

SONJA OPPER

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Office: Department of Technology and Management
Bocconi University
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EDUCATION

- 2003 Professorship qualification thesis (Habilitation); Eberhard-Karls-University Tübingen,
1999 Ph.D. Economics, Eberhard-Karls-University Tübingen,
(Dissertation: "Economic Reforms and Employment Change in China", summa cum
laude)
1995 M.A., Economics, Eberhard-Karls-University Tübingen

ACADEMIC POSITIONS

- 03/2023- De Agostoni Endowed Chair
2020- Professor, Department of Management and Technology, Bocconi University
2005-2020 Gad Rausing Professor in International Economics and Business,
Department of Economics, Lund University (Sweden)
2003-2005 Associate professor (Privatdozentin), Department of Economics, Tübingen University
1999-2003 Assistant professor, Department of Economics, Tübingen University

FELLOWSHIPS

- International Research Fellow, Centre for Corporate Reputation, Oxford University Said School
of Business, Oxford, England, since 2019
Research Associate, The Center for East Asian Studies, University of Chicago, IL, 2019-2020.

LEADER OF RESEARCH GRANTS

- Senior Research Grant, Bocconi University, 8,371 € 2023.

Sabbatical grant, Riksbanken Jubileumsfonds, 1,871,000 SEK, 2019

"Social Networks and Human Behavior: A Study of Social Dilemma Situations," Jan Wallander's and Tom Hedelius' Foundation, 1,500,000 SEK, 2018-2021.

"The Making of Knowledge-based Metropolitan Economies: IT Start-ups in International Comparison," Marianne and Marcus Wallenberg Foundation, 2014-2017, 6,988,000 SEK.

"How China Innovates: Interfirm-cooperation in High-risk Environments," Craafordska Stiftelsen, 2012-2013, 250000 SEK.

"Firms and Politicized Capitalism: A Longitudinal Study of China's Private Enterprise Economy," Jan Wallander's and Tom Hedelius' Foundation, 2,000,000 SEK, 2011-2014.

"Political Connections and External Shocks: Evidence from China," Craafordska Stiftelsen, 250,000 SEK, 2010.

"Comparative Institutional Analysis," Seed grant of the University of Lund; 3,000,000 SEK, 2009-2012.

"Social Capital and Finance," Vetenskapsrådet (Swedish Science Council), 2,400,000 SEK, 2008-2011.

VG-Wort; publication grant / publication of professorship qualification thesis, 2004

Research grant of the German Science Foundation, 2000-2002

Travel grant from the Deutscher Akademischer Austauschdienst (DAAD), 1996

Scholarship from the state of Baden-Württemberg, 1996-1997

AWARDS

Excellence in Research Award - Bocconi University, 2022

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

George R. Terry Best Book Award in Management, Academy of Management, 2013

Gold Medal Axiom Business Book Award in International Business and Globalization, 2013

Choice Outstanding Academic Title, 2012

Dissertation Award of Excellence, Chamber of Industry and Commerce, 1999

PUBLICATIONS

I) Books

Capitalism from Below: Markets and Institutional Change in China (with Victor Nee), Cambridge, MA: Harvard University Press, 2012.

Chinese translation: Peking: Peking University Press, 2016

- Winner of the George R. Terry Award 2013, Award bestowed by the Academy of Management for the best book in management published in the two preceding years.

- Winner of the Gold Medal of the Axiom Business Book Award in the category for International Business and Globalization 2013
- A Choice Outstanding Academic Title 2012

Zwischen Political Governance und Corporate Governance: Eine institutionelle Analyse chinesischer Aktiengesellschaften (Between Political Governance and Corporate Governance. An Institutional Analysis of China's Listed Firms), Habilitation, Schriftenreihe zur Ostasienforschung (ed. Dieter Cassel, Winfried Flüchter, Thomas Heberer, Günter Heiduk, Carsten Herrmann-Pillath and Werner Pascha), Baden-Baden, 2004.

Wirtschaftsreform und Beschäftigungswandel in der VR China (Economic Reforms and Employment Change in the PR of China), Schriftenreihe zur Ostasienforschung (ed. Dieter Cassel, Winfried Flüchter, Thomas Heberer, Günter Heiduk, Carsten Herrmann-Pillath and Werner Pascha), Bd. 11, Baden-Baden 1999.

