# Doctoral program “Economics and Management”

# Candidate exam program

Part 1. Contemporary economics

1. Evolution of methodology of economic science from 19th to 21st century. Main methodological discussions.
2. Strengths and weaknesses of neoclassical economic theory. Economic imperialism: opportunities and limitations.
3. Structure of contemporary economic science: main branches and their interconnections.
4. Model of man in economics: from neoclassical to evolutionary.
5. Behavioral economics and behavioral finance. Experimental economics and its methods.
6. Models of imperfect price and quantity competition: main theoretical problems and its practical application to management decisions.
7. Choice of product differentiation: theory, empirical research and application to management.
8. Competition through advertising and R&D: main theoretical approaches and empirical research.
9. Network effects and platform economics: main concepts and its relation to management decisions.
10. Evaluation of new goods: contractual decisions, experts and auction theory.
11. Adverse selection: theory, empirical research, application to management.
12. Moral hazard: theory, empirical research, application to management.
13. Hold-up problem: theory, empirical research, application to management.
14. Application of contract theory to organizational design: positions, departments, units, boundaries of the firm.
15. Classical economic sociology and new economic sociology as alternative approaches to economic theory: opportunities and limitations.
16. Economic anthropology and its approaches to the analysis of economic behavior. Cultural economics and its relation to economic sociology.
17. Theory of social choice. Theories of voting and collective decision making. Application to management.
18. Moral theory and economics. Moral norms as a result of rational choice and collective agreement. Application to management.
19. The New Institutional Economics: the state-of-the-art and the future.
20. Institutions: concept, classification, and functions. Focal point. Measuring institutions: application to management and entrepreneurship.
21. Transaction costs: theory and empirical research.
22. Transaction cost economics: theory, empirical research, application to management.

Part 2. Contemporary theory of organization and management

* 1. Evolution of organization theory. Main typologies of schools in organizational and managerial thought.
  2. Organization as a research object. Organization as a rational, natural and open system.
  3. Contingency theory and strategic fit perspective. Configurational approach towards organizational research.
  4. Contingency theory and strategic choice perspective (a comparative analysis).
  5. Key points of the behavioral theory of the firm. Main research traditions in the behavioral stream. The notion of organizational learning.
  6. Scientific management school: conditions of emergence, leading representatives, and key points. Scientific management as a philosophy and a management toolkit. Significance of scientific management for the development of management theory and practice. Main criticism lines with regards to the scientific management school of thought.
  7. Classical (administrative) school of thought: conditions of emergence, leading representatives, and key points. Contribution of administrative school to the development of management theory and practice. Main criticism lines with regards to the administrative management school of thought.
  8. Human relations school: conditions of emergence, leading representatives and key points, development during 1940–1950. Contribution of human relations school to the development of management theory and practice. Main criticism lines with regards to the human relations management school of thought.
  9. Contingency approach in management: conditions of emergence, leading representatives and key points. Contribution of contingency approach to the development of management theory and practice.
  10. Development of management theory and practice during 1980–1990. Lean production. Total quality management. Business process reengineering.
  11. Research on organizational culture in the end of the XX century. Notion, manifestation levels and functions of organizational culture.
  12. Leadership research: universal, behavioral and situational approaches. Modern leadership concepts and their peculiarities.
  13. Learning organization concept: conditions of emergence and key points. Contribution of learning organization concept to the development of management theory and practice. Knowledge management.
  14. Corporate social responsibility concept: conditions of emergence and key points. The concept development in 2000–2010. Shared value concept by M. Porter.
  15. Strategic management theory: conditions of emergence and intellectual roots. The notions of strategy, strategic management, competitive advantage. General characteristic of the leading “schools of thought on strategy formation”.
  16. Positioning school: conditions of emergence and intellectual roots, leading representatives. The five competitive forces model. The notion of value chain. M. Porter’s generic competitive strategies. Constraints of positioning school.
  17. Resource dependency theory: general characteristic and contribution into organization theory.
  18. Resource dependency theory and the problem of organizational interdependence and organizational strategies in relation to external environment.
  19. Resource-based view as a new strategic management paradigm: conditions of emergence, intellectual roots, and main ideas.
  20. The notions of firm resources, capabilities, and competences and relationships between them. Practical implications of the resource-based view. Methodological issues in strategic analysis within the resource-based perspective.
  21. The concept of dynamic capabilities. Discussion on the notion of dynamic capabilities.
  22. Organizational networks: origins and variety of ways they function. The notion of strong and weak ties. Embeddedness perspective.
  23. Main issues in neoinstitutional organizational theory. Organizational isomorphism and its mechanisms.
  24. Organizational ecology: main characteristics and contribution into organization theory. Emergence and dynamics of organizational populations.
  25. Interpretation processes within an organization. The concept of organizational sensemaking.

