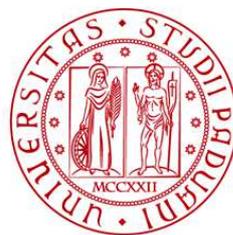


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di studi superiori



**UNIVERSITÀ
DEGLI STUDI
DI PADOVA**

GALILEAN SCHOOL COURSE CATALOG

CLASS OF SOCIAL SCIENCES

ACADEMIC YEAR 2018-2019

1st YEAR

PRINCIPLES OF MANAGEMENT

Title: Principles of Management I

Lecturer: Fiorenza Belussi, Full Professor of Business Management, Department of Economics and Business “Marco Fanno”, University of Padua Fiorenza.belussi@unipd.it

Subject: Management (SECS-P/08)

Period: 1st semester, 20h

Language: English

Syllabus

Goals:

The course aims to provide knowledge of the fundamentals of business and innovation and its implications in terms of firm’ performance. Students will acquire competence related to implementing innovation strategies and business models development through interactive sessions and case studies. The course will explore the evolution of firms’ value change throughout verticalization, differentiation, and niche exploration.

Part I (10 hours)

STRATEGY

Contents:

- Introduction to business strategy
- The concept of strategy and the planning process
- The core concept: the mission of business
- Identifying the firm’s core competences
- The analysis of industry
- The value chain approach
- The formulation of a business model between horizontal strategies, diversification, verticalization and new niches creation

References

Hax, Arnaldo C., and Nicolas S. Majluf. *The Strategy Concept and Process: A Pragmatic Approach*. 2nd ed. Upper Saddle River, Savarese, L. Orsi, and F. Belussi 2016, *European Planning Studies* M.F., New venture high growth in high-tech environments, 24 (11): 1937-1958.

Part II (10 hours)

INNOVATION

Detailed Program:

1. Basic Concepts
- 2 Models endogenous and exogenous technological change: the Schumpeterian tradition
- 3 Sources and models of innovation
4. Types of innovation (radical, incremental, architectural)
5. R & D, patents , and public polices
6. The geography of innovative activity (networks and high - tech clusters)
7. The absorbing capability (the " second face " of R & D)
8. The timing of innovation (first mover vs. second-best)
9. The creation of knowledge sharing networks (from closed to open innovation models)
10. Knowledge management in firms

References

- Joe Tidd, John Bessant 2014, Strategic Innovation Management, Wiley
- I. De Noni, L. Orsi and F. Belussi, 2018. The role of collaborative networks in supporting the innovation performances of lagging-behind European regions, Research Policy, , 47 (1): 1-13.

Title: Principles of Management II

Lecturer: Eleonora Di Maria, Associate Professor of Business Management, Department of Economics and Business “Marco Fanno”, University of Padua eleonora.dimaria@unipd.it

Subject: Management (SECS-P/08)

Period: 1st semester, 10h

Language: English

Syllabus

Goals:

The course aims to provide knowledge of the fundamentals of marketing management and its implications in terms of firm's strategy. Students will acquire competences related to marketing strategies and marketing processes through interactive sessions and case studies. The course will explore marketing evolution trends related to the dynamics of the technological scenario.

Contents:

- Introduction to marketing and its evolution (paradigms)
- Firm's strategy and marketing strategies
- One-to-one marketing and relationship marketing
- Consumer behavior, co-creation and community management
- Digital marketing

References

- Marchi, G., Giachetti, C., & de Gennaro, P. (2011) “Extending lead-user theory to online brand communities: The case of the community Ducati”, *Technovation*, 31(8), 350–361.
- Peppers D., Rogers M., Dorf B. (1999) Is your company ready for one-to-one marketing?. *Harvard Business Review*, January-February.
- Ramaswamy, V. 2009. Co-creation of value — towards an expanded paradigm of value creation. *Marketing Review St. Gallen*, 26(6): 11–17.
- Schuuring, M., Vismans, D., De Bellefonds, N., Knox, S., & Visse, J. 2017. The Digital Marketing Revolution Has Only Just Begun. Boston Consulting Group. <https://www.bcg.com/publications/2017/sales-consumer-insights-digital-marketing-revolution-has-only-just-begun.aspx>.

