How corporate culture affects a company's long-term success Today, more and more managers are learning that an organization's culture matters, and are, therefore, putting greater emphasis improving their company culture. The Economist's Organization Culture: Getting It Right can help. In Organization Culture, Naomi Stanford provides a road map for managers who want to: understand the power corporate culture has on a company's success; understand, define, position, and measure their organization's culture; avoid the common and costly mistakes of "culture change" programmes; and, keep their culture dynamic, responsive and resourceful. The book Provides case studies on the business culture of companies like Google, IKEA, eBay, Wal-Mart, Microsoft, and Lehman Brothers Describes cultural patterns within organizations, and offers useful exercises on shaping a positive corporate culture Other titles by Stanford: Guide to Organization Design: Creating High-Performing and Adaptable Enterprises Organization Culture addresses all facets of company culture, offering managers commonsense, practical, realistic and pragmatic approaches that will help them improve all aspects of how they do business, regardless of the type of business they're in.

Regarded as one of the most important sociological and business commentaries of modern times, The Organization Man developed the first thorough description of the impact of mass organization on American society. During the height of the Eisenhower administration, corporations appeared to provide a blissful answer to postwar life with the marketing of new technologies—television, affordable cars, space travel, fast food—and lifestyles, such as carefully planned suburban communities centered around the nuclear family. William H. Whyte found this phenomenon alarming. As an editor for Fortune magazine, Whyte was well placed to observe corporate America; it became clear to him that the American belief in the perfectibility of society was shifting from one of individual initiative to one that could be achieved at the expense of the individual. With its clear analysis of contemporary working and living arrangements, The Organization Man rapidly achieved bestseller status. Since the time of the book's original publication, the American workplace has undergone massive changes. In the 1990s, the rule of large corporations seemed less relevant as small entrepreneurs made fortunes from new technologies, in the process bucking old corporate trends. In fact this "new economy" appeared to have doomed Whyte's original analysis as an artifact from a bygone day. But the recent collapse of so many startup businesses, gigantic mergers of international conglomerates, and the reality of economic globalization make The Organization Man all the more essential as background for understanding today's global market. This edition contains a new foreword by noted journalist and author Joseph Nocera. In an afterword Jenny Bell Whyte describes how The Organization Man was written. Written by two of the leading experts in the field, Organization Development is a guide to the basic principles of effective organization development. A compendium of theories, practices, diagnostics techniques and figures, it provides practical advice for identifying an organization's needs and determining the most appropriate course of action to maximize organizational capability. It provides an overview of the history and theory of OD and addresses the various phases, the role of the practitioner, aspects of power and politics, and the human resources context. The book also discusses organizational design, culture change, managing transformational change, and developing effective leadership. Bridging the gap between theory and practice, this fully updated new edition of Organization Development now includes coverage of complexity and chaos theory, new case studies describing OD practices and attitudes in countries outside of the US and UK, and
new chapters on change and culture and on employee engagement and wellbeing. The authors also have added emphasis on the collaborations between OD and HR functions. It provides a wealth of helpful advice for OD practitioners, HR professionals and those with an interest in helping develop their organization. An innovator in contemporary thought on economic and political development looks here at decline rather than growth. Albert O. Hirschman makes a basic distinction between alternative ways of reacting to deterioration in business firms and, in general, to dissatisfaction with organizations: one, "exit," is for the member to quit the organization or for the customer to switch to the competing product, and the other, "voice," is for members or customers to agitate and exert influence for change “from within.” The efficiency of the competitive mechanism, with its total reliance on exit, is questioned for certain important situations. As exit often undercuts voice while being unable to counteract decline, loyalty is seen in the function of retarding exit and of permitting voice to play its proper role. The interplay of the three concepts turns out to illuminate a wide range of economic, social, and political phenomena. As the author states in the preface, “having found my own unifying way of looking at issues as diverse as competition and the two-party system, divorce and the American character, black power and the failure of ‘unhappy’ top officials to resign over Vietnam, I decided to let myself go a little.”