**Literature**

**Part 1**

**Compulsory literature**

* Acemoglu, D., Robinson, J. 2012. *Why Nations Fail: The Origins of Power, Prosperity and Poverty*. New York: Crown Business.
* Altman, M. 2017. Handbook of Behavioural Economics and Smart Decision-making: Rational Decision-Making Within the Bounds of Reason. <https://www.amazon.com/Handbook-Behavioural-Economics-Smart-Decision-making/dp/1782549579/ref=sr_1_3?ie=UTF8&qid=1529420976&sr=8-3&keywords=altman+handbook>
* Bramoullé, Y., Galeotti, A., Rogers, B. (Eds.). 2016. *The Oxford Handbook of the Economics of Networks*. Oxford University Press.
* Buchanan, J., Heesang, Ch. D., Deakin, S. 2014. Empirical analysis of legal institutions and institutional change: Multiple-methods approaches and their application to corporate governance research. *Journal of Institutional Economics,* **10** (1): 1–20.
* Collins, B. M., Fabozzi, F. J. 1991. A methodology for measuring transaction costs. *Financial Analysts Journal,* **47** (2) 27–36.
* David, R. J., Han, S-K. 2004. A systematic assessment of the empirical support for transaction cost economics. *Strategic Management Journal*, **25** (1): 39–58.
* Eggertsson, T. 2013. Quick guide to New Institutional Economics. *Journal of Comparative Economics,* **41** (1): 1–5.
* Garrido, E., Gomez, J., Maicas, J. P., Orcos, R. 2014. The institution-based view of strategy: How to measure it. *Business Research Quarterly,* **17** (2) 82–101.
* Glimcher, P. W., Fehr, E. (Eds.). 2013. *Neuroeconomics: Decision Making and the Brain*. Academic Press.
* Ménard, C., Shirley, M. M. 2014. The future of new institutional economics: From early intuitions to a new paradigm? *Journal of Institutional Economics,* **10** (4): 541–565.
* Menyashev, R., Natkhov, T., Polishchuk, L., Syunyaev, G. 2011. New Institutional Economics: A state-of-the-art review for economic sociologists. *Economic Sociology: The European Electronic Newsletter,* **13** (1): 12–21.
* Rindfleisch, A., Heide, J. B. 1997. Transaction cost analysis: Past, present, and future applications. *Journal of Marketing*, **61** (4): 30-54
* Van Raaij, W. F., van Veldhoven, G. M., Wärneryd, K. E. (Eds.). 2013. *Handbook of Economic Psychology*. Springer Science & Business Media.
* Voigt, S. 2013. How (Not) to measure institutions. *Journal of Institutional Economics*. **9** (1): 1–26.
* Williamson, O. E. 2010. Transaction Cost Economics: The natural progression. *American Economic Review*, **100** (3): 673–690
* Williamson, O. E. 2000. The New Institutional Economics: Taking Stock, Looking Ahead. *Journal of Economic Literature,* **XXXVIII** (3): 595–613.
* Williamson, O. E. 2002. The theory of the firm as governance structure: From choice to contract. *Journal of Economic Perspectives*, **16** (3): 171–195.

**Supplementary literature**

* Baumol W. J. 1990. Entrepreneurship: Productive, Unproductive, and Destructive. *Journal of Political Economy*, **98** (5): 893–892.
* Foss N. J. 2003. The strategic management and transaction cost nexus: Past debates, central questions, and future research possibilities. *Strategic Organization*, 1 (2): 139–169.
* Furubotn, E. G., & Richter, R. 2005. *Institutions and Economic Theory: The Contribution of the New Institutional Economics*. University of Michigan Press.
* Gibbons R. 2010. Transaction-Cost Economics: Past, present, and future? *Scandinavian Journal of Economics,* 112 (2): 263–288.
* Ménard, C., Shirley, M. M. (Eds.). 2005. *Handbook of New Institutional Economics.* Dordrecht: Springer.
* Meramveliotakis, G., Milonakis D. 2010. Surveying the transaction cost foundations of new institutional economics: A critical inquiry. *Journal of Economic Issues,* **44** (4): 1045–1071.
* Nickerson J., Bigelow L. 2008. New Institutional Economics, organization, and strategy. In: É. Brousseau, J.-M. Glachant (eds.). *New Institutional Economics*: *A Guidebook*. Cambridge et al.: Cambridge University Press: 183–208.
* Pepall, L., Richards, D. J., Norman, G. 2005. *Industrial Organization*. P. Debashis (Ed.). Thomson/South-Western.
* Samuels, W. J., Biddle, J. E., Davis, J. B. (Eds.). 2008. *A Companion to the History of Economic Thought*. John Wiley & Sons.
* Smelser, N. J., Swedberg, R. (Eds.). 2010. *The Handbook of Economic Sociology*. Princeton University Press.
* Williamson, O. E. 1981. The economics of organization: The transaction cost approach. *The American Journal of Sociology,* **87** (3): 548–577.
* Williamson, O. E. 1999. Strategy Research: Governance and Competence Perspectives. *Strategic Management Journal,* **20**: 1087–1108.
* Zhengchao L., Qin L., Pan W. 2012. Literatures review on transaction costs measurement advances. *Asian Social Science,* **8** (12): 127–132.