EUROPEAN AND WORLD POLITICS

Lecturer: Paolo Graziano, Full Professor of Political Science at the Department of Political Science, Law and International Studies, University of Padua - paoloroberto.graziano@unipd.it

Subject: Political Science (SPS/04)

Period: 2nd Semester, 30h

Language: English

Syllabus

Goals:

The course provides the main analytical tools needed to understand the functioning of European and world politics and policy making. Furthermore, the course is aimed at allowing students to develop sound political evidence-based arguments.

Contents:

After a brief introduction on the relationships and main differences between political science and international relations, in the first part some theoretical elements of political science and public policy science theory will be presented. More specifically, attention will be paid to the actors (both institutional and non-institutional) and to the various phases of the policy process – such as formulation, adoption, implementation – and the role played by various political actors. The second part will be devoted to the presentation and discussion of empirical studies which have especially focused on welfare state developments and populism.

References:

Rod Hague e Martin Harrop (2013), *Comparative Government and Politics. An introduction*, Houndmills-Basingstoke: Palgrave Macmillan.

For the second part of the course, selected articles will be distributed in class.

ARGUMENT AND INTERPRETATION IN LEGAL CULTURE

Lecturer: Giuseppe Zaccaria, Full Professor of Jurisprudence at the Department of Political Sciences, Law and International Studies, University of Padova, giuseppe.zaccaria@unipd.it

Subject: General Theory of Law (IUS 20)

Period: 1st semester, 30h

Language: English/Italian

Syllabus

Goals: The course provides an introduction to law and argumentation. Particular emphasis will be put on the distinction between method, interpretation and argumentation in the application of law and on the contexts of legal argumentation

Contents:

- History of the method in the modern legal culture
- The method debate in the twentieth century
- Normative theory of law and hermeneutical theory of law
- Argumentation and Interpretation. The theories of argumentation

Textbooks: Suggested handouts during seminars

2nd YEAR

FORENSIC IDENTIFICATION: LEGAL, SOCIAL AND ETHICAL PERSPECTIVES

Lecturer: Prof. Luciana Caenazzo, Associate Professor of Legal Medicine at the Department of Molecular Medicine, University of Padua

Subject: Legal Medicine (MED/43)

Period: 2nd semester, 30 h

Language: English as medium for dialogue

Syllabus

Goals:

The course aims to provide knowledge of the fundamentals of forensic genetics and its implications in civil and penal trials. It intends to provide students with a solid understanding of social and ethical aspects on forensic DNA profiling and databasing and their application to criminal investigations, with a particular emphasis on the concept of “proportionality” as a resource for balancing the social and ethical risks and benefits of the use of forensic genetics in support of criminal justice. After having completed this course, the students are expected to have acquired knowledge about explained and discussed contents.

Contents:

- technical basis of forensic genetics
- applications of forensic genetics in civil and penal trials
- technical, social and ethical aspects of forensic genetics applied to mass disasters
- key features of forensic genetics practice in light of dignity, privacy, justice and social solidarity
- applying ethical principles to the use of forensic genetics
- social perspectives on forensic genetics in criminal justice (crime management, due process, genetic surveillance)

References:

A comprehensive course pack will be distributed to students by the instructor in class.

SOCIAL AND POLITICAL MOVEMENTS IN INTERNATIONAL HISTORY

Lecturer: Valentine Lomellini, Associate Professor of History of International Relations at the Department of Political Science, Law and International Studies, University of Padua – valentine.lomellini@unipd.it

Subject: History of International Relations and Contemporary History

Period: 1st Semester, – 4 CFU, 30 hours

Language: English

Goals: The course provides the main analytical tools needed to comprehend the rise of social movements and terrorism in Europe in the XX Century; particular attention will be paid to the Italian case.

Contents: The course will deal with the historical evolution analysis of extra-parliamentary political, cultural and social movements throughout Western and Eastern Europe, with particular attention to the international dimension of their activity, and then focus on the rise of Italian terrorism, discussing whether this could be considered as consequence of the 1968 protest movement wave or a particular specificity of the Italian context.

In detail, the course will be divided in three parts, and cope with the following topics:

- (1) the historical roots of social movements and terrorism in Europe from the 1960s to the 1980s;
- (2) the particularity of the Italian political scenario in the international context: the rise of Left/Right-wing terrorisms and transnational terrorism;
- (3) 1960s-1970s Italian terrorism legacy in the present day world context.

Students are expected to give papers on specific case studies, under the lecturer's supervision.

