

Research Group "Inter-firm Networks"

FOCUS OF RESEARCH

Inter-firm networks are a traditional and yet modern organisational form. In practice they appear as strategic alliances, regional and global networks, joint ventures, value-adding partnerships, and consortia. The Research Group aims at relating theoretical and empirical research on inter-firm networks. The focus of *theoretical research* is to develop a theory of inter-firm networking which is based upon the structuration theory of Anthony Giddens and which informs management practice as much as empirical research. *Empirical research* is oriented on the genesis and management of inter-firm networks, aiming to study their importance for economic performance and technological development.

RESEARCH ACTIVITIES

Recent research activities focus on building a managerial concept of "reflexive network development", which relates the strategic conduct of firms in networks to the specific conditions of organisational fields, such as regions and industries. Special attention is paid to the impact of historical conditions on ongoing processes, for example on the development of organisational and technological paths. At the moment, this concept is being elaborated for the fields of the media industry and optical technologies.

MEMBERS OF THE RESEARCH GROUP

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|--|--------------------------------------|
| Dr. Olivier Berthod (FU)               | Dr. Gordon Müller-Seitz (FU)         |
| Dr. Leonhard Dobusch (FU)              | Dipl.-Soz. Manuel Nicklich (FU)      |
| Prof. Dr. Stephan Duschek (associated) | Dr. Cornelius Schubert (associated)  |
| Dr. Markus Helfen (HBS)                | Dr. Elke Schüßler (FU)               |
| Dr. Knut Lange (associated)            | Dr. Miriam Wilhelm (associated)      |
| Dr. Frank Lerch (associated)           | Prof. Dr. Carsten Wirth (associated) |
| Dr. Stephan Manning (associated)       | Dr. Rainer Zeichhardt (associated)   |
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EXTERNALLY FUNDED PROJECTS SINCE 2007 (others, see website)

P. 33: How do project networks arise and develop? – Comparative case studies

Various economic sectors are facing an increasing concentration on issues related to temporariness. In particular, projects cutting across organizational contexts, exhibit particular characteristics. Although projects distinguish themselves in their temporariness and institutionalized termination, organizational research shows that projects are at the same time embedded into rather permanent social, temporal and organizational contexts. This is particular true for so-called project networks. This study examines two cases with respect to how individual behaviors influence the origination and development of such networks. Special attention is devoted to cooperative behaviors which are described by the concept of "Project Citizen Behavior" and "Network Citizenship Behavior". The two project networks will be analyzed for a duration of approximately 1.5 years. In the course of this, qualitative research methods such as participating observations and guideline-based interviews will be applied.

Commissioned by: GPM Deutsche Gesellschaft für Projektmanagement e.V.  
Period (for the time being): 3/2012 until 12/2012  
Award Holder: Prof. Dr. Jörg Sydow  
Researchers: Dipl.-Kfm. Timo Braun, Dr. Gordon Müller-Seitz

P32: "Contract Bargaining on the Way Out? The Consequences of Labor Flexibilization and Associational Fragmentation in Industrial Services"

The research project examines the organizational causes and institutional consequences of a growing "collective bargaining free" zone in Germany. The research centers on a fragmentation hypothesis according to which a network-based reorganization of value creation, crossing industry and firm boundaries creates (new) parallel worlds of collective bargaining. On the firm level, the focus of the project is on the network-based flexibilization of human resource management; on the level of associations, we concentrate on the associational (dis-)integration of

employer associations. The main empirical field of the project is industrial services which are characterized by a high labor intensity of value creation, i.e. technical and maintenance services, facility management, and temporary work agencies. In contrast to traditional core segments of the German economy, these service industries are assumed to be illustrative of both a network-based reorganization of value creation and a fragmentation of the German collective bargaining system.