II) Journal articles

Burt, Ronald S. and Sonja Opper. 2024. "Guanxi and Structural Holes: Strong Bridges from Relational Embedding." *American Journal of Sociology*, <https://www.journals.uchicago.edu/doi/10.1086/730630>, publication scheduled for July.

Opper, Sonja and Na Zou. 2023. "Trust in Difficult People: A Social Network Perspective." *Journal of Management Studies*, <https://onlinelibrary.wiley.com/doi/10.1111/joms.12996>.

Opper, Sonja. 2023. "Social Network and Institution-based Strategy Research." *Asia Pacific Journal of Management*, 40: 329-351.

Burt, Ronald S., Sonja Opper and Hakan Holm. 2022. "Cooperation Beyond the Network." *Organization Science*, 33(2): 495-517.

Opper, Sonja and Ronald S. Burt. 2021. "Social Network and Temporal Myopia." *Academy of Management Journal*, 64(3): 741-771.

Burt, Ronald S., Sonja Opper and Na Zou. 2021. "Social Network and Family Business: Uncovering Hybrid Family Firms." *Social Networks*, 65 (May): 141-156.

Burt, Ronald S. and Sonja Opper. 2020. "Political Connection and Disconnection: Still a Success Factor for Chinese Entrepreneurs." *Entrepreneurship Theory and Practice*, 44(6): 1199-1228.

Burzynska, Katarzyna and Sonja Opper. 2020. "Interbank Relations, Environmental Uncertainty, and Corporate Credit Access in China." *Management and Organization Review*, 16(3): 595-628.

Holm, Håkan J., Victor Nee, and Sonja Opper. 2020. "Strategic Decisions: Behavioral Differences between CEOs and Others." *Experimental Economics*, 23: 154-180.

Opper, Sonja and Fredrik N.G. Andersson. 2019. "Are Entrepreneurial Cultures Stable over Time? Historical Evidence from China." *Asia Pacific Journal of Management*, 36(4): 1165-1192.

Andersson, Fredrik N.G., Sonja Opper and Usman Khalid. 2018. "Are Capitalists Green? Firm Ownership and Provincial CO2 Emissions in China." *Energy Policy* 123: 349-359.

Burt, Ronald S., Yanjie Bian and Sonja Opper. 2018. "More or Less Guanxi: Trust is 60% Network Context, 10% Individual Differences." *Social Networks* 54(July): 12-25.

- Nee, Victor, Håkan J. Holm, and Sonja Oppen. 2018. "Learning to Trust: From Relational Exchange to Generalized Trust in China." *Organization Science* 29(5): 969-986.
- Burt, Ronald S. and Sonja Oppen. 2017. "Early Network Events in the Later Success of Chinese Entrepreneurs." *Management and Organization Review* 12(3): 497-537.
- Oppen, Sonja, Victor Nee and Håkan J. Holm. 2017. "Risk Aversion and Guanxi Activities: A Behavioral Analysis of CEOs in China." *Academy of Management Journal* 60(4): 1504-1530.
- DellaPosta, Daniel, Victor Nee and Sonja Oppen. 2017. "Endogenous Dynamics of Institutional Change." *Rationality and Society* 29(1): 5-48.
- Andersson, Fredrik N.G., Katarzyna Burzynska and Sonja Oppen. 2016. "Lending for Growth? A Granger Causality Analysis of China's Finance-Growth Nexus." *Empirical Economics* 51(3): 897-920.
- Oppen, Sonja, Victor Nee and Stefan Brehm. 2015. "Homophily in the Career Mobility of China's Political Elite." *Social Science Research* 54: 332-352.
- Oppen, Sonja and Victor Nee. 2015. "Network Effects, Cooperation and Entrepreneurial Innovation in China." *Asian Business & Management* 14(4): 283-302.
- Holm, Håkan, Sonja Oppen and Victor Nee. 2013. "Entrepreneurs under Uncertainty: An Economic Experiment in China." *Management Science* 59:1671-1687.
- Andersson, Fredrik N.G., David L. Edgerton and Sonja Oppen. 2013. "A Matter of Time: Revisiting Growth Convergence in China." *World Development* 45: 239-251.
- Oppen, Sonja, Sonia Wong and Yong Yang. 2012. "Sales Maximization or Profit Maximization: How State Shareholders Discipline their CEOs in China." *Asia-Pacific Journal of Financial Studies* 41(3).
- Westerlund, Joakim, David Edgerton and Sonja Oppen. 2010. "Why is Chinese Provincial Output Diverging?" *Journal of Asian Economics* 21(4): 333-345.
- Nee, Victor and Sonja Oppen. 2010. "Endogenous Institutional Change and Dynamic Capitalism." *Sociologia del Lavoro* 118: 15-37.
- Nee, Victor and Sonja Oppen. 2010. "Political Connections in China's Market Economy." *Social Forces* 88(5): 2105-2133.
- Nee, Victor, Jeong-han Kang and Sonja Oppen. 2010. "Entrepreneurial Action: Market Transition, Property Rights, and Innovation." *Journal of Institutional and Theoretical Economics* 166(3): 397-425.
- Nee, Victor and Sonja Oppen. 2009. "Bureaucracy and Finance." *Kyklos* 62(2): 293-315.
- Oppen, Sonja and Sylvia Schwaag-Serger. 2008. "Institutional Analysis of Legal Change: The Case of Corporate Governance in China." *Journal of Law & Policy* 26,