References: A comprehensive course-pack will be distributed to students during the course.

BUSINESS AND ORGANIZED CRIME

Lecturers: - Antonio Parbonetti, Full Professor of Accounting at the Department of Economics and Management, University of Padua – antonio.parbonetti@unipd.it
- Michele Fabrizi, Assistant Professor of Accounting at the Department of Economics and Management, University of Padua - michele.fabrizi@unipd.it

Subject: Accounting (SECS-P/07)

Period: 1st Semester, 30 h.

Language: English as medium for dialogue

Goals: The course aims at providing students with an understanding of criminal organizations (Mafia) and their economic activities and consequences. Particularly, the course is divided into two parts. The first one focuses on the main characteristics of criminal organizations including money laundering techniques and the use of apparently legitimate firms. The second part of the course, instead, provides students with an overview of the seminal works on the economic consequences of organized crime.

Contents: Part I. Lecturer: Antonio Parbonetti

Topic 1

1. Characteristics of organized crime
2. The organizational structure of criminal organizations

Topic 2

1. The mechanisms allowing criminal organizations to spread across countries and cultures

Topic 3

1. Money laundering and criminal activities
2. The main techniques of money laundering

Topic 4

1. Firms connected with criminal organizations: characteristics and role in money laundering

Topic 5

1. Case study: analysis of a police operation against mafia

Part II. Lecturer: Michele Fabrizi

Topic 6

1. Characteristics of criminal firms
2. Criminal firms and competition
3. Criminal firms and peer firms tax avoidance activities

Topic 7

1. The causes and consequences of organized crime
2. The value of connections with organized crime

Topic 8

1. The impact of crime on bank loans
2. Organized crime and foreign direct investments

Topic 9

1. Weak law - enforcement institutions and organized crime
2. Organized crime and political quality

Topic 10

1. Developing a research proposal on business and organized crime

Class lectures and suggested handouts during seminars Proff. Antonio Parbonetti and Michele Fabrizi .

3rd YEAR

CONSTITUTIONAL DECISIONS AND DEMOCRATIC DEVELOPMENT: THE ITALIAN CASE

Lecturer: Andrea Ambrosi, Senior Lecturer of Constitutional Law at the Department of Public, International and Community Law, University of Padua - andrea.ambrosi@unipd.it

Subject: Constitutional Law (IUS/08)

Period: 1st. Semester, 30 hours.

Syllabus

The course aims at illustrating the foundations of the Italian Constitutional legal system through an in-depth analysis of the Italian Constitutional Court case law, after 60 years of its institutional functioning.

The attention is particularly focused on the studying of fundamental rights and freedoms enshrined in the Constitutional Charter, the form of the constitutional government and its State legal form, the relationships existing between the domestic legal order and the international legal systems, along with the internal balances between the different levels of governance, on the one side, and the principle of national unity, on the other.

Each subject matter shall be explained from the concrete perspective, looking at the landmark cases rendered by the Italian Constitutional Court dealing with the many and sensitive kinds of constitutional debates and controversies which have characterized the institutional life of Italy through these last six decades.

The in-depth analysis of the case law is aimed at showing the decisive role and importance played by such an institution, whose judgments have certainly had a fundamental impact on the development of Italian domestic legal system and of the European legal system as well.

A particular attention shall be attributed to the concrete cases of legal life, as the quality of the legal interpretation of the texts is enhanced by its capability of solving real and factual situation problems.

Language: Italian.

Cases and materials: the cases and materials shall be those suggested and given to the students during seminars.

Teaching method: Class lectures and case-law analysis with the students.

Final exam: the forms of assessment shall be agreed upon by the teacher and the students during the seminars, taking into account the content of the seminars and the participation of students.

PSYCHOLOGY OF DECISION

Lecturers: Prof. Rino Rumiati - rino.rumiati@unipd.it,
Enrico Rubaltelli (Assistant Professor of Psychology at the Department of Developmental and Socialization Psychology, University of Padua) - enrico.rubaltelli@unipd.it.

Subject: Psychology (M-PSI/01)

Period: 2nd semester (30 hours)

Language: Italian

Syllabus:

Goals: The class goal is to familiarize students with the main theories and concepts in the field of judgment and decision-making. In addition, the goal is to show how psychology can complement other fields and help to understand human behavior when people are making economic or health care as well as how they perceive risk.

