

# Contents

Introduction	11
<b>Part One</b>	
<b>Models of Interorganizational Relations</b>	15
1 Almarin Phillips (1960) <i>A Theory of Interfirm Organization</i>	17
2 Oliver E. Williamson (1965) <i>A Dynamic Theory of Interfirm Behaviour</i>	27
3 Robert Axelrod (1970) <i>A Coalition Theory Based on Conflict of Interest</i>	44
4 Peter M. Blau (1964) <i>Social Exchange Among Collectivities</i>	55
5 Talcott Parsons (1960) <i>Three Levels in the Hierarchical Structure of Organization</i>	69
6 William M. Evan (1972) <i>An Organization-Set Model of Interorganizational Relations</i>	78
<b>Part Two</b>	
<b>Research on Interorganizational Relations: Types of Linkage Mechanisms</b>	91
7 Peter C. Dooley (1969) <i>The Interlocking Directorate</i>	93
8 Jeffrey Pfeffer (1972) <i>Size and Composition of Corporate Boards of Directors</i>	107
9 Gordon B. Baty, William M. Evan and Terry W. Rothermel (1971) <i>Personnel Flows as Interorganizational Relations</i>	122
10 Paul M. Hirsch (1972) <i>An Organization-Set Analysis of Cultural Industry Systems</i>	143

11	Michael Aiken and Jerald Hage (1968) <i>Organizational Interdependence and Intra-Organizational Structure</i>	161
12	John E. Schwarz (1970) <i>Maintaining Coalitions</i>	185
13	Henry Assael (1968) <i>The Political Role of Trade Associations</i>	202
14	Lucretia M. Dewey (1971) <i>Union Mergers</i>	219
	<b>Part Three</b>	
	<b>Research on Interorganizational Relations: Types of Networks</b>	237
15	Herman Turk (1970) <i>Interorganizational Networks in Urban Society</i>	239
16	Jerzy J. Wiatr (1970) <i>Political Parties and Interest Representation in Poland</i>	256
17	Robert Perrucci and Marc Pilisuk (1970) <i>The Interorganizational Bases of Community Power</i>	266
	<b>Part Four</b>	
	<b>Strategies for Research on Interorganizational Relations</b>	291
18	J. Clyde Mitchell (1969) <i>The Concept and Use of Social Networks</i>	293
19	Robert C. Anderson (1967) <i>A Sociometric Approach to the Analysis of Interorganizational Relationships</i>	307
20	David Stone (1969) <i>Input-Output Analysis and the Multi-Product Firm</i>	325
21	Kalman J. Cohen and Richard M. Cyert (1965) <i>Simulation of Organizational Behaviour</i>	337
22	William M. Evan (1971) <i>The Organizational Experiment</i>	356

<b>Part Five</b>	
<b>Designing and Managing Interorganizational Systems</b>	<b>367</b>
23 Louis W. Stern (1971)	369
<i>Managing Conflicts in Distribution Channels</i>	
24 Richard A. Posner (1971)	390
<i>A Programme for the Antitrust Division</i>	
25 Louis W. Stern and C. Samuel Craig (1971)	409
<i>Interorganizational Data Systems</i>	
Further Reading	423
Acknowledgements	429
Author Index	431
Subject Index	437