Commissioned by: Hans-Böckler-Stiftung (HBS), Düsseldorf  
Period: 10/2011 to 3/2014  
Award Holders: Prof. Dr. Jörg Sydow, Dr. Markus Helfen  
Researchers: Dr. Markus Helfen, Manuel Nicklich

P31: "Practicing Uncertainty in Production Networks and Supply Chains"

9/11, the global financial crisis, Tsunami and the nuclear incident in Fukushima, Japan, or the EHEC crisis in Northern Germany – these disruptive events not only affect human beings in the respective regions, but have global implications in the sense of a "risk society". One important reason for this is the vulnerability of global production networks and supply chains when faced with the unexpected. It is true that risks as well as uncertainties are being increasingly considered in the literature on supply chain/network management, but the differences between the calculable and the incalculable are hardly taken seriously. This study surveys how these issues of uncertainty are dealt with in the supervisory boards of leading German corporations.

Commissioned by: Hans-Böckler-Stiftung (HBS), Düsseldorf  
Period: 07/11 bis 09/11  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dr. Gordon Müller-Seitz

P30: "Best Practices, Methods and Tools in Networked R&D - A Study of Deutsche Telekom Laboratories and Benchmarks from Different Industries"

Knowledge-intensive firms like Deutsche Telekom practice technology and innovation management in sometimes unique ways. In this case, the company has installed a joint venture (T-Labs) with the University of Technology in Berlin, which is embedded in wider networks of innovation. With this organizational arrangement in mind, promising practices, methods and the tools of other knowledge-intensive firms are studied and compared to those of the joint venture.

Commissioned by: Deutsche Telekom Laboratories, Berlin  
Period: 04/11 bis 09/11  
Award Holder: Prof. Dr. Jörg Sydow  
Researchers: Dr. Gordon Müller-Seitz, Dipl.-Kfm. Robert Wagner

P29: "Cooperative Behaviour in Inter-organizational Projects"

The goal of this study is to understand the characteristics, antecedents and consequences of cooperative working behaviour in inter-organizational projects. We draw from the concept of Organizational Citizenship Behaviour (OCB) and analyse how this concept may be transferred to an inter-organizational setting. We utilize a sequential mixed-method research design consisting of qualitative semi-structured interviews and a quantitative survey.

Commissioned by: GPM Deutsche Gesellschaft für Projektmanagement e.V.  
Period: 12/10 - 05/11  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dipl.-Kfm. Timo Braun

P28: „Strategic Leadership in Heterarchical Networks“

In contrast to other types of interorganizational networks, heterarchical networks are characterized by the lack of a permanent formal leading entity which orchestrates the respective network. Based upon a longitudinal case study that is informed by structuration theory this project elucidates how leadership is nevertheless practiced in heterarchical networks. Our research setting is the semiconductor industry's prime research and development consortium SEMATECH, and the strategic leadership of Intel Corporation acting as a primus inter pares in this network.

Commissioned by: German Research Foundation (DFG)  
Period: 02/10 - 01/13  
Award Holder: Dr. Gordon Müller-Seitz  
Mentor: Prof. Dr. Jörg Sydow

P27: "Application Laboratory, Innovative X-ray Technologies"

Within this project we are conducting an analysis of current transfer practices in order to facilitate and advance the conceptual development of knowledge and technology transfer in this particular domain. In more detail: (1) an analysis of technology transfer concepts is being carried out, (2) transfer activities of the WGL in the domain of X-ray technology are being investigated, (3) communication strategies are being substantiated and (4) financial concepts of cooperating technology transfer projects are being analysed.

Commissioned by: Forschungsverbund Berlin e.V. (Max-Born-Institut); Project within the program initiative "Wirtschaft trifft Wissenschaft"

(Business Meets Science) of the Bundesministeriums für Verkehr, Bau und Stadtentwicklung (BMVBS)

Period: 08/08 – 06/11  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dipl.-Kfm. Robert Wagner

P26: "Evaluation of the Cluster Development of the Music and Event Industry of the Cologne Region – Sound of Cologne"

In the framework of this project, an evaluation concept for the development of the music and event industry cluster in and around Cologne is being developed and applied. The analysis is based upon a comprehensive inventory of the organizations involved in the cluster, an intermediate evaluation of the cluster activities and an assessment of the coordinated cluster development.

Commissioned by: conpara Gesellschaft für Unternehmensberatung mbH  
Period: 05/2009 – 03/2012  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dr. Elke Schüßler

P25: "Network Services"

Within this project two articles on the role of network services for the development of regional clusters (for a publication of VDI/VDE-IT in German) were written.

