

## Arndt Sorge

### PUBLICATIONS

#### Books

##### *Single author*

- (1) *The Global and the Local. Understanding the Dialectics of Internationalization*. Oxford University Press, 2005. (Paperback version 2006)
- (2) *Mitbestimmung, Arbeitsorganisation und Technikanwendung*. Expertise für das Projekt 'Mitbestimmung und neue Unternehmenskulturen' der Bertelsmann Stiftung und der Hans-Böckler-Stiftung. Gütersloh: Verlag Bertelsmann Stiftung, 1997. Reprinted in: W. Streeck and N. Kluge (eds.), *Mitbestimmung in Deutschland. Tradition und Effizienz*, Frankfurt/Main: Campus, 1999: pp.17 – 134
- (3) *Informationstechnik und Arbeit im sozialen Prozeß. Arbeitsorganisation, Qualifikation und Produktivkraftentwicklung*. Frankfurt/Main: Campus, 1985
- (4) *Technological Change, Employment, Qualifications and Training*. Luxemburg: Office for Official Publications of the European Communities, 1984 (also published in other languages of the EC)
- (5) Doctoral dissertation: *Einheitlichkeit und Verschiedenartigkeit industrieller Demokratie im zwischengesellschaftlichen Vergleich*. Münster, 1975

##### *Joint author*

- (1) *Maatwerk in overleg. Kiezen voor passende overlegvormen: Ervaringen in grote Nederlandse bedrijven*. Assen: Van Gorcum, 2005 (with Rienk Goodijk)
- (2) *Microelectronic Product Applications in Great Britain and West Germany: Strategies, Competence and Training*. Aldershot: Gower Press, 1989 (with A. Campbell and M. Warner)
- (3) *Mikroelektronik, Qualifikation und Produktinnovation. Ergebnisse von Fallstudien*. Berlin: edition sigma, 1988 (with W. Beuschel and S. Gensior)
- (4) *Comparative Factory Organisation. An Anglo-German Comparison of Manufacturing, Management and Manpower*. Aldershot: Gower Press, 1986 (with M. Warner)
- (5) *Microelectronics and Manpower in Manufacturing: Application of Computer Numerical Control in Great Britain and West Germany*. Aldershot: Gower Press, 1983 (with G. Hartmann, M. Warner and I. Nicholas)
- (6) *Mikroelektronik und Arbeit in der Industrie: Erfahrungen beim Einsatz von CNC-*

- Maschinen in Großbritannien und der Bundesrepublik*. Frankfurt/New York: Campus, 1982 (with M. Warner, G. Hartmann and I. Nicholas)
- (7) *Informationstechnologie und Beschäftigung*. Düsseldorf: Econ, 1981 (with A. Dirrheimer, G. Hartmann, VDI-Technologiezentrum and 'Arbeitsgruppe Wirtschaftspolitik', University of Regensburg)
- (8) *Mitbestimmung am Arbeitsplatz*. Göttingen: Otto Schwartz, 1977 (with E. Bock-Rosenthal and H. Hachmeister)
- (9) *Industrielle Demokratie in Europa. Mitbestimmung und Kontrolle in der Europäischen Aktiengesellschaft*. Frankfurt/Main: Campus, 1977 (with K. Nagels)

#### *Editor*

- (1) *Internationalisierung: Gestaltungschancen statt Globalisierungsschicksal*. Berlin: edition sigma, 2009
- (2) *Organization*. London: Thomson Learning, 2002
- (3) 'Organization Behaviour' section (38 keyword articles, between 5,000 and 10,000 words each) of: M. Warner (ed.-in-chief), *International Encyclopedia of Business and Management*. Second edition. London: Thomson Learning, 2002
- (4) Special issue 'Twentieth Birthday and Millenium Crackers', *Organization Studies* 21(1), 2000 (guest editor)
- (5) *Embedding Organizations. Societal Analysis of Actors, Organizations and Socio-Economic Context*. Amsterdam: Benjamins, 2000 (ed. with M. Maurice)
- (6) *IEBM Handbook of Organization Behaviour*. London: Thomson Business Press, 1997, reprinted paperback edition 2001 (ed. with M. Warner)
- (7) *Kleinbetriebe in den neuen Bundesländern: Bestandsbedingungen und Entwicklungspotentiale*. Opladen: Leske + Budrich, 1996 (ed. with M. Brussig, K. Lohr, K. Semlinger and U. Strohwald)
- (8) *Arbeit, Arbeitsmarkt und Betriebe*. Opladen: Leske + Budrich, 1996 (ed. with B. Lutz, H. M. Nickel and R. Schmidt)
- (9) 'Organization Behaviour' section (32 keyword articles, between 5,000 and 10,000 words each) of: M. Warner (ed.-in-chief), *International Encyclopedia of Business and Management*. London: Routledge, 1996
- (10) Special issue 'Cross-national organization culture', *Organization Studies* 15( 3), 1994 (guest ed.)
- (11) Human Resources in the Computerized Factory. Special issue of: *Human Systems Management* 6(3), 1983 (ed. with D. Gerwin and M. Warner)
- (12) *International Yearbook of Organizational Democracy*, vol. II. Chichester (GB): Wiley, 1984 (ed. with B. Wilpert)

