

Publications

Johanna Mair

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Book

Seelos, C. and Mair, J. 2017. Innovation and Scaling for Impact – How effective Social Enterprises do it. Stanford University Press.

Terry Mc Adam Book Award 2017 for most inspirational and useful new book contributing to nonprofit management

Journal Articles

Mair, J. and Reischauer, G., 2017. Capturing the dynamics of the sharing economy: Institutional research on the plural forms and practices of sharing economy organizations. ***Technological Forecast and Social Change***, 125: 11-20.

Moschieri, C. and Mair, J. 2017. Corporate Entrepreneurship: Partial Divestitures as Real Option. ***European Management Review***, 14(1): 67-82.

Mair, J., Wolf, M., and Seelos, C. 2016. Scaffolding: A Process of Transforming Patterns of Inequality in Small-scale Societies. ***Academy of Management Journal***, 59(6): 2021-2044.

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Markman, G. D., Russo, M., Lumpkin, G. T., Jennings, D., and Mair, J. 2016. Entrepreneurship as a Platform for Pursuing Multiple Goals: A Special Issue on Sustainability, Ethics, and Entrepreneurship ***Journal of Management Studies***, 53(5): 673-694.

Stephan, U., Patterson, M., Kelly, C., and Mair, J. 2016. Organizations driving positive social change: a review and an integrative framework of change processes. ***Journal of Management***, 42(5): 1250–1281.

Venkataraman, H., Vermeulen, P., Raaijmakers, A. and Mair, J. 2016. Market Meets Family: The Interplay between Institutional Logics in Rural India. ***Organizations Studies***, 37(5): 709-733

Mair, J., Mayer, J., and Lutz, E. 2015. Navigating Institutional Plurality: Organizational Governance in Hybrid Organizations. ***Organization Studies***, 36(6): 713-739.

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Ebrahim, A., Battilana, J., and Mair, J. 2014. The Governance of Social Enterprises: Mission drift and accountability challenges in hybrid organizations. ***Research in Organizational Behavior***, 34: 81–100.

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Best Paper Award 2016 by the Organizational Theory section of the German Business Research Association

Uzo, U. and Mair, J. 2014. Source and Patterns of Organizational Defiance of Formal Institutions: Insights from Nollywood, the Nigerian Movie Industry. ***Strategic Entrepreneurship Journal***. 8:56-74.

Tobias, J. M., Mair, J., and Barbosa-Leiker, C. 2013. Toward a theory of transformative entrepreneuring: Poverty reduction and conflict resolution in Rwanda's entrepreneurial coffee sector. ***Journal of Business Venturing***, 28(6): 728–742.

Moschieri, C. and Mair, J. 2012. Managing divestitures through time – expanding current knowledge. ***Academy of Management Perspectives***, 26 (4): 35-50.

Mair, J., Battilana, J., and Cárdenas J. 2012. Organizing for Society: A Typology of Social Entrepreneuring Models. ***Journal of Business Ethics***, 111(3): 353-373.

Mair J., Martí I., and Ventresca M. 2012. Building Inclusive Markets in Rural Bangladesh: How Intermediaries Work Institutional Voids. ***Academy of Management Journal***, 55(4): 819-850.

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Seelos, C., Mair, J., Battilana, J. and Dacin, T. 2011. The embeddedness of social entrepreneurship: Understanding variation across geographic communities. In C. Marquis, M. Lounsbury, & R. Greenwood (Eds.), ***Research in the Sociology of Organizations***. Communities and Organizations. 33: 333 – 363.

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Translated into Arabic

Manuscripts and Work in Progress

Reischauer, G. and Mair, J. 2017. Sharing within Boundaries: How Organizations in the Sharing Economy Organize Their Hybrid Community. **Academy of Management Discoveries**. Conditional Accepted

Mair, J. and Rathert, N., 2017. Beyond the Corporation: Institutional Context and Alternative Organizational Forms. **Socio-Economic review**. Revise and resubmit.

Schneiberg, M. and Mair, J. 2017. No toilet, no bride: Inter-institutional leverage, mobilization and opportunity structure in a sanitary development program. Working Paper.

Edited Books

Hockerts, K., Mair, J. and Robinson, J. 2010. **Values and Opportunities in Social Entrepreneurship**. Palgrave Macmillan: Basingstoke, UK and New York.

Robinson J., Mair, J. and Hockerts, K. 2009. **International Perspectives on Social Entrepreneurship Research**. Palgrave Macmillan: Basingstoke, UK and New York.

Mair, J., Robinson J. and Hockerts, K. 2006. **Social Entrepreneurship**. Palgrave Macmillan: Basingstoke, UK and New York.

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Book Chapters / Chapters in Edited Volumes

Amis, J., Munir, K. and Mair, J. 2017. Institutions and Economic Inequality. In R. Greenwood (Ed.), **The SAGE Handbook of Organizational Institutionalism**. SAGE: Forthcoming.

Mair, J. 2017. Middle Managers and Corporate Entrepreneurship: Unpacking Strategic Roles and Assessing Performance Implications. In S. W. Floyd and B. Woolridge (Eds.) **Handbook of Strategy Process Research from a Middle Management Perspective**. Edward Elgar: 448-472.

Seelos, C. and Mair, J. 2014. Organizational closure competencies and scaling: A realist approach to theorizing social enterprise. In J. C. Short (Ed.), **Research Methods in Social Entrepreneurship**. Emerald: 147-188.

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Mair, J. and Sharma, S. 2012. Performance Measurement and Social Entrepreneurship. In C.K. Volkmann, Tokarski, K.O. and Ernst, K. (Eds.) **Social Entrepreneurship and Social Business: An Introduction and Discussion with Case Studies**. Wiesbaden: Springer Gabler: 175-189.

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Seelos C. and Mair, J. When business becomes a tool for fighting poverty. *Business Digest*, UK Edition. February 2009.

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Commentaries in Newspapers and Magazines

Commentaries, opinion pieces and special features on my research and educational efforts appeared in a range of international magazines and newspapers including *Stanford Social Innovation Review*, *Business Week*, *The Financial Times*, *The Herald Tribune*, *The Economist*, *Die Zeit*, *Euro*, *Süddeutsche*

Zeitung, Die Presse, Der Standard, Wirtschaftswoche, Handelsblatt, Wirtschaftsblatt, Die Furche, and Wirtschaftskurier.

Teaching Cases and Technical Notes

Case Studies

Mair, J. and Hehenberger L. 2010. Escuela Nueva Foundation (ENF): Scaling a model of education.

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Technical Notes

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