Commissioned by: VDI/VDE-IT GmbH  
Period: 07/2008 – 09/2008  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dipl.-Kfm. Rainer Zeichhardt

P24: "Organization and Regulation of Employment Relations in Transnational Production and Supply Networks. Ensuring Core Labor Standards through International Framework Agreements?"

The purpose of the research is to increase our understanding of International Framework Agreements (IFAs) negotiated by transnational corporations (TNCs) and Global Union Federations as instruments for regulating labor standards and employment relations within TNCs and throughout their global supply networks. The research program is based on in-depth case studies and will focus on the questions of motivation for and implementation of IFAs.

Commissioned by: Hans-Böckler-Foundation (HBS)  
Period: 10/08 - 03/11  
Award Holder: Prof. Dr. Jörg Sydow, Dr. Michael Fichter  
Researcher: Dr. Markus Helfen  
Partner: Prof. Steve Frenkel, Australian School of Business, University of New South Wales, Sydney

P23: "Initiating and Establishing the Development of Technology in Value Chain Partnerships – Network-based Tools for Generating Innovations in the Tension between Cooperation and Competition (Net-Management)"

The project has the purpose of increasing the potential for innovations of SMEs in value chain partnerships in the automotive and automotive supplier industry, of surveying the main obstacles and barriers to integrating SMEs into value chain partnerships in this industry, and of developing practice-based network tools. The platform of analysing and developing tools is the "Network of Automotive Excellence" (NoAE).

Commissioned by: Bundesministerium für Bildung und Forschung (BMBF)  
Period: 02/08 - 01/11  
Award Holder: Prof. Dr. Jörg Sydow  
Researcher: Dr. Stephan Duschek  
Partner: Technologie Management Gruppe (TMG) Stuttgart

PUBLICATIONS IN ENGLISH

A. Books and Special Issues

- A.05. Schreyögg, G./Sydow, J. (Eds.)(2010), The Hidden Dynamics of Path Dependence. Palgrave-Macmillan. London.
- A.04. Möllering, G. (2006), Trust: Reason, Routine, Reflexivity. Amsterdam. Elsevier. Oxford.
- A.03. Möllering, G./Bachmann, R./Lee, S.H. (Eds.)(2004), The Micro-foundations of Organizational Trust. In: Journal of Managerial Psychology 19 (6). Special Issue.
- A.02. Sydow, J./Lindkvist, L./DeFillippi, R. (Eds.)(2004), Project-based Organizations, Embeddedness and Repositories of Knowledge. In: Organization Studies 25 (9). Special Issue.
- A.01. Bachmann, R./Knights, D./Sydow, J. (Eds.)(2001), Trust and Control in Organizational Relations. In: Organization Studies 22 (2). Special Issue.

B. Journal Articles

- B.58. Botzem, S./Dobusch, L. (forthcoming), Standardization Cycles: A Process Perspective on the Formation and Diffusion of Transnational Standards. Accepted for publication in: Organization Studies.