### Articles in scholarly periodicals with peer review

- (1) Review essay: Financial catastrophe and its implications for socioeconomics. *Socioeconomic Review* 9( 1), 2011, pp. 169 – 186
- (2) Enacting fit in work organization and occupational structure design: The case of intermediary occupations in a Dutch hospital. *Organization Studies* 30(10), 2009, pp.1083 – 1114 (with M. van Offenbeek and M. Knip)
- (3) Internationalisierung in Europa: Vielgestaltigkeit, Paradoxien, Irrungen und Wirrungen. *Wirtschaftspolitische Blätter* 55(3), 2008, pp. 475 – 486
- (4) Creating a high – trust organization: An exploration into policies that stimulate interpersonal trust building. *Journal of Management Studies* 45(5), 2007, pp. 857 – 884 (with F. Six)
- (5) The (non)sense of organizational change continued: A rejoinder to Armbrüster and Glückler. *Organization Studies* 28(12), 2007, pp.1887 – 1892 (with A. van Witteloostuijn)
- (6) Rejoinder to Campbell and Herrigel: Complexity and simplicity of understanding and of disciplinary architectures. *Socio-Economic Review* 5(1), 2007, pp. 191 – 196
- (7) Organizing socially constructed internal and external resources. *Journal of Institutional and Theoretical Economics* 162(1), 2006, pp.172 – 193
- (8) Internationalisatie van MKB – bedrijven – Een autonoom of een coöperatief proces? *Maandblad voor Accountancy en Bedrijfseconomie*, April 2005, pp. 174 – 183 (with G. Gemser and M. Brand)
- (9) The (non)sense of organizational change: An *essai* about universal management hypes, sick consultancy metaphors, and healthy organization theories. *Organization Studies* 25(7), 2004, pp. 1205 – 31 (with A. van Witteloostuijn)
- (10) Exploring the internationalisation process of small businesses: A study of Dutch old and new economy firms. *Management International Review* 44(2), 2004, pp. 127 – 150 (with M. Brand and G. Gemser)
- (11) Organizational process, strategic content and socio – economic resources: Small enterprises in East Germany, 1990-94. *Organization Studies* 24(8), 2003, pp. 1261 – 1281 (with M. Brussig)
- (12) The relative impact of country-of-origin and universal contingencies on internationalization strategies and corporate control in multinational enterprises: World – wide and European perspectives. *Organization Studies* 24(2), 2003, pp. 187 – 214 (with A.-W. Harzing)
- (13) Gesellschaftliche Effekte bei der Globalisierung von Handlungshorizonten in Europa. *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, special issue ‘Die Europäisierung der nationalen Gesellschaft’ 40, 2000, pp. 403 – 428, (M. Bach, ed.)
- (14) Concurrentie-omgeving en strategie-profiel. Een analyse van Britse en Nederlandse bedrijfstakken. *Bedrijfskunde* 68(3), 1996, pp. 51 – 65 (with M. Heijltjes and A. van

