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Status Signals: A Sociological Study of Market Competition

Joel M. Podolny

Princeton University Press, Princeton, NJ, 2005;

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Corporate Reputation Review (2008) **11**, 112–114, doi:10.1057/crr.2008.8

Joel Podolny's *Status Signals* is a rich and engaging work and a major contribution to the sociology of markets. Going beyond the 'embeddedness' tradition in economic sociology (Granovetter, 1985), Podolny's book brings together the fruits of his decade-long research program focusing on status-based stratification of market relations in a variety of industries, ranging from investment banking to semiconductors. Compelling theoretical arguments and careful empirical analyses reveal why and how status distinctions both within the market domain and in other domains are implicated in exchange relations, market segmentation, pricing, technological innovation, financial performance and industry evolution. I cannot attempt to do justice to the richness of Podolny's empirical findings within the scope of this review, so I will focus primarily on what Podolny has to say about the status construct, since I suspect that this construct will play an increasingly important role in studies of organizational populations and fields.

As Podolny emphasizes, the concept of status presupposes the existence of a certain hierarchical order and refers to an actor's position within that order. Specifically, status is 'a consequence of the network ties that are perceived to flow to an actor' (p. 5). An actor's status at a given point in time affects the

willingness of others to show deference towards or to be otherwise associated with that actor, and is itself an outcome of perceived past instances of deference and association. Moreover, an actor's status affects and is affected by the status of all other actors to whom that actor has ties; in the case of an association between two actors with unequal status, the status of the lower-status actor will tend to be increased by the association, while that of the higher-status actor will tend to diminish. This tendency of status to 'leak' gives rise to 'status homophily' (reluctance to associate with lower-status actors), which is in turn one of the central mechanisms through which the status order is maintained and stabilized.

Finally, in the context of market relations, status is a signal of quality. In chapter two, Podolny argues persuasively that there are cost advantages to status that make it more profitable for higher-status actors to produce high-quality goods than for lower-status actors, leading in turn to a positive correlation between status and quality. Interestingly, the cost advantages of status considered by Podolny are themselves rooted in 'the view of status as a signal that reduces the reluctance of market participants to enter into an exchange relationship with a particular producer' (p. 29). Thus, as Podolny acknowledges (p. 31), his explanation of why status is a signal of

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Status Signals Joel M. Podolny, 2010-12-16 Why are elite jewelers reluctant to sell turquoise despite strong demand Why did leading investment bankers shun junk bonds for years despite potential profits Status Signals is the first major sociological examination of how concerns about status affect market competition Starting from the basic premise that status pervades the ties producers form in the marketplace Joel Podolny shows how anxieties about status influence whom a producer does or does not accept as a partner the price a producer can charge the ease with which a producer enters a market how the producer's inventions are received and ultimately the market segments the producer can and should enter To achieve desired status firms must offer more than strong past performance and product quality they must also send out and manage social and cultural signals Through detailed analyses of market competition across a broad array of industries including investment banking wine semiconductors shipping and venture capital Podolny demonstrates the pervasive impact of status Along the way he shows how corporate strategists tempted by the profits of a market that would negatively affect their status consider not only whether to enter the market but also whether they can alter the public's perception of the market Podolny also examines the different ways in which a firm can have status Wal Mart for example has low status among the rich as a place to shop but high status among the rich as a place to invest Status Signals provides a systematic understanding of market dynamics that have until now not been fully appreciated

De Gruyter Handbook of Sociology of Innovation and Entrepreneurship Olav Sorenson, Patricia H. Thornton, 2025-04-21 The number of organization theorists and sociologists studying innovation and entrepreneurship has grown rapidly over the past two decades yet it has been roughly 15 years since any volume has attempted a comprehensive review of the state of the literature In addition to having grown rapidly the sociological literatures on entrepreneurship and innovation have evolved relatively independently However there are intellectual synergies to be gained in connecting these two literatures A large share of innovation happens in the context of startups and a large share of startups pursue innovation through the commercialization of products and services Featuring engaging contributions from leading scholars in the field the De Gruyter Handbook of Sociology of Innovation and Entrepreneurship is a must have and up to date summary of the literatures on the sociology of entrepreneurship and innovation It is a comprehensive reference work highlighting emerging areas and cutting edge research while also providing a vibrant agenda that empowers scholars and students to generate new ideas and knowledge

The Oxford Handbook of the Psychology of Competition Stephen M. Garcia, Avshalom Tor, Andrew J. Elliot, 2024-01-05 The Oxford Handbook of the Psychology of Competition reviews and organizes the literature on the psychology of competition and brings together leading researchers studying competition across the field of psychology This volume is a crucial interdisciplinary investigation into the variety of perspectives and approaches to the psychology of competition facilitating new research and integration in the field

The Oxford Handbook of Corporate Reputation Michael L. Barnett, Timothy G. Pollock, 2012-07-19 The Handbook

offers a diverse set of scholarly perspectives on the nature of corporate reputation what it is where it comes from and how it may be managed to create and protect corporate as well as societal value Written and organized in an accessible way it assesses the current state of the field and provides guidance for future research