- B.57. Dobusch, L./Kapeller, J. (2013). Striking New Paths: Theory and Method in Path Dependence Research. In: *Schmalenbach Business Review* (forthcoming).
- B.56. Müller-Seitz, G./ Güttel, W. (2012). Network congregating: A practice-based perspective on absorptive capacity at the organization-network nexus in a semiconductor industry consortium. In: *Management Learning* (forthcoming).
- B.55. Braun, T./Müller-Seitz, G./Sydow, J. (2012). Project Citizenship Behavior? - An Explorative Analysis at the Project-Network-Nexus. In: *Scandinavian Journal of Management* 28 (forthcoming).
- B.54. Sydow, J./Windeler, A./Schubert, C./Möllering, G. (2012). Organizing R&D Consortia for Path Creation and Extension: The Case of Semiconductor Manufacturing Technologies. In: *Organization Studies* 33 (forthcoming).
- B.53. Wilhelm, M./Sydow, J. (2012). Compete to Cooperate - Practicing the Paradox of Cooperation in Supplier Networks. In: *Academy of Management Best Paper Proceedings*. Boston, Mass. (forthcoming).
- B.52. Müller-Seitz, G./Sydow, J. (2012). Maneuvering between Networks to Lead - A Longitudinal Study in the Semiconductor Industry. In: *Long Range Planning* 45 (2-3), 105-135.
- B.51. Schübler, E./Sydow, J. (2012). Organized Events at the Front- and Backstage of the Creative Industries. In: Jones, C./Lorenzen, M./Sapsed, J. (Hrsg.): *Oxford Handbook of Creative Industries*. OUP, Oxford (forthcoming).
- B.50. Schübler, E./Wessel, L./Gersch, M. (2012). Taking Stock: Capability Development in Inter-organizational Projects. In: *Schmalenbach Business Review* 64 (3) (forthcoming).
- B.49. Müller-Seitz, G. (2012). Leadership in Interorganisational Networks – A Literature Review and Suggestions for Future Research. In: *International Journal of Management Reviews* 14 (forthcoming).
- B.48. Dobusch, L./Müller-Seitz, G. (2012). Serial Singularities: Developing a Network Organization by Organizing Events. In: *Schmalenbach Business Review* 64 (3) (forthcoming).
- B.47. Müller-Seitz, G./Sydow, J. (2011). Terminating institutionalized Termination: Why SEMATECH became more than a temporary System. In: Cattani, G./Ferrari, S./Frederikson, L./Taube, F. (Hrsg.): *Advances in Strategic Management* 28: *Project-Based Organizing and Strategic Management*. Emerald, Bingley, U.K., S. 147-186.
- B.46. Wilhelm, M.M (2011). Managing cooperation through horizontal supply chain relations: linking dyadic and network levels of analysis. In: *Journal of Operations Management* 29 (7/8), 663-676.
- B.45. Sydow, J./Müller-Seitz, G. (2011). Practicing uncertainty in R&D networks - Explorative evidence from a semiconductor industry network. In: *Academy of Management Best Paper Proceedings*. San Antonio, Texas.
- B.44. Larsen, M.M./Manning, S./Pedersen, T. (2011). The Hidden Costs of Offshoring: The Impact of Complexity, Design Orientation and Experience. *Academy of Management Best Paper Proceedings*. San Antonio, Texas.
- B.43. Manning, S./Lewing, A. Y./Schuerch, M. (2011). The Stability of Offshore Outsourcing Relationships: The Role of Relation Specificity and Client Control. In: *Management International Review* 51 (3), 381-406.
- B.42. Manning, S./Sydow, J./Windeler, A. (2011). Securing Access to Lower-Cost Talent Globally: The Dynamics of Active Embedding and Field Structuration. In: *Regional Studies* 45 (forthcoming).
- B.41. Schreyögg, G./Sydow, J. (2011). Organizational Path Dependence: A Process View. In: *Organization Studies* 32 (3), 321-335.
- B.40. Fichter, M./Helfen, M./Sydow, J. (2011). Employment Relations in Global Production Networks: Initiating Transfer of Practices via Union Involvement. In: *Human Relations* 63 (4), 599-624.
- B.39. Manning, S./Sydow, J. (2011). Projects, Paths, Practices: Sustaining and Leveraging Project-based Relationships. In: *Industrial & Corporate Change* 20 (5), 1369-1402.
