



Structure of Individual Goals: Implications for Organization Theory; 143-65; This Paper Was Read in the 12th International Meeting of the Institute of Management Sciences in Vienna, September 10, 1965; It May Not Be

By Peer Soelberg

Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. Excerpt from Structure of Individual Goals: Implications for Organization Theory; 143-65; This Paper Was Read in the 12th International Meeting of the Institute of Management Sciences in Vienna, September 10, 1965; It May Not Be Used or Reproduced Without the Permission of the Author; Massachusetts I guess none of us would take issue with the statement that human choice behavior is a central aspect of organizational life. Perhaps ten years ago we might have found theorists who would have argued differently. But opponents of this view are surely hard to find today so accepting without further commentary the importance of having available a sound theory of choice for guiding descriptions of organizational behavior let us ask ourselves instead, how adequate for that purpose are currently available decision theories? An immediately noticeable characteristic of a disturbingly large number of presumably organizational decision theories is that they are indistinguishable from counterpart theories of individual choice behavior, even though in its flesh-and-bones reality we don t usually have much difficulty distinguishing an individual from an organizational

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