

Sonja Opper

Full Professor



Knowledge Group: Strategy and Operations

Research Domains: International Management

Teaching Domains:

sonja.opper@unibocconi.it

Biography

Sonja Opper è Professoressa Ordinaria di Global Strategy and Institutions presso l'Università Bocconi. Prima di entrare a far parte della Bocconi, è stata Professoressa Gad Rausing di International Economics and Business presso il Dipartimento di Economia dell'Università di Lund, in Svezia.

La sua ricerca riguarda il modo in cui lo sforzo individuale e le istituzioni locali contribuiscono a rendere alcune imprese molto più di successo di altre. La sua ricerca attuale esplora modelli di cambiamento istituzionale, l'interazione tra reti sociali e istituzioni, e gli euristiche sociali nelle decisioni strategiche. La maggior parte della sua ricerca empirica è ambientata in economie di transizione ed emergenti, come l'economia cinese, che offrono un laboratorio naturale per lo studio del cambiamento sociale e istituzionale. Nella sua ricerca combina diverse metodologie come indagini standard su manager e aziende, esperimenti di laboratorio e analisi delle reti sociali. È autrice di numerosi articoli sui suoi argomenti di interesse, i quali sono stati pubblicati, tra gli altri, nel Journal of Management Studies, nell'Academy of Management Journal e nel Management and Organization Review.

Ha conseguito il Dottorato in Economics presso l'Università di Tubingen in Germania.

Research Monographs

Strong Bridges: Trust Beyond Structure

BURT, R. S., S. OPFER - "Strong Bridges: Trust Beyond Structure" - 2026, Oxford University Press

Capitalism from below: markets and institutional change in China

NEE, V., S. OPFER - "Capitalism from below: markets and institutional change in China" - 2012, Harvard University Press, United States of America

Contribution to Chapters, Books or Research Monographs

Evaluation in Network Context

BURT, R. S., S. OPPER, "Evaluation in Network Context" in The Oxford Handbook of Organizational Social Evaluations., Anastasiya Zavyalova, Rupert Younger (Eds.), Oxford University Press, chap. 23, 2025

Economic Change from an Institutional Perspective

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

Economic Institutions from Networks

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Sociology and the New Institutionalism

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Markets and institutional change in China

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Bringing market transition theory to the firm

NEE, V., S. OPPER, "Bringing market transition theory to the firm" in Work and Organizations in China After Thirty Years of Transition., Lisa Keister (Ed.), Emerald Group Publishing Limited, pp. 3-34, 2009

New Institutional Economics and Its Application on Transition and Developing Economies

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On Politicized Capitalism

NEE, V., S. OPPER, "On Politicized Capitalism" in On Capitalism., Victor Nee, Richard Swedberg (Eds.), Stanford University Press, chap. 4, pp. 93-127, 2007

The power structure in China's listed companies: the company law and its enforcement

OPPER, S., S. WONG, R. HU, "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

Inefficient Property Rights and Corruption: The Case of Accounting Fraud in China

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Arbeitsmarktinstitutionen und arbeitsmarktpolitische Instrumente in der VR China

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

Menschenrechte und die Globalisierung der Wirtschaft - Konflikt oder Chance

OPPER, S., J. STARBATTY, "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

Articles in Scholarly Journals

Trust in Difficult People: A Social Network Perspective

OPPER, S., N. ZOU, "Trust in Difficult People: A Social Network Perspective", Journal of Management Studies, 2024, vol. 61, no. 7, pp. 2885-2918

Guanxi and Structural Holes: Strong Bridges from Relational Embedding

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Social network and institution-based strategyresearch

OPPER, S., "Social network and institution-based strategyresearch", Asia Pacific Journal of Management, 2023, vol. 40, no. 1, pp. 329-351

Il mito delle guanxi: cosa sappiamo davvero

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Cooperation Beyond the Network

BURT, R. S., S. OPFER, H. J. HOLM, "Cooperation Beyond the Network", Organization Science, 2022, vol. 33, no. 2, pp. 495-517

Social Network and Temporal Myopia

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Social network and family business: Uncovering hybrid family firms

BURT, R. S., S. OPPER, N. ZOU, "Social network and family business: Uncovering hybrid family firms", *Social Networks*, 2021, vol. 65, pp. 141-156

Strategic decisions: behavioral differences between CEOs and others

HOLM, H. J., V. NEE, S. OPPER, "Strategic decisions: behavioral differences between CEOs and others", *Experimental Economics*, 2020, vol. 23, no. 1, pp. 154-180

Political Connection and Disconnection: Still a Success Factor for Chinese Entrepreneurs

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Are entrepreneurial cultures stable over time? Historical evidence from China

OPPER, S., F. N. G. ANDERSSON, "Are entrepreneurial cultures stable over time? Historical evidence from China", *Asia Pacific Journal of Management*, 2019, vol. 36, no. 4, pp. 1165-1192

Learning to Trust: From Relational Exchange to Generalized Trust in China

NEE, V., H. J. HOLM, S. OPPER, "Learning to Trust: From Relational Exchange to Generalized Trust in China", *Organization Science*, 2018, vol. 29, no. 5, pp. 969-986