- B.38. Schreyögg, G./Sydow, J./Holtmann, P. (2011). How History Matters in Organizations – The Case of Path Dependence. In: *Management & Organization History* 6 (1), 81–100.
- B.37. Sydow, J./Lerch, F./Huxham, C./Hibbert, P. (2011). A silent cry for leadership: Organizing for leading (in) clusters. In: *Leadership Quarterly* 22 (2), 328-334.
- B.36. Fichter, M./Helfen, M./Sydow, J. (2011). Regulating Labor Relations in Global Production Networks: Insights on International Framework Agreements. In: *Internationale Politik und Gesellschaft* (2), 69-86.
- B.35. Manning, S. (2010). From Blind Spots to Hotspots: How Knowledge Services Clusters Develop and Attract Foreign Investment. In: *Journal of International Management* 16 (4), 369-382.
- B.34. Manning, S./von Hagen, O. (2010). Linking local experiments to global standards: How project networks promote global institution-building. In: *Scandinavian Journal of Management* 26 (4), 398-416.
- B.33. Hibbert, P./Huxham, C./Lerch, F./Sydow, J. (2010). Barriers to process learning: Authority and anomie in regional clusters. *Management Learning* 41, 453-471.
- B.32. Sydow, J./Windeler, A./Wirth, C./Staber, U. (2010). Foreign Market Entry as Network Entry: A Relational-Structuration Perspective on Internationalization in Television Content Production. In: *Scandinavian Journal of Management* 26 (1), 13-24.
- B.31. Manning, S. (2010). The strategic formation of project networks: A relational practice perspective. In: *Human Relations* 63, 551-573.
- B.30. Schreyögg, G./Sydow, J. (2010). Organizing for Fluidity? Dilemmas of New Organizational Forms. In: *Organization Science* 21, 1251-1262.
- B.29. Sydow, J./Lerch, F./Staber, U. (2010). Planning for Path Dependence? The Case of a Network in the Berlin-Brandenburg Optics Cluster. In: *Economic Geography* 85 (2), 173-195.
- B.28. Sydow, J. (2009). Path Dependencies in Project-Based Organizing – Evidence from Television Production in Germany. In: *Journal of Media Business Studies* 6 (4), 123-139.
- B.27. Sydow, J./Schreyögg, G./Koch, J. (2009). Organizational path dependence: Opening the black box. In: *Academy of Management Review* 34 (4), 689-709.
- B.26. Müller-Seitz, G. (2009). The open source software phenomenon as a role model for networked innovations in biotechnology: an exploratory study. In: *International Journal of Web Based Communities* 5 (2), S.212-237.
- B.25. Müller-Seitz, G./Reger, G. (2009). Any lessons to be learned? Insights for open innovation management from two open source software-inspired networks. In: *R&D Management* 39 (4), 372-381.
- B.24. Lange, K. (2009). Institutional Embeddedness and the Strategic Leeway of Actors: The Case of the German Therapeutic Biotech Industry. In: *Socio-Economic Review* 7 (2), 181-207.
- B.23. Manning, S./Massini, S./Lewin, A. (2008). Dynamic Perspective on Next-Generation Offshoring: The Global Sourcing of Science and Engineering Talent. In: *Academy of Management Perspectives* 22 (3), 35-54.
- B.22. Manning, S. (2008). Embedding Projects in Multiple Contexts – A Structuration Perspective. In: *International Journal of Project Management* 26 (1), 30-37.
- B.21. Kaiser, S./Müller-Seitz, G. (2008). Leveraging Lead User Knowledge in Software Development – The Case of Weblog Technology Economics of Open-source Collaboration. In: *Industry & Innovation* 15 (2), 199-221.
- B.20. Provan, K.G./Fish, A./Sydow, J. (2007). Interorganizational Networks at the Network Level: A Review of the Empirical Literature on Whole Networks. In: *Journal of Management* 33 (3), 479-516.
- B.19. Manning, S./Sydow, J. (2007). Transforming Creative Potential in Project Networks: How TV Movies are Produced under Network-based Control. In: *Critical Sociology* 33 (1/2), 19-42.
- B.18. Kaiser, S./Müller-Seitz, G./Lopes, M.P./Pina e Cunha, M. (2007). Weblog-Technology as a Trigger to Elicit Passion for Knowledge. In: *Organization* 14 (3), 391-412.