**Part 2**

**Compulsory literature**

* Argote, L., Greve, H. R. 2007. A behavioral theory of the firm—40 years and counting: Introduction and impact. *Organization Science*, **18** (3): 337–349.
* Barney, J. 1991. Firm resources and sustained competitive advantage. *Journal of Management*, **17**: 99–120.
* Campbell, A., Faulkner, D. (Eds.). 2006. *The Oxford Handbook of Strategy: A Strategy Overview and Competitive Strategy*. Oxford University Press. – 1031 p.
* Child, J. 1972. Organization structure, environment and performance: The role of strategic choice. *Sociology*, **6** (1), 1–22.
* Daft, R. 2016. *Management*. 12th ed. Boston, MA: Cengage Learning. – 767 p.
* Drazin, R., Van De Ven, A. H. 1985. Alternative forms of fit in contingency theory. *Administrative Science Quarterly*, **30** (4), 514–539.
* Hannan, M. T., Freeman, J. 1977. The population ecology of organizations. *American Journal of Sociology*, **82** (5): 929–964.
* Meyer, A. D., Tsui, A. S., Hinings, C. R. 1993. Configurational approaches to organizational analysis. *Academy of Management Journal*, **36**: 1175–1195.
* Scott, W. R. 2004. Reflections on a half-century of organizational sociology. *Annual Review of Sociology*, **30**: 1–21.
* Teece, D. J., Pisano, G., Shuen, A. 1997. Dynamic capabilities and strategic management. *Strategic Management Journal*, **18** (7): 509–533.
* Weick, K. E., Sutcliffe, K. M., Obstfeld, D. 2005. Organizing and the process of sensemaking. *Organization Science*, **16**, 409–421.
* Wilkinson, A., Armstrong, S. J., Lounsbury M. (Eds.). 2017. *The Oxford Handbook of Management*. Oxford University Press. – 571 p.
* Zaheer, A., Gözübüyük, R., Milanov, H. 2010. It's the connections: The network perspective in interorganizational research. *Academy of Management Perspectives*, **24** (1): 62–77.

**Supplementary literature**

* Jones, G. R. 2004. *Organizational Theory: Text and Cases*. Addison-Wesley Publishing Company.
* Porter, M. E., Kramer, M. R. 2011. Creating shared value. *Harvard Business Review*. **89** (1–2): 62–77.
* Pfeffer, J., Salancik, G. R. 1978. *The External Control of Organizations: A Resource Dependence Perspective* (2003 classic ed.). Stanford, CA: Stanford University Press, Chapter 3.
* Scott, W. R. 2001. *Institutions and Organizations: Crafting an Analytic Framework I: Three Pillars of Institutions.* 2nd edition. Thousand Oaks: Sage Publication. Chapter 3.
* Warner, M. (Ed.). 2002. *International Encyclopedia of Business and Management*. 2nd edition. Thomson Learning. Vol. 1–8.

**Electronic resources**

*Ebrary Academic Complete*

[*http://www.gsom.spbu.ru/library/index/ebrary\_academic\_complete/*](http://www.gsom.spbu.ru/library/index/ebrary_academic_complete/)

*EBSCO*

[*http://www.gsom.spbu.ru/library/index/ebsco/*](http://www.gsom.spbu.ru/library/index/ebsco/)

*ABI Inform Global*

[*http://www.gsom.spbu.ru/library/index/abi\_inform\_global/*](http://www.gsom.spbu.ru/library/index/abi_inform_global/)

*JSTOR*

[*http://www.gsom.spbu.ru/library/index/jstor/*](http://www.gsom.spbu.ru/library/index/jstor/)

*Cambridge University Press (CUP)*

[*http://www.gsom.spbu.ru/library/index/cup/*](http://www.gsom.spbu.ru/library/index/cup/)