

Contents

<i>List of figures</i>	<i>page</i> vii
<i>List of tables</i>	viii
<i>List of contributors</i>	ix
1. Introduction: theorizing and studying institutional work THOMAS B. LAWRENCE, ROY SUDDABY, AND BERNARD LECA	1
Part I Essays on institutional work	29
2. Institutional work and the paradox of embedded agency JULIE BATTILANA AND THOMAS D'AUNNO	31
3. Leadership as institutional work: a bridge to the other side MATTHEW S. KRAATZ	59
4. Bringing change into the lives of the poor: entrepreneurship outside traditional boundaries IGNASI MARTÍ AND JOHANNA MAIR	92
5. Institutional work as the creative embrace of contradiction TIMOTHY J. HARGRAVE AND ANDREW H. VAN DE VEN	120
Part II Studies of institutional work	141
6. Building the iron cage: institutional creation work in the context of competing proto-institutions CHARLENE ZIETSMA AND BRENT MCKNIGHT	143
7. Scandinavian institutionalism – a case of institutional work EVA BOXENBAUM AND JESPER STRANDGAARD PEDERSEN	178

8. Institutional maintenance as narrative acts TAMMAR B. ZILBER	205
9. Maintaining an institution in a contested organizational field: the work of the AACSB and its constituents CHRISTINE QUINN TRANK AND MARVIN WASHINGTON	236
10. Institutional “dirty” work: preserving institutions through strategic decoupling PAUL M. HIRSCH AND Y. SEKOU BERMISS	262
11. Doing which work? A practice approach to institutional pluralism PAULA JARZABKOWSKI, JANE MATTHIESEN, AND ANDREW H. VAN DE VEN	284
<i>Index</i>	317

Figures

1.1 The recursive relationship between institutions and action	<i>page 7</i>
6.1 Model of institutional co-creation work in a competitive context	156
6.2 Proto-institutions' performance on the six objectives	158
8.1 Institutional maintenance as narrative acts	213
10.1 Decoupling field of action	277

Tables

2.1 Dimensions of agency and forms of institutional work	<i>page</i> 48
5.1 Alinsky's rules for radicals	130
6.1 Overview of proto-institutions	154
7.1 The canon of Scandinavian institutionalism	195
7.2 Inspirational figures for Scandinavian institutionalism	195
8.1 Narrating stories at three social levels	212
9.1 Major themes in AACSB promotional materials	247
11.1 Representative examples of market and regulatory logics of action	293
11.2 Approaches to institutional pluralism in different phases	304