Nee, Victor, Sonja Opper and Sonia Wong. 2007. "Developmental State and Corporate Governance in China." *Management Organization Review* 3(1):19-53.

Hu, Yifan, Sonja Opper and Sonia Wong. 2006. "Political Economy of Labor Retrenchment: Evidence based on China's SOEs." *China Economic Review* 17(3):281-299.

Wong, Sonia M.L., Sonja Opper and Ruyin Hu. 2004. "Shareholding Structure, De-politicization and Enterprise Performance: Lessons from China's Listed Companies." *Economics of Transition* 12(1): 29-66.

Opper, Sonja. 2004. "The Political Economy of Privatization: Empirical Evidence from Transition Economies." *Kyklos* 57(4): 567-594.

Opper, Sonja. 2003. "Enforcement of China's Accounting Standards: Reflections on Systemic Problems." *Business and Politics* 5(2): 151-173.

Opper, Sonja, Sonia M.L. Wong and Ruyin Hu "Party Power, Market and Private Power: CCP Persistence in China's Listed Companies." 2002. *Research in Social Stratification and Mobility*, 19: 103-136.

Opper, Sonja. 2001. "Dual-Track Ownership Reforms: Lessons from Structural Change in China, 1978-1997." *Post-Communist Economies* 13(2): 205-227.

Opper, Sonja. 2001. "Der Stand der Neuen Institutionenökonomik." *Wirtschaftsdienst. Zeitschrift für Wirtschaftspolitik* 10(Okt.): 601-608.

Gurbaxani, Indira and Sonja Opper. 1998. "How Tensions between Specific Chinese and American Interests Affect China's Entry into the WTO," *Intereconomics. Review of International Trade and Development*, September/October 1998, 33: 212-222.

Gurbaxani, Indira and Sonja Opper. 1998. "Chinas Weg in die WTO." *Das Wirtschaftsstudium. Zeitschrift für Ausbildung, Examen und Berufseinstieg* 10: 1106-08.

Feldmann, Horst and Sonja Opper. 1998. "Neue Reformen der chinesischen Staatsbetriebe." *Ost-europa-Wirtschaft*, 4: 396-414.

Opper, Sonja. 1997. "Chinesische Beschäftigungspolitik zwischen Stabilitäts- und Effizienzzielen." *Asien* 65: 23-38.

III) Book chapters

Opper, Sonja. 2021. "Economic Change from an Institutional Perspective." *Handbook of Economic Sociology for the 21st Century*. Springer Nature, forthcoming.

Nee, Victor and Sonja Opper. 2015. "From Networks to Norms and Economic Institutions," *Re-Imagining Economic Sociology*, edited by Patrik Aspers and Nigel Dodd. Oxford: Oxford University Press, pp. 148-173.

Nee, Victor and Sonja Opper. 2015. "Sociology and the New Institutionalism," *International Encyclopedia of the Social and Behavioral Sciences*, edited by Wright, James D. (ed.), 2nd edition, Elsevier, pp. 979-983.

Nee, Victor and Sonja Oppen. 2014. "Markets and Institutional Change in China." *The Oxford Companion to the Economics of China*, Shenggen Fan, Ravid Kanbur, Shang-jin Wei and Xiaobo Zhang, Eds. Oxford: Oxford University Press, pp. 267-272.