This expanded twelfth edition of the bestselling guide to style is based on the Economist's own updated house style manual, and is an invaluable companion for everyone who wants to communicate with the clarity, style and precision for which the Economist is renowned. As the introduction says, 'clarity of writing usually follows clarity of thought.' The Economist Style Guide gives general advice on writing, points out common errors and clichés, offers guidance on consistent use of punctuation, abbreviations and capital letters, and contains an exhaustive range of reference material - covering everything from accountancy ratios and stock market indices to laws of nature and science. Some of the numerous useful rules and common mistakes pointed out in the guide include: *Which informs, that defines. This is the house that Jack built. But: This house, which Jack built, is now falling down. Discreet means circumspect or prudent; discrete means separate or distinct. Remember that "Questions are never indiscreet. Answers sometimes are" (Oscar Wilde). Flaunt means display, flout means disdain. If you flout this distinction you will flaunt your ignorance Forgo means do without; forego means go before. Fortuitous means accidental, not fortunate or well-timed. Times: Take care. Three times more than X is four times as much as X. Full stops: Use plenty. They keep sentences short. This helps the reader. Full of practical help on how to build the best, most flexible, and easy-to-use business models that can be used to analyze the upsides and downsides of any business project, this new edition of the Guide to Business Modeling is essential reading for the twenty-first century business leader. This radically revised guide to the increasingly important fine art of building business models using spreadsheets, the book describes models for evaluating everything from a modest business development to a major acquisition. • Fully Excel 2010 aligned with enhanced Excel and business content • More model evaluation techniques to help with business decision-making • Helpful key point summaries • New website from which model examples given in the book can be downloaded For anyone who wants to get ahead in business and especially for those with bottom-line responsibilities, this new edition of Guide to Business Modeling is the essential guide to how to build spreadsheet models for assessing business risks and opportunities. A well-designed organization is an effective organization. Decisions about organization design determine the shape and form of the organization – not only the reporting structure and authority relations, but also the number and size of sub-units and the interfaces between the sub-units. Indirectly, such decisions affect individual productivity as well as the organization’s ability to attain strategic goals. Organization
Design equips the reader with advanced tools and frameworks, based on both research and practical experience, for understanding and re-designing organizations. Particular emphasis is placed on how one can improve effectiveness by simplifying complex roles, processes, and structures. Readers will find thorough conceptual explanations combined with examples from different industries. This updated second edition includes a new chapter about traditional organizational forms, and is complemented by a companion website. This textbook will be essential reading for students, scholars, and practitioners.


Intellectual Property (IP) is often a company’s single most valuable asset. And yet IP is hard to value, widely misunderstood and frequently under-exploited. IP accounts for an estimated $5trn of GDP in the US alone. It covers patents, trademarks, domain names, copyrights, designs and trade secrets. Unsurprisingly, companies zealously guard their own ideas and challenge the IP of others. Damages arising from infringements have fostered a sizeable claims industry. But IP law is complex, and the business, financial and legal issues around it are difficult to navigate. Court decisions and interpretation of IP laws can be unpredictable, and can dramatically change the fortunes of businesses that rely on their IP – as demonstrated in the pharmaceutical industry’s battle with generic drugs. This comprehensive guide to intellectual property will help companies, investors, and creative thinkers understand the scope and nature of IP issues, pose the right questions to their advisers and maximize the value from this crucial intangible asset.

A practical and accessible overview of the fundamentals of business finance--now in its third edition. Managers are constantly expected to make decisions that reflect a full understanding of the financial consequences. In the absence of formal training, few people are prepared for the responsibilities of dealing with management reports, budgets, and capital proposals, and find themselves embarrassed by their lack of understanding. This book is a practical guide to understanding and managing financial responsibilities. Each chapter examines actual tasks managers have to do, from "how to assemble a budget," "how to read variances on a report," to "how to construct a proposal to invest in new equipment," exploring the principles that can be applied to each task, illustrating practical ways these principles are used, and providing guidance for implementation. Guide to Financial Management will help readers understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making, and investment appraisal. This third edition has been fully revised and expanded with detailed examples from 100 leading businesses around the world.

The Economist's Best Business Book of the Year, The Modern Firm is written by one of the world's leading economists and experts on business strategy and organization, and provides new insights into the changes going on in business today.