The Generation, Recognition and Legitimation of Novelty Gino Cattani,Dirk Deichmann,Simone Ferriani,2022-01-20 Setting an agenda for a more holistic theory on the emergence evaluation and legitimation of novelty this volume showcases how novelty emergence and novelty recognition correspond to two distinct phases of the journey of novelty from the moment it is generated to the moment it takes root and propagates

Social Capital, Social Support and Stratification Ronald S. Burt,Yanjie Bian,Lijun Song,Nan Lin,2019-12-27 This insightful book explores the spread of network imagery in three areas of sociology social capital social support and China using as its protagonist a man active in all three Nan Lin Social Capital Social Support and Stratification provides a unique combination of Nan Lin s core contributions to the field presented alongside new and original analyses

The Benefits, Limitations and Liabilities of Status Benjamin M. Cole,2007

The Missing Links James E. Rauch,2007-08-16 Half of all workers are hired through personal referrals and networks of social connections channel the flows of capital technology and international trade Sociologists and economists alike recognize that economic exchange is shaped by social networks which propagate information and facilitate trust but each discipline brings a distinct theoretical perspective to the study of networks Sociologists have focused on how networks shape individual behavior economists on how individual choices shape networks The Missing Links is a bold effort by an interdisciplinary group of scholars to synthesize sociological and economic theories of how economic networks emerge and evolve Interweaving sophisticated theoretical models and concrete case studies The Missing Links is both an introduction to the study of economic networks and a catalyst for further research Economists Rachel Kranton and Deborah Minehart illustrate their field s approach to modeling network formation showing how manufacturers form networks of suppliers in ways that maximize profits Exemplifying the sociological approach Ronald Burt analyzes patterns of cooperation and peer evaluations among colleagues at a financial organization He finds that dense connections of shared acquaintances lead to more stable reputations In the latter half of the book contributors combine the insights of sociology and economics to explore a series of case studies Ray Reagans Ezra Zuckerman and Bill McEvily investigate an R D firm in which employees participate in overlapping collaborative teams allowing the authors to disentangle the effects of network structure and individual human capital on team performance Kaivan Munshi and Mark Rosenzweig examine how economic development and rising inequality in India are reshaping caste based networks of mutual insurance and job referrals Their study shows that people s economic decisions today are shaped both by the legacy of the caste hierarchies and by the particular incentives and constraints that each individual faces in an evolving labor market Economic globalization is forging new connections between people in distant corners of the world while unsettling long standing social relations Anyone interested in understanding the

opportunities and challenges of this era of rapid change will find a highly informative guide in *The Missing Links* **Social Forces**, 2006 **Development and Society**, 2012 **American Book Publishing Record**, 2005 Frontiers of Entrepreneurship Research, 2010 Innovation in Low-tech Firms and Industries Hartmut Hirsch-Kreinsen, David Jacobson, 2008 It is a general understanding that the advanced economies are undergoing a fundamental transformation into knowledge based societies There is a belief that this is based on the development of high tech industries This work offers a discussion concerning the relevance of low tech industries for industrial innovativeness in the knowledge economy

Enabling Creative Chaos Katherine Kang-Ning Chen, 2009-09 In the summer of 2008 nearly fifty thousand people traveled to Nevada's Black Rock Desert to participate in the countercultural arts event Burning Man Founded on a commitment to expression and community the annual weeklong festival presents unique challenges to its organizers Over four years Katherine K Chen regularly participated in organizing efforts to safely and successfully create a temporary community in the middle of the desert under the hot August sun *Enabling Creative Chaos* tracks how a small underfunded group of organizers transformed into an unconventional corporation with a ten million dollar budget and two thousand volunteers Over the years Burning Man's organizers have experimented with different management models learned how to recruit motivate and retain volunteers and developed strategies to handle regulatory agencies and respond to media coverage This remarkable evolution Chen reveals offers important lessons for managers in any organization particularly in uncertain times **Academy of Management Annual Meeting** Academy of Management, 2005 **The British National Bibliography** Arthur James Wells, 2005 **Choice**, 2005 *Into the Red* Аля Гусева, 2008-04 *Into the Red* explores the emergence of a credit card market in post Soviet Russia during the formative period from 1988 to 2007 Using an intricate framework Guseva chronicles both the creation of a credit card market and the making of a mass consumer These processes are placed in the context of the ongoing restructuring in postcommunist Russia and the expansion of Western markets and ideologies through the rest of the world **American Sociological Review**, 1936 Includes sections Book reviews and Periodical literature

Wirtschaftssoziologie Jens Beckert, Christoph Deutschmann, 2009-11-17 Die Wirtschaft ist ein zentraler Bereich sozialen Handelns In den vergangenen beiden Jahrzehnten hat die Wirtschaftssoziologie ausgehend von den USA einen Aufschwung erlebt und eine Fülle neuer Forschungsansätze entwickelt Das wachsende Interesse an einer genuin soziologischen Betrachtung der Wirtschaft erklärt sich nicht zuletzt aus den durch das Vordringen des Neoliberalismus und die Globalisierung der Märkte verursachten gesellschaftlichen Krisen Der Band gibt einen Überblick über die aktuelle wirtschaftssoziologische Forschung und ihre zentralen Themen Debatten und theoretischen Ansätze

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