Witteloostuijn

- (15) Human resource management in relation to generic strategies: A comparison of chemical and food and drink companies in the Netherlands and Great Britain. *International Journal of Human Resource Management* 7(2), 1996, pp. 383 – 412 (with M. Heijltjes and A. van Witteloostuijn)
- (16) Editorial: Special issue ‘Cross – national organization culture’. *Organization Studies* 15(3), 1994, pp. VII – X
- (17) Arbeit, Organisation und Arbeitsbeziehungen in Ostdeutschland. *Berliner Journal für Soziologie* 3(4), 1993, pp. 549 – 567
- (18) Human Resource Management in the Netherlands. *Employee Relations* 14(4), 1992, pp. 71 – 84
- (19) Technological diversity and coherence in Europe. An analytical overview. *Revue d'Economie Industrielle* 59, 1992, pp. 9 – 26 (with P. Cohendet and P. Llerena)
- (20) Strategic fit and the societal effect. Interpreting cross-national comparisons of technology, organization and human resources. *Organization Studies* 12(2), 1991, pp. 161 – 190. Reprinted in: S. R. Clegg (ed.), *Central Currents in Organization Studies, vol. 4: Institutions, Economics and Organizations*. London etc.: Sage, 2001; and in: R. Whitley (ed.), *Competing Capitalisms: Institutions and Economies, vol. 2*, Cheltenham: Edward Elgar, 2002, pp. 354 – 383
- (21) The societal effect in strategies and competitiveness of machine-tool manufacturers in France and West Germany. *International Journal of Human Resource Management* 1(2), 1990, pp. 141 – 172 (with M. Maurice). Revised version reprinted in: B. Kogut (ed.), *Country Competitiveness. Technology and the Organizing of Work*, New York/Oxford: Oxford University Press, 1993, pp. 75 – 95
- (22) Technological change, product strategies and human resources: Defining Anglo – German differences. *Journal of General Management* 15(3), 1990, pp. 39 – 54 (with A. Campbell and M. Warner)
- (23) Microelectronics applications, product strategies and competence needs in Great Britain and West Germany. *Human Systems Management* 8(2), 1989, pp. 155 – 166 (with A. Campbell and M. Warner)
- (24) An essay on technical change: Its dimensions and social and strategic context. *Organization Studies* 10(1), 1989, pp. 23 – 44
- (25) Technik, sozialer Wandel und soziologisches Beharrungsvermögen. Verlauf und Ergebnisse des 23. Deutschen Soziologentages in Hamburg. *Soziale Welt* 37(4), pp. 487 – 496
- (26) Organizzazione del lavoro e struttura delle qualifiche nei processi lavorativi computerizzati. *Studi Organizzativi* 2, 1985, pp. 133 – 149 (with G. Hartmann, I. Nicholas, M. Warner). Reprinted in: Regione Emilia- Romagna, Prov. di Bologna, Comune di Bologna (eds.), *Innovazione e relazioni industriali. Progettazione, organizzazione, qualità del lavoro*. Milano: Franco Angeli, 1988, pp. 43 – 62
- (27) Computerised machine-tools, manpower consequences and skill utilisation: A study of British and West German manufacturing firms. *British Journal of Industrial Relations*

