters of none: Audiences’ reactions to spanning genres in feature film production. Administrative Science Quarterly, 51(3), pp.420-450
12. Hsu et al. (2009) Multiple category memberships in markets: An integrative theory and two empirical tests. American Sociological Review 74(1), pp.150-169
13. Kim & Jensen (2011) How Product Order Affects Market Identity: Repertoire Ordering in the U.S. Opera Market. Administrative Science Quarterly, 56(2) pp.238-256
14. Leung & Sharkey (2014) Out of Sight, Out of Mind? Evidence of Perceptual Factors in the Multiple-Category Discount. Organization Science 25(1):171-184.
15. [Lo](https://journals.aom.org/doi/10.5465/ambpp.2017.14661abstract), Y.,C.,  Fiss, P., Rhee, E., Y., Kennedy, M. (2017) Categories in Context: Exploring the Determinants of Category Viability
16. Lo, Y., C., et all (2017) Identities and Categories: Reflections, Integration, and Future Directions
17. Mathias & Huyghe (2017) An identity perspective on coopetition in the craft beer industry. Strategic Management Journal
18. Navis & Glynn (2010) How New Market Categories Emerge: Temporal Dynamics of Legitimacy, Identity, and Entrepreneurship in Satellite Radio, 1990–2005. Administrative Science Quarterly, 55 pp. 439–471
19. Negro et al. (2015) Category Signaling and Reputation. Organization Science, pp.1-17
20. Negro, G., Hannan, M., T., Rao, H., (2010) Categorical contrast and audience appeal: niche width and critical success in winemaking. Industrial and Corporate Change, 19(5) 1397-1425
21. Negro & Hannan (2014) Category Signaling and Reputation. Organization Science, 26(2)
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23. Paolella & Durand (2015) Category Spanning, Evaluation, and Performance: Revised Theory and Test on the Corporate Law Market. Academy of Management Journal 59
24. Pontikes (2012) Two sides of the same coin: How ambiguous classification affects multiple audiences’ evaluations. Administrative Science Quarterly, 57(1), pp.81-118
25. Pontikes & Barnett (2015) The persistence of market categories. Organization Science, 26(5)
26. Smith, E. B. (2011) Identities as Lenses: How Organizational Identity Affects Audiences' Evaluation of Organizational Performance. Administrative Science Quarterly 56(1)
27. Waguespack, D., Sorensen, O., (2010) The Ratings Game: Asymmetry in Classification Organization Science 22(3), pp.955-1123
28. [Wry, T., Loundsbury, M., Jennings, P., D., (2013) Hybrid Vigor: Securing Venture Capital by Spanning Categories in Nanotechnology](https://journals.aom.org/doi/full/10.5465/amj.2011.0588). [Academy of Management Journal](https://journals.aom.org/journal/amj), 57(5)
29. Zhao et al. (2013) Overcoming the Illegitimacy Discount: Cultural Entrepreneurship in the US Feature Film Industry. Organization Studies, 34(12) pp.1747-1776
30. Zuckerman (1999) The categorical imperative: Securities analysts and the illegitimacy discount. American Journal of Sociology, 104(5), pp.1398-1438