Smart, savvy answers to universal questions, from the highly popular The Economist Explains and Daily Chart blogs-a
treat for the knowing, the uninitiated, and the downright curious. Seriously Curious: The Facts and Figures that Turn Our World Upside Down brings together the very best explainers and charts, written and created by top journalists to help us understand such brain-bending conundrums as why Swedes overpay their taxes, why America still allows child marriage, and what the link is between avocados and crime. Subjects both topical and timeless, profound and peculiar, are explained with The Economist's trademark wit and verve. The Economist Explains and its online sister, the Daily Chart, are the two most popular blogs on The Economist's website. Together, these online giants provide answers to the kinds of questions, quirky and serious, that may be puzzling anyone interested in the world around them. Want to know why exorcisms are on the rise in France or how porn consumption changed during a false alarm missile strike warning in Hawaii? We have the answers They are sometimes surprising, often intriguing, and always enlightening.
The Economist: Marketing for Growth is a guide to how marketing can and should become a business's most important driver of growth. Marketers play a crucial role in generating revenue, and they can play an equally important role in how revenues translate into profit. They can help a company achieve growth by being smarter or more efficient than its competitors, and do so in a sustainable way. Marketers have their ear to the ground and therefore are often the first to pick up on changing customer needs and behavior, and the forces at play in markets. This informs the development and improvement of products, processes and standard of service. The book explores how to identify the most valuable customers, the most effective ways to drive revenue growth, and the best ways to improve profitability. It combines insight and practical guidance, and is supported by a wealth of hard data and anecdotal evidence from a wide range of business in Britain, America, Europe and Asia, including Amazon, China Mobile, Dove, Goldman Sachs, Haier, ING Direct, Lenovo, Mini, Procter & Gamble, Red Bull, Target, Twitter, Virgin and Zara.
In this newly revised book, Harold L. Vogel examines the business economics of the major entertainment enterprises: movies, music, television programming, broadcasting, cable, casino gambling and wagering, publishing, performing arts, sports, theme parks, and toys and games. The seventh edition has been further revised and broadened and differs from its predecessors by restructuring and repositioning the previous Internet chapter, including new material on the economics of networks and advertising, adding a new section on policy implications, and further expanding the section on recent theoretical work pertaining to box-office behaviour. The result is a comprehensive up-to-date reference guide on the economics, financing, production, and marketing of entertainment in the United States and overseas. Investors, business executives, accountants, lawyers, arts administrators, and general readers will find that the book offers an invaluable guide to how entertainment industries operate.
A comprehensive guide for seasoned business leaders who struggle with where and how to exploit the economics of
data and analytics to gain true value from data, accelerate company operations through AI, and guide their digital transformation.

In today's volatile business environment, it is more important than ever that managers, whether of a global multinational or a small team, should understand the fundamentals of organizational design. Written specifically for executives and executive MBA students, the edition of this successful book provides a step-by-step 'how to' guide for designing an organization. It features comprehensive coverage of the key aspects of organizational design, including goals, strategy, process, people, coordination, control and incentives. These aspects are explained through the use of a unique series of 2 x 2 graphs that provide an integrated, spatial way to assess and plan organizational design. The new edition features a number of important improvements, including a new framework for understanding leadership and organizational climate, the introduction of the concept of manoeuvrability and a completely new chapter examining joint ventures, mergers, partnerships and strategic alliances.

A complete guide to understanding and using numerical techniques for business success, this book helps readers grasp key numerical methods, as well as apply them simply and effectively. Packed with sample calculations, clear explanations, and numerous charts and graphs, this invaluable resource covers key concepts, finance and investments, forecasting techniques, practical applications, and more.

To get any new business idea off the ground or develop and better manage an existing business, you must have a plan—and if you need to raise finance to fund the business or get the approval of senior management, it must be a convincing plan. This comprehensive guide covers every aspect of preparing and using a business plan. It explains: tools for analysing the market, customers, competitors and the business environment techniques for examining and choosing between different strategic options how to use the business planning model that accompanies this book to prepare financial forecasts how to analyse and mitigate risk how to identify the business's financing needs and select the appropriate type of finance how to use the book's business plan document template to write your own plan In addition to containing everything you need to know to prepare and write a convincing and sound business plan and then put it into practice, this revised and updated Guide to Business Planning will be invaluable to anyone involved in any form of strategic analysis or business planning.

Most projects fail to reach their desired results when an organization views a project as the responsibility of only one individual: the project manager. Experience demonstrates that significant ventures require a great number of people—including those who commission the project, those who finance it, those who carry it out, and even those who use the end product—to be successful. This guide offers an in-depth approach to getting project management right. Guide to
Project Management shows why projects of any scale require that an entire organization contribute to achieving results. It focuses on the steps essential for successful management: initiation, planning, delegation, and closing. Author Roberts has successfully managed projects at major companies such as Pfizer and British Airways. In this book, he details how all stakeholders can manage a project properly and successfully.