Are capitalists green? Firm ownership and provincial CO emissions in China

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More or less guanxi: Trust is 60% network context, 10% individual difference

BURT, R. S., Y. BIAN, S. OPPER, "More or less guanxi: Trust is 60% network context, 10% individual difference", *Social Networks*, 2018, vol. 54, pp. 12-25

Risk Aversion and Guanxi Activities: A Behavioral Analysis of CEOs in China

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Early Network Events in the Later Success of Chinese Entrepreneurs

BURT, R. S., S. OPPER, "Early Network Events in the Later Success of Chinese Entrepreneurs", *Management and Organization Review*, 2017, vol. 13, no. 3, pp. 497-537

Endogenous dynamics of institutional change

DELLAPOSTA, D., V. NEE, S. OPPER, "Endogenous dynamics of institutional change", *Rationality and Society*, 2017, vol. 29, no. 1, pp. 5-48

Lending for growth? A Granger causality analysis of China's finance-growth nexus

ANDERSSON, F. N. G., K. BURZYNSKA, S. OPPER, "Lending for growth? A Granger causality analysis of China's finance-growth nexus", *Empirical Economics*, 2016, vol. 51, no. 3, pp. 897-920

Network effects, cooperation and entrepreneurial innovation in China

OPPER, S., V. NEE, "Network effects, cooperation and entrepreneurial innovation in China", *Asian Business & Management*, 2015, vol. 14, no. 4, pp. 283-302

Homophily in the career mobility of China's political elite

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A Matter of Time: Revisiting Growth Convergence in China

ANDERSSON, F. N. G., D. L. EDGERTON, S. OPPER, "A Matter of Time: Revisiting Growth Convergence in China", *World Development*, 2013, vol. 45, pp. 239-251

Entrepreneurs Under Uncertainty: An Economic Experiment in China

HOLM, H. J., S. OPPER, V. NEE, "Entrepreneurs Under Uncertainty: An Economic Experiment in China", *Management Science*, 2013, vol. 59, no. 7, pp. 1671-1687

Sales Maximization or Profit Maximization? How State Shareholders Discipline their CEOs in China*

OPPER, S., S. WONG, Y. YANG, "Sales Maximization or Profit Maximization? How State Shareholders Discipline their CEOs in China*", *Asia-Pacific Journal of Financial Studies*, 2012, vol. 41, no. 3, pp. 347-375

Why is Chinese provincial output diverging?

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NEE, V., S. OPPER, "Political Capital in a Market Economy", *Social Forces*, 2010, vol. 88, no. 5, pp. 2105-2132

Bureaucracy and Financial Markets

NEE, V., S. OPPER, "Bureaucracy and Financial Markets", *Kyklos*, 2009, vol. 62, no. 2, pp. 293-315

Developmental State and Corporate Governance in China

NEE, V., S. OPPER, S. WONG, "Developmental State and Corporate Governance in China", *Management and Organization Review*, 2007, vol. 3, no. 1, pp. 19-53

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

HU, Y., S. OPPER, S. M. L. WONG, "Political economy of labor retrenchment: Evidence based on China's state-owned enterprises", *China Economic Review*, 2006, vol. 17, no. 3, pp. 281-299

The Political Economy of Privatization: Empirical Evidence from Transition Economies

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Shareholding structure, depoliticization and firm performance

WONG, S. M. L., S. OPPER, R. HU, "Shareholding structure, depoliticization and firm performance", *Economics of Transition and Institutional Change*, 2004, vol. 12, no. 1, pp. 29-66

Enforcement of China's Accounting Standards: Reflections on Systemic Problems

OPPER, S., "Enforcement of China's Accounting Standards: Reflections on Systemic Problems", *Business and Politics*, 2003, vol. 5, no. 2, pp. 151-173

Party power, market and private power: Chinese Communist Party persistence in China's listed companies

OPPER, S., S. M. L. WONG, H. RUYIN, "Party power, market and private power: Chinese Communist Party persistence in China's listed companies", *Research in Social Stratification and Mobility*, 2002, vol. 19, pp. 105-138

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

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

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

GURBAXANI, I., S. OPPER, "How tensions between specific Chinese and American interests affect China's entry into the WTO", *Intereconomics*, 1998, vol. 33, no. 5, pp. 212-222

Proceedings/Presentations

Guanxi and Structural Holes

BURT, R. S., S. OPPER, "Guanxi and Structural Holes" in 83rd Annual Meeting of the Academy of Management, 4-8 August, 2023, Boston, United States of America

Emotional Energy and Structural Holes

BURT, R. S., S. OPPER, G. SODA, "Emotional Energy and Structural Holes" in Intra-Organizational Networks Conference (ION Conference), April 14-16, 2023, Lexington, KY, United States of America

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

OPPER, S., F. N. G. ANDERSSON, R. WILSON, "Culture and entrepreneurship in China: Evidence on stable long-run regional variation" in 76th Annual Meeting of the Academy of Management - August 5-9, 2016, Anaheim, CA, United States of America

Relational Exchange and Generalized Trust in China

NEE, V., S. OPPER, H. HOLM, "Relational Exchange and Generalized Trust in China" in 76th Annual Meeting of the Academy of Management - August 5-9, 2016, Anaheim, CA, United States of America