- 21(2), 1983, pp. 221 – 231 (with G. Hartmann, I. Nicholas, M. Warner). Reprinted in: E. Rhodes and D. Wield (eds.), *Implementing New Technologies. Choice, Decision and Change in Manufacturing*, Oxford: Blackwell, 1985, pp. 352 – 360
- (28) Polarisation ou dépoliarisation de la structure des qualifications. *Formation-Emploi* 1(2), 1983, pp. 35 – 43 (with G. Hartmann, M. Warner, I. Nicholas)
- (29) Automating the shop floor: Applications of CNC in manufacturing in Great Britain and West Germany. *Journal of General Management* 8(3), 1983, pp. 26 – 38 (with I. Nicholas, M. Warner, G. Hartmann)
- (30) Cultured organization. *International Studies of Management and Organization* 12(4), Winter 1982/83, pp. 106 – 138
- (31) Qualifikationsspielräume bei der Anwendung der Mikroelektronik. *Mitteilungen aus der Arbeitsmarkt- und Berufsforschung* 16(1), 1983, pp. 61 – 67 (with A. Dirrheimer and G. Hartmann)
- (32) Comparing work organizations and manpower training cross-culturally. *International Journal of Manpower* 2(3), 1981, pp. 2 – 6 (with M. Warner)
- (33) Culture and organisation. *Journal of General Management* 7(2), Winter 1981/82, pp. 62 – 80
- (34) The decline of the management ethic. *Journal of General Management* 6(3), Spring 1981, pp. 36 – 50 (with M. Fores)
- (35) Comparative analysis of British and German firms. *Management International Review* 21(1), 1981, pp. 35 – 48 (with M. Warner)
- (36) Contesto socioculturale e organizzazione industriale: un confronto tra Francia, Germania Occidentale e Gran Bretagna. *Studi Organizzativi* 2, 1980, pp. 43 – 76 (with M. Maurice und M. Warner)
- (37) Manpower training, manufacturing organization and workplace relations in Great Britain and West Germany. *British Journal of Industrial Relations* 18(3), 1980, pp. 318 – 333 (with M. Warner)
- (38) The context of industrial relations in Great Britain and West Germany. *Industrial Relations Journal* 11(1), 1980, pp. 41 – 49 (with M. Warner)
- (39) Societal differences in organizing manufacturing units. A comparison of France, West Germany and Great Britain. *Organization Studies* 1(1), 1980, pp. 59 – 86 (with M. Maurice and M. Warner). Reprinted in: *Organizational Science* (Japan) 13(4), 1979, pp. 37 – 55; *International Studies of Management and Organization*, issue ‘Organizations and Societies’ 10(4), Winter 1980/81, pp. 74 – 100; W.R. Scott (ed.), *Organizational Sociology*, Dartmouth: Aldershot etc., 1994, pp. 551 – 578; S. R. Clegg (ed.), *Central Currents in Organization Studies*, vol. 4: Institutions, Economics and Organizations. London etc.: Sage, 2001; R. Whitley (ed.), *Competing Capitalisms: Institutions and Economies*, Cheltenham: Edward Elgar, 2002, vol. 1, pp. 401 – 428
- (40) Engineers in management. *Journal of General Management* 5(1), 1979, pp. 46 – 57
- (41) The evolution of industrial democracy in the countries of the European Community. *British Journal of Industrial Relations* 14, 1976, pp. 274 – 294

- (42) Industrialisierung, Interessenvertretung, Wertrationalität: Zur makrosoziologischen Erklärung verschiedenartiger Reaktionen auf einheitliche Entwicklungsanstöße. *Soziale Welt* 26, 1975, pp. 357 – 384

### **Academic contributions in edited volumes and non-refereed journals**

- (1) The importance of local resource construction in globally integrated and locally non-responsive multinationals: jet engine manufacturers in Germany. In C. Dörrenbächer and M. Geppert (eds.), *Politics and power in the multinational corporation: The role of interests, identities, and institutions*. Cambridge: Cambridge University Press, 2011 (with K. Rothe)
- (2) Gastkommentar: Wieviel Internationalisierung tut gut? *Commerzbank* 1, 2010, p. 29
- (3) Internationalisierung fängt zu Hause an und kann im Ausland aufhören. Wege der Internationalisierung für Klein- und Mittelbetriebe. In A. Sorge (ed.), *Internationalisierung: Gestaltungschancen statt Globalisierungsschicksal*. Berlin: edition sigma, 2009, pp. 199 – 220 (with M. Brand and G. Gemser)
- (4) Internationalisierung: Gestaltungschancen statt Globalisierungsschicksal. In: A. Sorge (ed.), *Internationalisierung: Gestaltungschancen statt Globalisierungsschicksal*. Berlin: edition sigma, 2009, pp. 9 – 26
- (5) Internationale Lehren aus der Wirtschaftskrise. Diagnose, Abhilfe, Vorbeugung. *Vorgänge* 186 (48)2, 2009, pp. 38 – 45
- (6) Was ist von einer produktiven Wissensgesellschaft durch nachhaltige Innovation und Berufsbildung zu erwarten? In: J. Kocka (ed.), *Zukunftsfähigkeit Deutschlands. Sozialwissenschaftliche Essays, WZB-Jahrbuch 2006*. Berlin: edition sigma, 2007, pp. 229 – 249. also: Bonn: Bundeszentrale für politische Bildung, 2008
- (7) Mitbestimmung für die Europäische Aktiengesellschaft: Nützliche Lehren aus mehr als dreißig Jahren Seifenoper. In: J. Beckert, B. Ebbinghaus, A. Hassel and P. Manow (eds.), *Transformationen des Kapitalismus. Festschrift für Wolfgang Streeck zum 60. Geburtstag*, Frankfurt/Main: Campus, 2006, pp. 249 – 271
- (8) Twelve foundations for the power position of consultants'p. In: E. Vigoda-Gadot and A. Drory (eds.), *Handbook of organizational politics*. Cheltenham, UK, and Northampton, MA: Edward Elgar, 2006, pp. 313 – 327 (with A. I. Boogers-van Griethuijsen, B. J. M. Emans and J. I. Stoker)
- (9) Les relations entre l'apprentissage des connaissances et les systèmes de formation en Europe. In: B. Hamori, P. Czeglédi, L. Jankovics and B. Sági (eds.), *Paradigm shift-information, knowledge and innovation in the New Economy*. Conference Proceedings. Debrecen: University of Debrecen, Faculty of Economics and Business Administration, 2005, pp. 91 – 114
- (10) Systemic perspectives on business practices and institutions. A plea beyond comparative statics. In: G. Morgan, R. Whitley and E. Moen (eds.), *Changing capitalisms? Internationalization, institutional change, and systems of economic organization*. Oxford: Oxford University Press, 2005, pp. 110 – 136