The effectiveness of a good strategy well implemented determines a business’ future success or failure. Yet history is full of strategic decisions, big and small, that were ill-conceived, poorly organized and consequently disastrous. This updated guide looks at the whole process of strategic decision-making, from vision, forecasting, and resource allocation, through to implementation and innovation. Strategy is about understanding where you are now, where you are heading and how you will get there. There is no room for timidity or confusion. Although the CEO and the board decide a company's overall direction, it is the managers at all levels of the organization who will determine how the vision can be transformed into action. In short, everyone is involved in strategy. But getting it right involves difficult choices: which customers to target, what products to offer, and the best way to keep costs low and service high. And constantly changing business conditions inevitably bring risks. Even after business strategy has been developed, a company must remain nimble and alert to change, and view strategy as an ongoing and evolving process. The message of this guide is simple: strategy matters, and getting it right is fundamental to business success.

Companies rarely track their performance against long-term plans, and results often fail to meet projections. When companies do track performance, it seldom matches the prior year’s projection, and a great deal of value is lost in translation. This new title in The Economist series shows how businesses can overcome such failings and implement strategy effectively, using facts and anecdotal evidence from the real experiences of firms.

The revised and updated 7th edition of this highly regarded book brings the reader right up to speed with the latest financial market developments, and provides a clear and incisive guide to a complex world that even those who work in it often find hard to understand. In chapters on the markets that deal with money, foreign exchange, equities, bonds, commodities, financial futures, options and other derivatives, the book examines why these markets exist, how they work, and who trades in them, and gives a run-down of the factors that affect prices and rates. Business history is littered with disasters that occurred because people involved their firms with financial instruments they didn't properly understand. If they had had this book they might have avoided their mistakes. For anyone wishing to understand financial markets, there is no better guide.

Good management is a precious commodity in the corporate world. Guide to Management Ideas and Gurus is a straightforward manual on the most innovative management ideas and the management gurus who developed them. The earlier
edition, Guide to Management Ideas, presented the most significant ideas that continue to underpin business management. This new book builds on those ideas and adds detailed biographies of the people who came up with them—the most influential business thinkers of the past and present. Topics covered include: Active Inertia, Disruptive Technology, Genchi Genbutsu (Japanese for "Go and See for Yourself"), The Halo Effect, The Long Tail, Skunkworks, Tipping Point, Triple Bottom Line, and more. The management gurus covered include: Dale Carnegie, Jim Collins, Stephen Covey, Peter Drucker, Philip Kotler, Michael Porter, Tom Peters, and many others.

Business failure is not limited to start-ups. Industry Watch (published by BDO Stoy Hayward, an accounting firm) ‘predicts that 17,043 businesses will fail (in the UK) in 2006, a further 4 per cent increase from 2005’. In America between 1990 and 2000, there were over 6.3 million business start-ups and over 5.7 million business shut-downs. Risk of failure can be greatly reduced through effective organizational design that encourages high performance and adaptability to changing circumstances. Organization design is a straightforward business process but curiously managers rarely talk about it and even more rarely take steps to consciously design or redesign their business for success. This new Economist guide explores the five principles of effective organization design, which are that it must be: driven by the business strategy and the operating context (not by a new IT system, a new leader wanting to make an impact, or some other non-business reason), involve holistic thinking about the organization be for the future rather than for now not to be undertaken lightly—it is resource intensive even when going well be seen as a fundamental process not a repair job. (Racing cars are designed and built. They are then kept in good repair.)

Survey after survey confirms how the success of businesses has become increasingly dependent on the ability and skills of their staff. And because talented workers are in short supply, the hunt for people of unusual ability will continue in earnest. Hiring such people is the relatively easy part; what really matters is to keep them engaged so that they don't move on, and to get the best out of them while they work for you. Drawing on original research, including interviews with senior executives in human resources, recruiters and headhunters, and people considered “talented” within their organizations, this book outlines the way in which companies such as Ford, Goldman Sachs, Cisco, Diageo, Tesco, General Electric and HSBC are facing the challenge of recruiting and developing the talent they need. This book will also boost readers’ own career prospects with practical ideas on how to change their organization's perception of their potential.