- B.17. Manning, S. (2005). Managing Project Networks as Dynamic Organizational Forms: Learning from the TV Movie Industry. In: *International Journal of Project Management* 23 (5), 410-414.
- B.16. Möllering, G. (2005). The Trust/Control Duality. An Integrative Perspective on Positive Expectations of Others. In: *International Sociology* 20 (3), 283-305.
- B.15. Sydow, J./Lindkvist, L./DeFillippi, R. (Eds.) (2004). Project-based Organizations, Embeddedness and Repositories of Knowledge: Editorial. In: *Organization Studies* 25 (8), 1475-1489.
- B.14. Duschek, S. (2004). Inter-firm Resources and Sustained Competitive Advantage. In: *Management Review* 15 (1), 53-73.
- B.13. Möllering, G./Bachmann, R./Lee, S.H. (2004). Introduction: Understanding Organizational Trust - Foundations, Constellations and Issues of Operationalisation. In: *Journal of Managerial Psychology* 19 (6), 556-570.
- B.12. Sydow, J. (2004). Network Development by Means of Network Evaluation? – Explorative Insights from a Case in the Financial Services Industry. In: *Human Relations* 57 (2), 201-220.
- B.11. Sydow, J./Windeler, A. (2003). Knowledge, Trust and Control: Managing Tensions and Contradictions in a Regional Network of Service Firms. In: *International Studies of Management and Organization* 33 (2), 69-100.
- B.10. Möllering, G. (2003). A Typology of Supplier Relations: From Determinism to Pluralism in Inter-firm Empirical Research. In: *Journal of Purchasing and Supply Management* 9 (1), 31-41.
- B.09. Child, J./Möllering, G. (2003). Contextual Confidence and Active Trust Development in the Chinese Business Environment. In: *Organization Science* 14 (1), 69-80.
- B.08. Fichter, M./Sydow, J. (2002). Using Networks Towards Global Labor Standards? – Organizing Social Responsibility in Global Production Chains. In: *Industrielle Beziehungen* 9 (4), 357-380.
- B.07. Sydow, J./Staber, U. (2002). The Institutional Embeddedness of Project Networks: The Case of Content Production in German Television. In: *Regional Studies – Special Issue* 36 (3), 223-235.
- C. Book Chapters**
- C.17. Frenkel, S./ Sydow J. (2011). Institutional conditions for organizing decent work in global production networks: the Case of China. In: Sheldon P., Klim, S., Y. Li and Warner, M. (Eds.): *China's Changing Workplace*. Routledge, London, 241-258.
- C.16. Lerch, F./Sydow, J./Duschek, S. (2011). Beyond the Organizational Focus: Network Consulting in Regional Clusters. In: Buono, A. F./Grossman, R./Lobnig, H./Mayer, K. (Eds.): *The Changing Paradigm of Consulting*. Greenwich, Conn., 185-209.
- C.15. Möllering, G./Stache, F. (2010). Trust Development in German–Ukrainian Business Relationships: Dealing with Cultural Differences in an Uncertain Institutional Context. In: Saunders, M.N.K./Lewicki, R.J./Skinner, D./Gillespie, N./Dietz, G. (Eds.): *Organizational Trust: A Cultural Perspective*. Cambridge University Press, Cambridge, 205-226.
- C.14. Provan, K.G./Sydow, J. (2008). Evaluating Interorganizational Relations. In: Copper, S./Ebers, M./Huxham, C./Ring, P.S. (Eds.): *The Oxford Handbook of Interorganizational Relations*. Oxford University Press, Oxford, 691-716.
- C.13. Rometsch, M./Sydow, J. (2007). On Identities of Networks and Organizations – The Case of Franchising. In: Kornberger, M./Gudergan, S. (Eds.): *Only Connect: Neat Words, Networks and Identities*. Liber & Copenhagen Business School Press, Copenhagen, 19-47.
- C.12. Möllering, G. (2006). Trust, Institutions, Agency: Towards a Neoinstitutional Theory of Trust. In: Bachmann, R./Zaheer, A. (Eds.): *Handbook of Trust Research*. Elgar, Cheltenham, 355-376.
- C.11. Sydow, J. (2006). How Can Systems Trust Systems? A Structuration Perspective on Trust Building in Interorganizational Relations. In: Bachmann, R./Zaheer, A. (Eds.): *Handbook of Trust Research*. Elgar, Cheltenham, 377-392.