Program:

- Normative and descriptive models of decision-making with demonstrations of the violation of rational assumptions (7 hours)
- Risk perception (4 hours)
- Medical decision making (4 hours)
- Heuristics and emotions in decision-making (4 hours)
- Behavioral finance (4 hours)
- Consumer choice (4 hours)
- Decision abilities under conditions of scarcity and poverty (3 hours)

References:

Italian edition: Kahneman, D. (2013). *Pensieri Lenti e Veloci*. Milano: Mondadori.

English edition: Kahneman, D. (2011). *Thinking Fast & Slow*. New York: Turtle Books.

PRINCIPLES OF MICROECONOMICS (2 CFU)

Lecturer: Stefano Galavotti, Assistant Professor of Economics at the Department of Economics and Management, University of Padua - stefano.galavotti@unipd.it.

Subject: Economics (SECS-P/01).

Period: 2nd semester, 15h.

Language: English.

Syllabus

Goals: The course will present some topics that usually are not covered in an undergraduate Game Theory course. After discussing the implicit assumptions behind “standard” (Non-Cooperative) Game Theory, the first part of the course will be devoted to Behavioral Game Theory. In particular, the most common violations of “standard” Game Theory detected in the lab will be presented, and alternative behavioral explanations will be discussed, mainly at an intuitive level. The second part of the course will be devoted to introducing Cooperative Game Theory. The basic concepts (core, Shapley value, nucleolus) will be presented.

Contents:

1. Behavioral Game Theory (12 hours):

- Review of the “standard” (Non-Cooperative) Game Theory: main solution concepts (Nash Equilibrium, Subgame Perfect Nash Equilibrium, Bayesian Equilibrium) and assumptions (rationality, sequential rationality, consistency of beliefs);
- Behavioral Game Theory:
 - violations of rationality: ultimatum game and social preferences;
 - violations of sequential rationality: the centipede game;
 - violations of consistency of beliefs: the acquiring a company game and cursed equilibrium; the beauty contest game and level-k reasoning;
 - maximin strategies.

2. Cooperative Game Theory (3 hours):

- the core;
- the Shapley value;
- the nucleolus.

References:

- Osborne, M.J. – An introduction to game theory – Oxford University Press, 2003.
- Camerer, C.F. – Behavioral Game Theory: Experiments in Strategic Interaction – Princeton University Press, 2003.
- Peters, H. – Game theory, a multi-leveled approach – Springer, 2008.

LAW AND ECONOMICS (2 CFU)

Professor: Ettore Scimemi, Associate Professor, Department of Political and Legal Sciences and International Studies, University of Padua - ettore.scimemi@unipd.it

Semester: first semester

Language: English

Syllabus:

Lesson 1: Introduction to the EAL: Rationality and Efficiency

- Positive and Normative Analysis, the EAL in the common law systems and in the civil law systems
- Social welfare: Pareto, Kaldor-Hicks, Rawls; efficiency and fairness (distributive justice)
- Welfare economics: Invisible Hand Theorem, market failures (monopolies, externalities, public goods)
- Uncertainty and imperfect information: expected values and expected utilities, risk aversion, insurance; moral hazard and adverse selection (Akerlof)

Lesson 2: Coase Theorem and the Role of Legal Rules

- The problem of externalities: the public solution
- The Coase Theorem: in a world without transaction costs and with transaction costs
- Property rules, liability rules & inalienability rules (Calabresi & Melamed)

Lesson 3: Economic Analysis of Contract Law

- Contracts: complete and incomplete contracts; efficient e penalty defaults
- Mistake and the duty to disclose private information (Kronman)
- Efficient Breach Model
- Specific performance

Lesson 4: Economic Analysis of Tort Law

- The elements of a tort claim and the social function of tort law
- Negligence, strict liability, no liability
- The unilateral care model: the model, the social optimum, the injurer's choice, a comparison between strict liability and negligence
- The bilateral care model: the model, the social optimum, the injurer's choice, a comparison between no liability, strict liability and negligence
- The Learned Hand rule and the concept of negligence
- Contributory negligence e comparative negligence

Lesson 5: Theories of the Firm and Corporate Law

- New theories of the firm
- Henry Hansmann's Ownership of the Firm
- Corporate law and corporate governance

Suggested readings:

- Thomas J. Miceli, *The economic approach to law*, 2nd edition, Stanford University Press, 2009

Further readings:

Lesson 1

- Jules Coleman, "The Economic Analysis of Law", *Nomos*, Vol. 24 (1982), pp. 83-103.
- George Akerlof, "The Market for 'Lemons': Quality, Uncertainty and the Market Mechanism, *Quarterly Journal of Economics*, Vol. 84 (1970), pp. 488-500.