Economics is all around us, essential to every aspect of our lives. But just how much does the average person understand about what Economics is for, how it underpins crucial decisions taken every day and how it has, and continues to, evolve? Step forward The Economist's official guide to Economics, written with the clarity and wit for which the newspaper is renowned and featuring bite-sized overviews of the most important economic ideas, concepts and terms. If you need to understand why a country's balance of payments is such a big deal, whether deflation is always a bad thing, or exactly why John Maynard Keynes or Milton Friedman were so influential, then dipping into this A-Z Guide will provide the answers. Primer, glossary, dictionary and guide, Economics offers everything you always wanted to know about Economics, but perhaps were afraid to ask.
Data is changing the nature of competition. Making sense of it is tough; taking advantage of it is even tougher. There is a clear business opportunity for organizations to use data and analytics to transform business performance. Data-driven Organization Design provides a practical framework for HR and organization design practitioners to build a baseline of data, set objectives, carry out fixed and dynamic process design, map competencies, and right-size the organization so everyone performs to their potential and organizations have a hope of getting and sustaining a competitive edge. Data-driven Organization Design shows how to collect the right data on organizations, present it meaningfully and ask the right questions of it to help complex, fluid organizations constantly evolve and meet moving objectives. Through the use of case studies, practical tips, and sample exercises, it explains in detail how to use data and analytics to connect all the elements of the system so you can design an environment for people to perform, an organization which has the right people, in the right place, doing the right things, at the right time. Whether you are looking to implement a long-term transformation, large redesign, or a one-off small scale project, Data-driven Organization Design will guide you through making the most of organizational data and analytics to drive business performance.

Without economic history, economics runs the risk of being too abstract or parochial, of failing to notice precedents, trends and cycles, of overlooking the long-run and thus misunderstanding ‘how we got here’. Recent financial and economic crises illustrate spectacularly how the economics profession has not learnt from its past. This important and unique book addresses this problem by demonstrating the power of historical thinking in economic research. Concise chapters guide economics lecturers and their students through the field of economic history, demonstrating the use of historical thinking in economic research, and advising them on how they can actively engage with economic history in their teaching and learning. Blum and Colvin bring together important voices in the field to show readers how they can use their existing economics training to explore different facets of economic history. Each chapter introduces a question or topic, historical context or research method and explores how they can be used in economics scholarship and pedagogy. In a century characterised to date by economic uncertainty, bubbles and crashes, An Economist’s Guide to Economic History is essential reading. For further information visit http://www.blumandcolvin.org

The Economist Numbers Guide is invaluable for everyone who has to work with numbers, which in today's commercially focused world means most managers. In addition to general advice on basic numeracy, the guide points out common errors and explains the recognized techniques for solving financial problems, analyzing information of any kind, forecasting and effective decision making. Over 100 charts, graphs, tables and feature boxes highlight key points, and great emphasis is put on the all-important aspect of how you present and communicate numerical information effectively and honestly. At the back of the book is an extensive A-Z dictionary of terms covering everything from amortization to zero-sum game. Whatever your business, whatever your management role, for anyone who needs a good head for figures The Economist Numbers Guide will help you achieve your goals.

Guide to Organisation Design Creating high-performing and adaptable enterprises

The rapid rise in importance of the role of the chief financial officer—from back-office accountant to front-line executive—is unrivaled by that of any other corporate position. With access to every facet of the business, CFOs now wield a level of influence matched only by chief executives. This book explains how CFOs earned their privileged status, and what the future may hold for them. It describes their ever-expanding role, and how they are reshaping their departments to help them deal with that transformation. Insights from current and former CFOs provide a first-hand perspective on finance leaders' aspirations and doubts. It is a useful reference for finance chiefs seeking to learn
from peers and benchmark their own performance; for those looking to build a career in the C-Suite; for managers seeking to improve their relationship with the finance department; for service providers—banks, accountancies and consulting firms—and anyone else who wants to get on the good side of the keeper of the corporate checkbook.

Organization Design looks at how you need to change the ways your organization does things in order to increase productivity, performance, and profit. Providing the knowledge and method to handle the kind of recurring organisational change that all businesses face, those which do not involve transforming the entire enterprise but which necessitate significant change at the business unit, divisional, functional, facility or local levels. The problem lies in knowing what needs to change and how to change it. Taking the organisation as a designed system, it describes four major elements of organizations: the work - the basic tasks to be done by the organisation and its parts, the people - characteristics of individuals in the organization, formal organization - structures eg the organisation hierarchy, processes, and methods that are formally created to get individuals to perform tasks, informal organization - emerging arrangements including variations to the norm, processes, and relationships, commonly described as the culture or 'the way we do things round here'. The way these four elements relate, combine and interact affects productivity, performance and profit. Most books on this subject target a wide management audience rather than HR, this is specifically written for HR practitioners and line managers working together to achieve the goal. It clarifies why and how organisations need to be in a state of readiness to design or redesign and emphasises that people as well as business processes must be part of design considerations.