- C.10. Sydow, J. (2006). Managing Projects in Network Contexts: A Structuration Perspective. In: Hodgson, D./Cicmil, S. (Eds.): *Making Projects Critical*. Palgrave, Basingstoke, Hampshire, 252-264.
- C.09. Sydow, J. (2006). Organizational Fields. In: Beckett, J./Zafirovskiad, M. (Eds.): *Encyclopedia of Economic Sociology*. Routledge, Oxford, 488-491.
- C.08. Sydow, J. (2006). Loose Coupling. In: Beckett, J./Zafirovskiad, M. (Eds.): *Encyclopedia of Economic Sociology*. Routledge, Oxford, 406-407.
- C.07. Möllering, G. (2005). Rational, Institutional and Active Trust: Just Do It!! In: Bijlsma-Frankema, K./Klein Woolthuis, R. (Eds.): *Trust under Pressure: Empirical Investigations of Trust and Trust Building in Uncertain Circumstances*. Elgar, Cheltenham, 17-36.
- C.06. Sydow, J. (2005). Managing Interfirm Networks – Towards More Reflexive Network Development? In: Theurl, T. (Ed.): *Economics of Interfirm Networks*. Mohr Siebeck, Tübingen, 217-236.
- C.05. Manning, S. (2003). Binding Human Resources in Project Networks: Theoretical Concepts and Empirical Insights from the TV Industry. In: Luczak, H./Zink, K.J. (Eds.): *Human Factors in Organizational Design and Management*. Proceedings of ODAM VII. Aachen. Santa Monica, CA, 305-310.
- C.04. Lutz, A./Sydow, J./Staber, U. (2003). TV Content Production in Media Regions: The Necessities and Difficulties of Public Policy Support for a Project-based Industry. In: Brenner, T./Fornahl, D. (Eds.): *Cooperation, networks and institutions in regional innovations systems*. Elgar, Aldershot, 194-219.
- D. Working Papers**
- D.17. Dobusch, L./Sydow, J. (2011). *The Role of Platforms for Enterprise Ecosystems*, Paper presented at the Workshop for the 41st annual GI conference Informatik 2011, October 04-07, 2011.
- D.16. Berthod, O/Sydow, J. (2010). *Locked in the Iron Cage? When Institutionalization is (not) a Path-dependent Process*. Paper presented at the Academy of Management Meeting in Montreal, April 8, 2010.
- D.15. Sydow, J./ Windeler, A./ Schubert, C./ Möllering, G. (2007). *Organizing Networks for Path Creation and Extension in Semiconductor Manufacturing Technologies*. In: Paper presented at the Academy of Management Meeting in Philadelphia, August 8, 2007.
- D.14. Sydow, J./Lerch, F. (2007). *Developing Photonic Clusters – Commonalities, Contrasts and Contradictions*. AIM White Paper. Advanced Institute of Management Research. London.
- D.13. Fichter, M./Sydow, J./Volynets, L. (2007). *Organization and Regulation of Employment Relations in Transnational Production and Supply Networks. Ensuring Core Labor Standards through International Framework Agreements?* Paper presented at the 21st EGOS Colloquium, Vienna, July 5-7, 2007.
- D.12. Sydow, J./Windeler, A./Möllering, G./ Schubert C. (2007). *Path-Creating Networks: The Role of Consortia in Processes of Path Extension and Creation*. Paper presented at the Academy of Management Meeting, Anaheim, California.
- D.11. Lerch, F./Sydow, J./Provan, K.G. (2006). *Cliques in Clusters: Multi-dimensional Network Integration and Innovation Activities*. Paper presented at the 22nd EGOS Colloquium, July 6-8, 2006, Bergen, Norway.
- E. Further Publications**
- Papers on interfirm networks also appear in almost every volume of *Managementforschung* (Management Research) which has been edited by Peter Conrad, Georg Schreyögg and Jörg Sydow since 1991 and is published by Gabler, Wiesbaden, and from time to time in *Industrielle Beziehungen – The German Journal of Industrial Relations*, edited by Dorothea Alewell, Ingrid Artus, Martin Behrens, Berndt Keller, David Marsden and Jörg Sydow published by Hampp, Munich and Mering.
- Papers on organizational and interorganizational paths are available at <http://www.pfadkolleg.de>**
- For further information please visit <http://wiwiss.fu-berlin.de/en/sydow>**