- (11) Kulturvergleichende Organisationsforschung. In: G. Schreyögg and A. von Werder (eds.), *Handwörterbuch der Unternehmensführung und Organisation*. Stuttgart: Schäffer-Poeschel, 2004, p. 716 – 724 (4th completely revised edition)
- (12) Headquarters-subsiary relationships in multinational companies: A British-German comparison. In: M. Geppert, D. Matten and K. Williams (eds.), *Challenges for European management in a global context. Experiences from Britain and Germany*. Houndsmill, Basingstoke: Palgrave Macmillan, 2002, p.96 – 118 (with A.-W. Harzing and J. Paauwe)
- (13) German corporatism: Dead or alive? In; R. Harding and W. E. Patterson (eds.), *The future of the German economy*. Manchester/New York: Manchester University Press, 2000, pp. 101 – 121 (with R. Harding)
- (14) General introduction. In: M. Maurice and A. Sorge (eds.), *Embedding organizations. Societal analysis of actors, organizations and socio-economic context*. Amsterdam: Benjamins, 2000, pp. 1 – 6
- (15) Conclusions. In: M. Maurice and A. Sorge (eds.), *Embedding organizations. Societal analysis of actors, organizations and socio-economic context*. Amsterdam: Benjamins, 2000, pp. 389 – 399
- (16) The diabolical dialectics of societal effects. In: M. Maurice and A. Sorge (eds.), *Embedding organizations. Societal analysis of actors, organizations and socio-economic context*. Amsterdam: Benjamins, 2000, pp. 37 – 56
- (17) The provincialization of work and organization in a globalizing world? In: W. van Rossum (ed.), *Interventies en hun consequenties*. Proceedings van de negende NOBO-onderzoeksdag, 17 november 1999. Uitgeverij Universiteit Twente, 1999, pp. 117 – 144
- (18) La construction sociale de l'innovation et des innovateurs en Allemagne et en Grande-Bretagne. In: C. Lanciano, M. Maurice, J.-J. Silvestre and H. Nohara (eds.), *Les acteurs de l'innovation et l'entreprise. France - Europe - Japon*. Paris: L'Harmattan, 1998, pp. 125 – 144
- (19) Vertical integration into electronics: Transaction costs and organization domain. In: A. Bugra and B. Usdiken (eds.), *State, market and organizational form*. Berlin/New York: Walter de Gruyter, 1997, pp. 173 – 200.  
Republished in revised form (with R. Batenburg) in: T. Edeling, W. Jann and D. Wagner (eds.), *Institutionenökonomie und Neuer Institutionalismus*. Opladen: Leske + Budrich, 1999, pp. 177 – 204
- (20) Bureaucracy in socialist economic organization and management: The East German experience. In: T. Clark (ed.), *Advancement in organizational behaviour. Essays in honour of Derek S. Pugh*. Aldershot, Brookfield (USA), Singapore/Sydney: Ashgate, 1997, pp.219 – 239
- (21) Kleinbetriebe: Entstehung, Bestandsbedingungen und Entwicklungspotentiale. In: B. Lutz, H. M. Nickel, R. Schmidt und A. Sorge (eds.), *Arbeit, Arbeitsmarkt und Betriebe*. Opladen: Leske + Budrich, 1996, pp.347 – 393 (with M. Brussig, K. Lohr, K. Semlinger and U. Strohwald)
- (22) Organization behaviour. In: M. Warner (ed.), *International encyclopedia of business and management*, vol. 4. London: Routledge, 1996, pp. 3793 – 3810