An organisation's culture either gives it a competitive advantage or a competitive disadvantage. It is a crucial factor in determining how successful a business is and how much people want to work for an organisation. That is why managers are putting more and more emphasis on getting their organisation's culture right. This book provides a route map for managers who want to:

- Get a grip on why culture matters and the effect it has on success.
- Understand, define and measure their organisation's culture.
- Position their organisation's culture: aligning it with the business strategy.
- Avoid the common mistakes of "culture change" programmes.
- Keep their culture dynamic, responsive and resourceful.

Full of real life example from companies as diverse as Ikea, GE, Microsoft, Google, eBay, McDonalds, Procter & Gamble, Unilever, Wal-Mart and Tesco, the book also includes a series of wide-ranging practical exercises that will help managers analyse and make their organisation's culture a powerful driver of success.

The winners of the Nobel Prize in Economics upend the most common assumptions about how economics works in this gripping and disruptive portrait of how poor people actually live. Why do the poor borrow to save? Why do they miss out on free life-saving immunizations, but pay for unnecessary drugs? In Poor Economics, Abhijit V. Banerjee and Esther Duflo, two award-winning MIT professors, answer these questions based on years of field research from around the world. Called "marvelous, rewarding" by the Wall Street Journal, the book offers a radical rethinking of the economics of poverty and an intimate view of life on 99 cents a day. Poor Economics shows that creating a world without poverty begins with understanding the daily decisions facing the poor.

As the purse strings tighten company costs need to be cut without this affecting performance or sales. A common solution to this problem is to restructure the organization of the company i.e. adjust the lines and boxes on the organization chart with the aim of setting it up for high performance. This inevitably fails because an organization is a system; change one aspect and other facets...
will also change. Organization Design: Engaging with change looks at how to (re) design the organizational system in order to increase productivity, performance and value; providing the knowledge and methodology to design an agile organization capable of handling the kind of continuous organizational change that all businesses face. The book clarifies why and how organizations need to be in a state of readiness to design or redesign and emphasizes that people as well as business processes must be part of design considerations. Responding to developments across the world since the first edition, this book covers, among other topics: Technology changes that have impacted upon organizations Increased demands for ‘sustainability’ and corporate social responsibility The pressure on organizations to be smarter, more efficient and more effective Whilst the material on this subject targets a wide management audience, this book is specifically written for consultants, OD/HR practitioners and line managers working together to achieve the goal of organizational redesign for changing circumstances. Aided by a range of pedagogical features, this book is a must-read for students or practitioners involved in the field of organizational design, development and change.

Business failure is not limited to start ups. In America alone between 1990 and 2000, there were over 6.3 million business start-ups and over 5.7 million business shut-downs. Risk of failure can be greatly reduced through effective organisational design that encourages high performance and adaptability to changing circumstances. Organisation design is a straightforward business process but curiously managers rarely talk about it and even more rarely take steps to consciously design or redesign their business for success. This new Economist guide explores the five principles of effective organisation design, which are that it must be: driven by the business strategy and the operating context (not by a new IT system, a new leader wanting to make an impact, or some other non-business reason). involve holistic thinking about the organisation be for the future rather than for now not to be undertaken lightly—it is resource intensive even when going well be seen as a fundamental process not a repair job. (Racing cars are designed and built. They are then kept in good repair.)

In even the most market-oriented economies, most economic transactions occur not in markets but inside managed organizations, particularly business firms. Organizational economics seeks to understand the nature and workings of such organizations and their impact on economic performance. This landmark book assembles the leading figures in organizational economics to present the first comprehensive view of both the current state of research in this fast-emerging field and where it might be headed. The Handbook of Organizational Economics surveys the major theories, evidence, and methods used in the field. It displays the breadth of topics in organizational economics, including the roles of individuals and groups in organizations, organizational structures and processes, the boundaries of the firm, contracts between and within firms, and more. The defining book on the subject, The Handbook of Organizational Economics is essential reading for researchers and students looking to understand this emerging field in economics. Presents the first comprehensive treatment of organizational economics Features contributions by leaders in the field Unifies and extends existing literatures Describes theoretical and empirical methods used today