

Contents

Appendix of Sources	xi
Editors' Introduction: Organizational Discourse Studies – History, Challenges and Contributions	xvii
<i>David Grant, Linda L. Putnam and Cynthia Hardy</i>	

Volume I: Theoretical Developments

Antecedents

1. The Language of Power and the Power of Language	3
<i>Stewart R. Clegg</i>	
2. Modernism, Post Modernism and Organizational Analysis 2: The Contribution of Michel Foucault	13
<i>Gibson Burrell</i>	
3. Modernism, Postmodernism and Organizational Analysis: An Introduction	29
<i>Robert Cooper and Gibson Burrell</i>	
4. Disciplinary Power in the Modern Corporation	51
<i>Stanley Deetz</i>	

Scene Setting

5. Organizational Discourse	77
<i>Dennis K. Mumby and Robin P. Clair</i>	
6. Varieties of Discourse: On the Study of Organizations through Discourse Analysis	105
<i>Mats Alvesson and Dan Karreman</i>	
7. Discourse Analysis in Organizations: Issues and Concerns	127
<i>Linda L. Putnam and Gail T. Fairhurst</i>	

Theoretical Approaches

8. Corporate Strategy, Organizations, and Subjectivity: A Critique	207
<i>David Knights and Glenn Morgan</i>	
9. Textual Agency: How Texts Do Things in Organizational Settings	231
<i>François Cooren</i>	
10. Discourse and Institutions	251
<i>Nelson Phillips, Thomas B. Lawrence and Cynthia Hardy</i>	
11. Finding the Organization in the Communication: Discourse as Action and Sensemaking	277
<i>James R. Taylor and Daniel Robichaud</i>	

12. Coordination as Energy-in-Conversation <i>Ryan W. Quinn and Jane E. Dutton</i>	295
13. On the Multi-modality, Materiality and Contingency of Organizational Discourse <i>Rick Iedema</i>	327

Critiques/Debates

14. Discourse Analysis as Organizational Analysis <i>Robert Chia</i>	347
15. Organizational Discourse Analysis: Avoiding the Determinism–Voluntarism Trap <i>Charles Conrad</i>	353
16. Getting Real about Organizational Discourse <i>Mike Reed</i>	365

Volume II: Methods

Overviews of Studying Discourse

17. Discourse Analysis as a Way of Analysing Naturally Occurring Talk <i>Jonathan Potter</i>	3
18. Against Discursive Imperialism, Empiricism and Constructionism: Thirty-Two Problems with Discourse Analysis <i>Ian Parker and Erica Burman</i>	25
19. Doing Research in Organizational Discourse: The Importance of Researcher Context <i>Craig Prichard, Deborah Jones and Ralph Stablein</i>	41
20. To Text or Context? Endotextual, Exotextual, and Multi-textual Approaches to Narrative and Discursive Organizational Studies <i>David Barry, Brigid Carroll and Hans Hansen</i>	67

Narratives and Stories

21. Narratives of Individual and Organizational Identities <i>Barbara Czarniawska-Joerges</i>	89
22. Stories of the Storytelling Organization: A Postmodern Analysis of Disney as “Tamara-Land” <i>David M. Boje</i>	119

Critical Discourse Analysis and Deconstruction

23. Critical Discourse Analysis <i>Norman Fairclough and Ruth Wodak</i>	161
24. Principles of Critical Discourse Analysis <i>Teun A. van Dijk</i>	189

25. Power and Discourse in Organization Studies: Absence and the Dialectic of Control 225
Dennis K. Mumby and Cynthia Stohl

Irony, Rhetoric and Metaphors

26. Isn't It Ironic: Using Irony to Explore the Contradictions of Organizational Life 249
Angela Trethewey
27. The Discourse of the Middle Ground: Citizen Shell Commits to Sustainable Development 277
Sharon M. Livesey
28. Metaphor and Analogical Reasoning in Organization Theory: Beyond Orthodoxy 305
Cliff Oswick, Tom Keenoy and David Grant

Different Types of Texts: Video, Cartoons, Conversations, Websites

29. When Supervising Physicians See Patients: Strategies Used in Difficult Situations 321
Anita Pomerantz, B.J. Fehr and Jack Ende
30. No Joking Matter: Discursive Struggle in the Canadian Refugee System 347
Cynthia Hardy and Nelson Phillips
31. My Job Sucks: Examining Counterinstitutional Web Sites as Locations for Organizational Member Voice, Dissent, and Resistance 373
Loril M. Gossett and Julian Kilker

Reflexivity

32. Reflexive Inquiry in Organizational Research: Questions and Possibilities 399
Ann L. Cunliffe
33. Management Consultant Talk: A Cross-Cultural Comparison of Normalizing Discourse and Resistance 419
Susan Meriläinen, Janne Tienari, Robyn Thomas and Annette Davies

Volume III: Applications and Contexts

Identity and Gender

34. The 'Feminine Advantage': A Discursive Analysis of the Invisibility of Older Women Workers 3
Susan Ainsworth

- | | |
|--|----|
| 35. Health on the Line: Identity and Disciplinary Control in Employee Occupational Health and Safety Discourse
<i>Heather M. Zoller</i> | 25 |
| 36. The Leader-Member Exchange Patterns of Women Leaders in Industry: A Discourse Analysis
<i>Gail T. Fairhurst</i> | 51 |
| 37. The Bureaucratization, Commodification, and Privatization of Sexual Harassment through Institutional Discourse: A Study of the Big Ten Universities
<i>Robin P. Clair</i> | 87 |

Emotion and Humour

- | | |
|---|-----|
| 38. Becoming a Character for Commerce: Emotion Labor, Self-Subordination, and Discursive Construction of Identity in a Total Institution
<i>Sarah J. Tracy</i> | 117 |
| 39. 'Engineering Humour': Masculinity, Joking and Conflict in Shop-Floor Relations
<i>David L. Collinson</i> | 147 |

Participation and Resistance

- | | |
|--|-----|
| 40. Change, Change or Be Exchanged: The Discourse of Participation and the Manufacture of Identity
<i>Gill Musson and Joanne Duberley</i> | 169 |
| 41. Dialectical Tensions and Rhetorical Tropes in Negotiations
<i>Linda L. Putnam</i> | 195 |
| 42. The Ambivalent Dynamics of Secretarial 'Bitching': Control, Resistance, and the Construction of Identity
<i>Patty Sotirin and Heidi Gottfried</i> | 215 |
| 43. Theorizing the Micro-politics of Resistance: New Public Management and Managerial Identities in the UK Public Services
<i>Robyn Thomas and Annette Davies</i> | 239 |

Institutional Change

- | | |
|--|-----|
| 44. Discourse and Deinstitutionalization: The Decline of DDT
<i>Steve Maguire and Cynthia Hardy</i> | 265 |
|--|-----|

Organizational Change

- | | |
|---|-----|
| 45. Change in Organizational Culture: The Use of Linguistic Methods in a Corporate Acquisition
<i>David T. Bastien</i> | 315 |
| 46. Organizational Change as Discourse: Communicative Actions and Deep Structures in the Context of Information Technology Implementation
<i>Loizos Heracleous and Michael Barrett</i> | 345 |

47. Ideological Positioning in Organizational Change: The Dialectic of Control in a Merging Organization <i>Lisa A. Howard and Patricia Geist</i>	383
48. Discourse as a Strategic Resource <i>Cynthia Hardy, Ian Palmer and Nelson Phillips</i>	409