Lesson 2

- Ronald Coase, "The Problem of Social Cost," *Journal of Law and Economics*, Vol. 3 (1960), pp. 1-44.
- Guido Calabresi and A. Douglas Melamed, "Property Rules, Liability Rules, and Inalienability: One View of the Cathedral," *Harvard Law Review*, Vol. 85 (1972), pp. 1089-1128.

Lesson 3

- Steven Shavell, "Damage Measures for Breach of Contract," *Bell Journal of Economics*, Vol. 11 (1980), pp. 466-490.
- Daniel Friedmann, "The Efficient Breach Fallacy," *J. Legal Stud.*, Vol. 18 (1989), pp. 1-24.
- *Hadley v. Baxendale*, 9 Ex. 341, 156 Eng. Rep. 145 (1854).
- *Peevyhouse v. Garland Coal & Mining Co.*, 382 P.2d 109, cert. denied, 375 U.S. 906, Okla. (1962).

Lesson 4

- John Brown, "Toward an Economic Theory of Liability," *Journal of Legal Studies*, Vol. 2 (1973), pp. 323-349.
- Robert Cooter, "Unity in Torts, Contracts, and Property: The Model of Precaution," *California Law Review*, Vol. 73 (1985), pp. 1-51.
- Anthony Kronman, "Mistake, Disclosure, and Information," *J. Legal Stud.*, Vol. 7 (1978), pp. 1-34.
- *U.S. v. Carroll Towing Co.*, 159 F.2d 169, 2d Cir. (1947).
- *Sherwood v. Walker*, 66 Mich. 568, 33 N.W. 919, Mich. (1887).

Lesson 5:

- Henry Hansmann, "Ownership of the Firm", *Journal of Law, Economics, & Organization*, Vol. 4 (1988), pp. 267-304.

4th AND 5th YEAR

CREATIVE THINKING: ADDRESSING THE CHALLENGES OF COMPLEX SOCIETIES

Lecturer: Barbara Arfé, Associate Professor in Developmental and Educational Psychology
DPSS_ Department of Developmental and Social Psychology, University of Padova - email:
barbara.arfe@unipd.it

Period: Academic year 2018-2019, March-April, 4 CFU.

Language: English

Aims and outcomes of the course:

Students will be introduced to creative thinking and creative problem solving and guided to apply them to a case study involving the development of a local project (e.g., Bando Nuove Generazioni, 2017, Fondo per il contrasto della povertà educativa minorile).

At the end of the course students will:

- understand the creative process and the factors affecting creativity
- have knowledge of the elements of creative problem-solving and creative thinking
- be familiar with the main techniques for improving creative thinking (i.e. finding and developing ideas)
- have basic experience of project design and development
- have basic experience of project writing

Contents: Creativity can be defined in simple words as the ability to develop novel ideas and solutions in response to complex problems and open ended tasks (Lee & Therriault, 2013). Creative thinking is one of the pillars of adaptive behavior and of the cultural, economical and scientific progress of our societies (Kaufman & Sternberg, 2006). However, the results from the 2012 survey of Programme for International Student Assessment (PISA) reveal that only 11.4% of 15-year-old students across 44 OECD countries and economies (including USA and European countries) are top performers in creative problem solving activities (OECD, 2014- PISA 2012).

Part 1: The cognitive and social underpinnings of creativity. Students will be introduced to theories of creativity, to the cognitive bases of creative problem solving and to the main techniques to support creative thinking. Topics will include: psychological, social and cultural factors affecting creativity; individual and group creativity; the elements of creative problem-solving; creativity and creative thinking skills in different domains (e.g. artificial intelligence, art, organizational creativity); creative thinking techniques and evidence-based approaches to improve and sustain creative thinking and innovation (strengths and weaknesses); management of the creative process.