- Reprinted in: A. Sorge and M. Warner (eds.), *IEBM Handbook of organization behaviour*. London: Thomson Business Press, 1997, pp. 3 – 20 and 2001 (paperback edition), pp. 3 – 20
- Reprinted in: M. Poole and M. Warner (eds.), *IEBM Handbook of human resource management*. London: International Thomson Business Press, 1998, pp. 219 – 236
- Reprinted (shortened) in: M. Warner (ed.), *Concise international encyclopedia of business and management*. London: Thomson Business Press, 1997, pp. 523 – 539
- Summary reprinted in: M. Warner (ed.), *The pocket international encyclopedia of business and management*. London: Thomson Business Press, 1997, pp. 220 – 221
- Reprinted in: *International encyclopedia of business and management*, second extended and revised edition. London: Thomson Business Press, 2001
- Reprinted in: M. Warner (ed.-in-chief), *International encyclopedia of business and management*. London: Thomson Learning, pp. 4908 – 4925 (second edition, vol. 6)
- Reprinted in: A. Sorge (ed.), *Organization*. London: Thomson Learning, pp. 3 – 24
- (23) Societal effects in cross-national organization studies: Conceptualizing diversity in actors and systems. In: R. Whitley and P. Hull Kristensen (eds.), *The changing European Firm. Limits to convergence*. London: Routledge, 1996, pp. 67 – 86
- (24) The Netherlands. In: I. Brunstein (ed.), *Human resource management in Western Europe*. Berlin: de Gruyter, 1995, pp. 191 – 209 (with A. van Iterson)
- (25) Die Reformierung technischer Bildung in Großbritannien. Zum Innenleben anwendungsorientierter Forschung. In: D. Bögenhold, D. Hoffmeister, C. Jasper, E. Kemper and G. Solf (eds.), *Soziale Welt und soziologische Praxis. Festschrift für Heinz Hartmann zum 65. Geburtstag*. Göttingen: Otto Schwartz, 1995, pp. 17 – 37
- (26) Cross-national differences in personnel and organization. In: A.-W. Harzing and J. van Ruysseveldt (eds.), *International human resource management. An integrated approach*, chapter 5. London: Sage, 1995, pp. 99 – 123  
Second revised edition: chapter 5, London: Sage, 2004, pp. 117 – 140
- (27) Institutional explanations: A special case of strategic fit? In: L. Zan, S. Zambon and A. Pettigrew (eds.), *Perspectives on strategic change*. Boston/Dordrecht/London: Kluwer, 1993, pp. 181 – 199
- (28) Management in France. In: D J. Hickson (ed.), *Management in Western Europe. Society, culture and organization in twelve nations*. Berlin: Walter de Gruyter, 1993, pp. 65 – 87
- (29) La tecnología de producción en Europa: Contexto social e industrial. In: R. Dombois and L. Pries (eds.), *Modernización empresarial: Tendencias en América Latina y Europa*. Caracas: Nueva Sociedad, 1993, pp. 191 – 212
- (30) Institutional and technological change: The importance of diversity. Introduction. In: D. Foray and C. Freeman (eds.), *Technology and the wealth of nations*. London: Frances Pinter, 1993, pp. 271 – 276  
Reprinted in French: Mécanismes de la diversité. Introduction. In: D. Foray and C. Freeman (eds.), *Technologie et richesse des nations*. Paris: Economica, 1993, pp. 345 – 354
- (31) Nieuwe Technologieën, Organisatieverandering en Kwalificaties. In: Open Universiteit (ed.), *Arbeidsverhoudingen in Europa*. Part 2: De Arbeidsruilrelatie in Vergelijkend



