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Biography

Sonja Opper is a Professor of Global Strategy and Institutions at Università Bocconi. Before joining Bocconi, she was the Gad Rausing Professor of International Economics and Business at the Department of Economics at Lund University in Sweden. Her research is about how individual effort and local institutions contribute to some businesses being much more successful than others.

Her current research explores patterns of institutional change, the interplay between social networks and institutions, and social heuristics of strategic decisions. Most of her empirical research is set in transition and emerging economies—such as China’s economy—which offer a natural laboratory for the study of social and institutional change. In her research she combines different methodologies such as standard manager and company surveys, laboratory experiments and social network analysis. She is the author of numerous articles on her topics of interest. Her works have been published in the Journal of Management Studies, Academy of Management Journal, and in the Management and Organization Review, among others.

She got her PhD in Economics from the University of Tübingen in Germany.

ARTICLES IN SCHOLARLY JOURNALS

OPPER S., ZOU N.

Trust in Difficult People: A Social Network Perspective

Journal of Management Studies, 2024, vol.61, no. 7, pp.2885–2918

BURT R. S., OPPER S.

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OPPER S.

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Organization Science, 2022, vol.33, no. 2, pp.495-517

OPPER S., BURT R. S.

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BURZYNSKA K., OPPER S.

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HOLM H. J., NEE V., OPPER S.

Strategic decisions: behavioral differences between CEOs and others

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OPPER S., ANDERSSON F. N. G.

Are entrepreneurial cultures stable over time? Historical evidence from China

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ANDERSSON F. N. G., BURZYNSKA K., OPPER S.

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Journal of Institutional and Theoretical Economics (JITE), 2010, vol.166, no. 3, pp.397-425

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Management and Organization Review, 2007, vol.3, no. 1, pp.19-53

HU Y., OPPER S., WONG S. M. L.

Political economy of labor retrenchment: Evidence based on China's state-owned enterprises

China Economic Review, 2006, vol.17, no. 3, pp.281-299

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The Political Economy of Privatization: Empirical Evidence from Transition Economies

Kyklos, 2004, vol.57, no. 4, pp.559-586

WONG S. M. L., OPPER S., HU R.

Shareholding structure, depoliticization and firm performance

Economics of Transition and Institutional Change, 2004, vol.12, no. 1, pp.29-66

OPPER S.

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OPPER S.

Dual-track Ownership Reforms: Lessons from Structural Change in China, 1978-1997

Post-Communist Economies, 2001, vol.13, no. 2, pp.205-227

GURBAXANI I., OPPER S.

How tensions between specific Chinese and American interests affect China's entry into the WTO

RESEARCH MONOGRAPHS

NEE V., OPPER S.

Capitalism from below: markets and institutional change in China

Harvard University Press, United States of America, 2012

CONTRIBUTION TO CHAPTERS, BOOKS OR RESEARCH MONOGRAPHS

OPPER S.

Economic Change from an Institutional Perspective in *Handbook of Economic Sociology for the 21st Century*
Andrea Maurer(Ed), Springer International Publishing, pp.177-190, 2021

NEE V., OPPER S.

Economic Institutions from Networks in *Re-Imagining Economic Sociology*

Patrik Aspers, Nigel Dodd (Eds),Oxford University Press, chap. 6, pp.148-173, 2015

NEE V., OPPER S.

Sociology and the New Institutionalism in *International Encyclopedia of the Social & Behavioral Sciences*

James D. Wright (Eds),Elsevier, pp.979-983, 2015

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Shenggen Fan, Ravi Kanbur, Shang-Jin Wei, Xiaobo Zhang (Eds),Oxford University Press, pp.267-272, 2014

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Lisa Keister (Eds),Emerald Group Publishing Limited, pp.3-34, 2009

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New Institutional Economics and Its Application on Transition and Developing Economies in *New Institutional Economics*

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Going Public Without the Public: Between Political Governance and Corporate Governance in *The Chinese Economy in the 21st Century: Enterprise and Business Behaviour*

Barbara Krug, Hans Hendrichske(Ed), Edward Elgar Publishing, chap. 1, pp.1-20, 2007

NEE V., OPPER S.

On Politicized Capitalism in *On Capitalism*

Victor Nee, Richard Swedberg (Eds),Stanford University Press, chap. 4, pp.93-127, 2007

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The power structure in China's listed companies: the company law and its enforcement in *China's new role in the international community : challenges and expectations for the 21st century*

Heinz-Dieter Assmann, Karin Moser v. Filseck (Eds),Peter Lang, pp.119-148, 2005

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Inefficient Property Rights and Corruption: The Case of Accounting Fraud in China in *The New Institutional Economics of Corruption*

Johann Graf Lambsdorff, Markus Taube, Matthias Schramm(Ed), Routledge, chap. 11, 2004

OPPER S.

Arbeitsmarktinstitutionen und arbeitsmarktpolitische Instrumente in der VR China in *Der chinesische Arbeitsmarkt : Strukturen, Probleme, Perspektiven*
Jutta Hebel, Günter Schucher(Ed), Institut für Asienkunde, pp.45-67, 1999

OPPER S., STARBATTY J.

Menschenrechte und die Globalisierung der Wirtschaft - Konflikt oder Chance in *Perspektiven der Menschenrechte: Beiträge zum fünfzigsten Jubiläum der UN-Erklärung (Moderne Geschichte und Politik)*
Benita von Behr, Lara Huber, Andrea Kimmi, Manfred Wolff (Eds), Peter Lang, pp.127-145, 1999

PROCEEDINGS/PRESENTATIONS

BURT R. S., OPPER S.

Guanxi and Structural Holes

83rd Annual Meeting of the Academy of Management, 4-8 August 2023, Boston, United States of America

BURT R. S., OPPER S., SODA G.

Emotional Energy and Structural Holes

Intra-Organizational Networks Conference (ION Conference), April 14-16, 2023, Lexington, KY, United States of America

NEE V., OPPER S., HOLM H.

Relational Exchange and Generalized Trust in China

76th Annual Meeting of the Academy of Management - August 5-9 2016, Anaheim, CA, United States of America

OPPER S., ANDERSSON F. N. G., WILSON R.

Culture and entrepreneurship in China: Evidence on stable long-run regional variation

76th Annual Meeting of the Academy of Management - August 5-9 2016, Anaheim, CA, United States of America

Grants & Honors

Excellence in Research Award - Università Commerciale Luigi Bocconi , 2022

OMT Best Paper in Entrepreneurship Award - Academy of Management , 2016

George R. Terry Book Award (Capitalism from Below: Markets and Institutional Change in China By: Victor Nee and Sonja Oppen) - Academy of Management , 2013

Gold Medal in International Business/Globalization, 2013 Axiom Business Book Awards (Capitalism from Below: Markets and Institutional Change in China By: Victor Nee and Sonja Oppen) , 2013

Choice Outstanding Academic Title of 2012 (Capitalism from Below: Markets and Institutional Change in China By: Victor Nee and Sonja Oppen) , 2012