Part 2: Developing creative solutions and creative problem solving. Students will be introduced to the basic principles of projects design. Subsequently, they will work in interdisciplinary work teams (including members with background in economy, psychology, political sciences and sociology) and will develop and write an intervention project focused on a current societal challenge. The work of the team will be monitored and supervised, offering step-by-step feedbacks and scaffolding to the students. Connections with the relevant stakeholders will be encouraged and facilitated.

Teaching methods:

Lessons will be as much as possible interactive and will involve the discussion of the most relevant issues in the field of creativity as well as hands-on activities. The second part of the course will be organized in the form of workshops in which students will develop their original projects.

Final examination:

The written project proposal will be assessed, according to the following criteria:

- project quality (e.g. completeness, internal coherence, clarity of the project plan)
- project feasibility (e.g. adequacy of budget plan, timeline, human resources)
- project originality and relevance (innovativity of the project, project capacity to address relevant problems or societal needs)
- team work capacity (balance between the individual contributions of the team members).

References

Kaufman, J., & Sternberg, R. (2010). *The Cambridge Handbook of Creativity*. Cambridge University Press.

POST-DEMOCRACY AND GLOBAL CIVILIZATIONS: EURASIAN IMAGES

Lecturer: Andrea M. Maccarini, full professor of Sociology, Department of Political Science, Law and International Studies, University of Padova – andrea.maccarini@unipd.it

Subject: Multiple modernities, sociology of civilizations, cultural change, Eurasia

Period: Spring term, academic year 2018/19 – 4 cfu, 30 hours

Language: English

Main goals:

The primary learning goals of this course could be summarized as follows:

- a) learn the fundamental concepts and theories about post-democracy and civilization as categories of sociological analysis
- b) deploy such concepts and theories to examine the socio-cultural phenomenon of the construction of collective identities, particularly in the geo-political and geo-cultural area of Eurasia
- c) discuss effectively a complex socio-cultural problem from various theoretical and practical vantage points
- d) use research materials organizing them into dossiers and presentations with a practical as well as theoretical purpose

Contents: The concept of ‘post-democracy’ has become fashionable in sociological theory and political science, and has often been shaped in terms of a theory of the neo-liberal global order and its implications. The present course offers a different perspective, connecting post-democracy to the macro-sociological study of civilizations. The notion of multiple modernities, introduced by the seminal work of S.N. Eisenstadt, will serve as the overarching conceptual framework. From this vantage point, the evolution of ‘democracy’ as both a cultural program and a complex institutional arrangement will be examined in relation to the (re)emergence of political and imperial systems in the global arena.

More precisely, the focus is on how the political and cultural program of a non-Western type of modern society is currently being reshaped in the global world, resulting in post-democratic, or ‘differently democratic’, formulas. We will study how such a construction revolves around a creative elaboration of various parts of the relevant cultural traditions, recombining different principles of legitimation of the social order. The case of Russia, and of the cultural discourse of Eurasia, will serve to illustrate the argument.

The course is divided in two distinct parts. In the first part, the pivotal issues mentioned above are examined, deploying the most relevant sociological literature on the subject. Post-democracy, the sociological category of civilization, and the idea of multiple modernities will be illustrated in them-selves and in their mutual relationships. The instructor will lecture, in order to build a shared conceptual framework. Moreover, the theories deployed in the analysis will serve to raise and discuss some crucial issues concerning the current challenges democratic systems have to face, reading them through a different lens.

In the second part, the instructor will act as coordinator and facilitator, guiding class discussions. Students are expected to hold presentations on specific case studies, taking sides on the issues studied

in the first part, and thereby challenging or reinforcing the related theories. More detailed instructions will appear in the moodle page of the course.

References: A list of references and necessary materials will be provided by the instructor in class. A moodle page will be opened before the course begins, containing all necessary information.

INTERNATIONAL SEMINARS

PSYCHOLOGY OF DECISION

Lecturer: Ilana Ritov, Hebrew University of Jerusalem.

In my lectures I will discuss research on different aspects of social behavior. These aspects include attitude towards specific others vs. abstract targets, implications of social grouping, and effects of competition. Some details are given below.

I. Other-oriented decisions: The role of identifiability

Decisions concerning others can be oriented towards identified individuals or they may pertain to abstract, statistical others. Even when all normatively relevant factors are the same, choices concerning identified individuals often yield predictably different outcomes from choices concerning unidentified, abstract individuals. I will discuss the effect of target identifiability in various contexts, including personal pro-social choices, attitudes toward social public policies, and also, at the other extreme, competitive behavior.