- Perspectief, chapter 7. Heerlen: Open Universiteit course book, 1992, pp. 167 – 192  
Reprinted in English: New production technologies and changing work systems. In: J. van Ruysseveldt, R. Huiskamp and J. van Hoof (eds), *Comparative industrial & employment relations*. London: Sage, 1995, pp. 267 – 292
- (32) Arbeidsverhoudingen, Organisatie en Kwalificaties. In: Open Universiteit (ed.), *Arbeidsverhoudingen in Europa*. Part 2: De Arbeidsruilrelatie in Vergelijkend Perspectief, chapter 6. Heerlen: Open Universiteit course book, 1992, pp. 143 – 166  
Reprinted in English: Labour relations, organization and qualifications. In: J. van Ruysseveldt, R. Huiskamp and J. van Hoof (eds), *Comparative industrial & employment relations*. London: Sage, 1995, pp. 243 – 266
- (33) Unternehmensstrategien, Qualifikationsentwicklung und Erfolg von Wirtschaftszweigen. Aufschlüsse aus zwischengesellschaftlichen Vergleichen über industrielle Mikroelektronikanwendungen. In: D. Sadowski and U. Backes-Gellner (eds.), *Unternehmerische Qualifikationsstrategien im internationalen Wettbewerb*. Berlin: Duncker & Humblot, 1990, pp. 75 – 95
- (34) Manufacturing products with microelectronics: Sectoral strengths and the social construction of actors in Britain and Germany. In: E. Appelbaum and R. Schettkat (eds.), *Labour market adjustments to structural change and technological progress*. New York: Praeger, 1990, pp. 163 – 179 (with A. Campbell and M. Warner)
- (35) A European overview of work and vocational training. In: M. Warner, W. Wobbe and P. Brödner (eds.), *New technology and manufacturing management*. Chichester: Wiley, 1990, pp. 147 – 157
- (36) Organisationskulturen: Realer Hintergrund und soziologische Bedeutung einer Modewelle. In: M. Haller, H. J. Hoffmann-Nowotny, W. Zapf (eds.), *Kultur und Gesellschaft*. Frankfurt/Main: Campus, 1989, pp. 193 – 210
- (37) Begünstigt der technische Wandel kleine und mittlere Produktionseinheiten? In: M. Fritsch and C. Hull (eds.), *Arbeitsplatzdynamik und Regionalentwicklung. Beiträge zur beschäftigungspolitischen Bedeutung von Klein- und Großunternehmen*. Berlin: edition sigma, pp. 235 – 244
- (38) Institutionelle Bedingungen und strategische Orientierungen des Einsatzes neuer Techniken. In: E. Ulrich and J. Bogdahn (eds.), *Auswirkungen neuer Technologien. Ergebnisse eines IAB-Seminars*. Nürnberg: IAB, BeitrAB 82, 1986, pp. 88 – 115
- (39) Industrial relations and technical change: The case for an extended perspective. In: R. Hyman and W. Streeck (eds.), *New technology and industrial relations*. Oxford: Blackwell, 1988, pp. 19 – 44 (with W. Streeck)
- (40) Implicaciones para el trabajo y la formación en la fábrica del futuro. *Sociologia del Trabajo* 1, 1987, pp. 175 – 187
- (41) Strategische Orientierungen des Einsatzes neuer Techniken und Arbeitsmarkt. In: F. Buttler, K. Gerlach, R. Schmiede (eds.), *Arbeitsmarkt und Beschäftigung. Neuere Beiträge zur institutionalistischen Arbeitsmarktanalyse*. Frankfurt/Main: Campus, 1987, pp. 263 – 290
- (42) Betriebliche Bedingungen der Technikförderung. In: F. W. Scharpf and M. Brockmann (eds.), *Institutionelle Bedingungen der Arbeitsmarkt- und Beschäftigungspolitik*.

- Frankfurt/Main: Campus, 1983, pp. 69 – 89
- (43) Culture's consequences. In: P. Lawrence and K. Elliott (eds.), *Introducing management*. Harmondsworth: Penguin, 1985, pp. 234 – 244
- (44) History of the IIM-LSE research project on Japanese multinationals. In: S. Takamiya and K. Thurley (eds.), *Japan's emerging multinationals. An international comparison of policies and practices*. Tokyo: University of Tokyo Press, 1985, pp. 95 – 99
- (45) Soziotechnische Gestaltung der Arbeit bei Anwendung der Mikroelektronik in Arbeitsprozessen. In: H. Klages (ed.), *Arbeitsperspektiven angewandter - Sozialwissenschaft*. Opladen: Westdeutscher Verlag, 1985, pp. 245 – 266  
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- (46) Arbeitsplatzschaffung oder Arbeitsplatzvernichtung durch Mikroelektronik? In: M. Dierkes and B. Strümpel (eds.), *Wenig Arbeit – aber viel zu tun. Neue Wege der Arbeitsmarktpolitik*. Opladen: Westdeutscher Verlag, 1985, pp. 36 – 47
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