Nee, Victor and Sonja Oppen. 2009. "Bringing Market Transition Theory to the Firm." in *Work and Organizations in China After Thirty Years of Transition*, edited by Lisa A. Keister. Emerald Group Publishing.

Oppen, Sonja. 2008. "New Institutional Economics in Transition & Developing Economies." *NIE-textbook*, edited by Jean-Michel Glachant and Eric Brousseau, Cambridge University Press.

Oppen, Sonja. 2007. "Going Public without the Public: Between Political Governance and Corporate Governance." in Barbara Krug/Hans Hendrichske (eds.) *China in the 21st Century: Economic and Business Behaviour*, London: Edward Elgar, pp. 1-20.

Oppen, Sonja 2007. "Privatization," *Encyclopedia of Law and Society. American and Global Perspectives*. Thousand Oaks: Sage, 2007.

Nee Victor and Sonja Oppen. 2007. "On Politicized Capitalism." in Victor Nee/Richard Swedberg (eds.) *On Capitalism*, Stanford: Stanford University Press, pp. 93-127.

Oppen, Sonja, Sonia M.L. Wong and Ruyin Hu. 2005. "The Power Structure in China's Listed Companies: The Company Law and its Enforcement." *China's New Role in the International Community: Challenges and Expectations for the 21st Century*, edited by H.D. Assmann and K. Moser v. Filseck, Frankfurt: Peter Lang, pp. 119-148.

Nee, Victor and Sonja Oppen. 2005. "Economic Transformation in Post-Communist Societies." in Jens Beckert and Milan Zafirovski, eds., *International Encyclopedia of Economic Sociology*, Routledge.

Oppen, Sonja. 2004. "Inefficient Property Rights and Corruption: The Case of Accounting Fraud in China." in Johann Graf Lambsdorff, Matthias Schramm, Markus Taube (eds.), *Corruption and the New Institutional Economics*, Routledge.

Oppen, Sonja. 1999. "Arbeitsmarktinstitutionen und arbeitsmarktpolitische Instrumente in der VR China." in: Hebel, Jutta and Schucher, Günter (ed.): *Der chinesische Arbeitsmarkt. Strukturen, Probleme, Perspektiven*, Mitteilungen des Instituts für Asienkunde, Nr. 306, pp. 45-67.

Oppen, Sonja and Joachim Starbatty. 1999. "Menschenrechte und die Globalisierung der Wirtschaft - Konflikt oder Chance." In: Benita von Behr, Lara Huber, Andrea Kimmi and Manfred Wolff (eds.): *Perspektiven der Menschenrechte, Beiträge zum fünfzigsten Jubiläum der UN-Erklärung*, pp. 127-145.

RECENT COURSES AT BOCCONI (AND PRIOR)

Bocconi University

30574 Business Management in China (3rd year BSc-level)

30576 Institutions and Global Strategy (3rd year BSc-level)

10520 Doing Business in China (Post Graduate)

Lund U.

China's Economy (NEKN74 MSc-level)

Advanced Development Economics (NEKN73 MSc-level)

Institutions, Markets and the Firm (NEKN75 MSc-level)

Institutional Economics, PhD level

PROFESSIONAL SERVICE AND POSITIONS OF TRUST

Board Member of the International Society for New Institutional Economics, 2003-2007

Board member of Center for East and Southeast Asian Studies (Lund University), 2005-2012

Organization of the Lund-Fudan Economic Forum, LUSEM, 2007, 2009, 2011

Member of PhD selection committee (Department of Economics, Lund University), 2008, 2009, 2010, 2011, 2012, 2013

Board member of Scientific Research Council at SIDA (Swedish International Development Co-operation Agency), 2010-2013

Member of the Advisory Board of SSRN New Institutional Economics Abstracting Journal, 2007-

Program Director, Master in International Economics with a focus on China (Department of Economics, Lund University), 2007-2019

Academic coordinator of the interdisciplinary research group "Comparative Institutional Analysis" (LUSEM), 2009-2017

Board member Lund Research Institute, 2010-2015

Board member, The Ostrom Workshop, University of Indiana, 2015-2026

Academic Advisory Council, IN-EAST School of Advanced Studies, University of Duisburg-Essen, since 2015

Member of the George. R. Terry Award Committee, Academy of Management 2017.

Chair of the George. R. Terry Award Committee, Academy of Management 2018.