II. Identifiability and social grouping

Attitude and behavior towards individuals depends not only on their identifiability but also on their group belonging. I will discuss the effect of identifiability of in-group and out-group members varying the nature of the groups as well as their intergroup relations. Recent research examining novel groups generated in the lab reveals that groups' cohesiveness is an important factor.

III. Competition and its aftereffects

Competition motivates individuals to work harder and obtain better outcomes. On the downside, it also increases the propensity of contestants to behave in a-social and even unethical manner before and during competition. The effect of engaging in a competition does not end when the competition is over. It spills over to later, unrelated decisions. The research I will discuss focuses mainly on the aftereffect of competition.

Suggested reading

- Small, D. A., & Loewenstein, G. (2003). Helping a victim or helping the victim: Altruism and identifiability. *Journal of Risk and Uncertainty*, 26, 5–16.
- Kogut, T., & Ritov, I. (2005). The “identified victim” effect: An identified group, or just a single individual? *Journal of Behavioral Decision Making*, 18, 157–167.
- Västfjäll, D., Slovic, P., Mayorga, M., & Peters, E. (2014). Compassion fade: Affect and charity are greatest for a single child in need. *PloS one*, 9(6), e100115.
- Kogut, T., & Ritov, I. (2007). Saving one of us: Outstanding willingness to help rescue a single identified compatriot. *Organizational Behavior and Human Decision Processes*, 104, 150–157.
- Ritov, I. & Kogut, T. (2011). Ally or adversary: the effect of identifiability in inter-group conflict situations. *Organizational Behavior and Human Decision Process*, 116, 96–103.
- Slovic, P., Västfjäll, D., Erlandsson, A., & Gregory, R. (2017). Iconic photographs and the ebb and flow of empathic response to humanitarian disasters. *Proceedings of the National Academy of Sciences*, 114(4), 640-644.
- Garcia SM, Tor A, Schiff TM (2013) The psychology of competition: A social comparison perspective. *Perspect Psychol Sci* 8(6):634–650
- Schurr, A., & Ritov, I. (2016). Winning a competition predicts dishonest behavior. *Proceedings of the National Academy of Sciences*, 113(7), 1754-1759.

NEO-STRUCTURAL SOCIOLOGY

Lecturer: Emmanuel Lazega, Sciences Po Paris

This series of courses provides a sociological neo-structural perspective on collective action and the generic processes of social life (solidarity and exclusion, control and conflict resolution, regulation and institutionalization, learning and socialization) that help manage cooperative dilemmas associated with collective action. It will present the theory, methods and applications using social and organizational network data and analyses mixed with other methods. Applications and case studies will be mainly in the sociology of organization, and economic sociology. Given the phenomenal emergence, in contemporary societies, of social network databases (online and offline) and analyses, it will also look at how a variety of individual and organizational actors (business, political parties, civil society, police, military, etc.) use these network data and network analyses for many different purposes.

Readings possibly selected from the following (pdfs downloadable from elazega.fr)

1. Introduction: Neostructural sociology

Lazega, E. (forthcoming), "Networks & Neo-Structural Sociology", in Ryan Light & James Moody (eds), *Handbook of Social Networks*, Oxford University Press

Lazega, E. (2014), "Appropriateness and Structure in Organizations: Secondary Socialization Through Dynamics of Advice Networks and Weak Culture", in Daniel J. Brass, Giuseppe (Joe) Labianca, Ajay Mehra, Daniel S. Halgin, & Stephen P. Borgatti (eds.), Volume on Contemporary Perspectives on Organizational Social Networks, *Research in the Sociology of Organizations*, 40:377-398

2. Solidarity

Lazega, E. & Pattison, Philippa (1999), "Multiplexity, Generalized Exchange and Cooperation in Organizations", *Social Networks*, 21:67-90.

3. Control

Lazega, E. (2000), "Rule enforcement among peers: A lateral control regime", *Organisation Studies*, 21:193-214

4. Learning

Lazega, E., Avner Bar-Hen, Pierre Barbillon, Sophie Donnet (2016), "Effects of competition on collective learning in advice networks", *Social Networks*, 47:1-14

5. Regulation and institutionalization

Lazega, E. (2018), "Networks and institutionalization: A neo-structural approach" [EUSN 2017 Keynote Address], *Connections*, 37:7-22

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