

# Sonja Opper

Full Professor



**Knowledge Group:** Strategy and Operations

**Research Domains:** International Management

**Teaching Domains:**

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## Articles in Scholarly Journals

### **Guanxi and Structural Holes: Strong Bridges from Relational Embedding**

BURT, R. S., S. OPFER, "Guanxi and Structural Holes: Strong Bridges from Relational Embedding", American Journal of Sociology, 2024, vol. 130, no. 1, pp. 1-43

### **Trust in Difficult People: A Social Network Perspective**

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

### **Il mito delle guanxi: cosa sappiamo davvero**

OPFER, S., "Il mito delle guanxi: cosa sappiamo davvero", Economia & Management, 2023, no. 1, pp. 48-50

### **Social network and institution-based strategy research**

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

### **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 family business: Uncovering hybrid family firms**

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

### **Social Network and Temporal Myopia**

OPFER, S., R. S. BURT, "Social Network and Temporal Myopia", Academy of Management Journal, 2021, vol. 64, no. 3, pp. 741-771

### **Interbank Relations, Environmental Uncertainty, and Corporate Credit Access in China**

BURZYNSKA, K., S. OPPER, "Interbank Relations, Environmental Uncertainty, and Corporate Credit Access in China", *Management and Organization Review*, 2020, vol. 16, no. 3, pp. 595-628

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

BURT, R. S., S. OPPER, "Political Connection and Disconnection: Still a Success Factor for Chinese Entrepreneurs", *Entrepreneurship Theory and Practice*, 2020, vol. 44, no. 6, pp. 1199-1228

### **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

### **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

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

ANDERSSON, F. N. G., S. OPPER, U. KHALID, "Are capitalists green? Firm ownership and provincial CO emissions in China", *Energy Policy*, 2018, vol. 123, pp. 349-359

### **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

### **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

### **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

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

OPPER, S., V. NEE, H. J. HOLM, "Risk Aversion and Guanxi Activities: A Behavioral Analysis of CEOs in China", *Academy of Management Journal*, 2017, vol. 60, no. 4, pp. 1504-1530

### **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

### **Homophily in the career mobility of China's political elite**

OPPER, S., V. NEE, S. BREHM, "Homophily in the career mobility of China's political elite", *Social Science Research*, 2015, vol. 54, pp. 332-352

### **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

### **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

### **A Theory of Innovation: Market Transition, Property Rights, and Innovative Activity**

NEE, V., J.-H. KANG, S. OPPER, "A Theory of Innovation: Market Transition, Property Rights, and Innovative Activity", *Journal of Institutional and Theoretical Economics (JITE)*, 2010, vol. 166, no. 3, pp. 397-425

### **Endogenous Institutional Change and Dynamic Capitalism**

NEE, V., S. OPPER, "Endogenous Institutional Change and Dynamic Capitalism", *Sociologia del Lavoro*, 2010, no. 118, pp. 15-39

### **Political Capital in a Market Economy**

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

### **Why is Chinese provincial output diverging?**

WESTERLUND, J., D. L. EDGERTON, S. OPPER, "Why is Chinese provincial output diverging?", *Journal of Asian Economics*, 2010, vol. 21, no. 4, pp. 333-344

### **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

### **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

### **The Political Economy of Privatization: Empirical Evidence from Transition Economies**

OPPER, S., "The Political Economy of Privatization: Empirical Evidence from Transition Economies", *Kyklos*, 2004, vol. 57, no. 4, pp. 559-586

### **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

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## **Research Monographs**

### **Strong Bridges: Trust Beyond Structure**

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

### **Capitalism from below: markets and institutional change in China**

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

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## **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**

NEE, V., S. OPPER, "Economic Institutions from Networks" in Re-Imagining Economic Sociology., Patrik Aspers, Nigel Dodd (Eds.), Oxford University Press, chap. 6, pp. 148-173, 2015

### **Sociology and the New Institutionalism**

NEE, V., S. OPPER, "Sociology and the New Institutionalism" in International Encyclopedia of the Social & Behavioral Sciences., James D. Wright (Ed.), Elsevier, pp. 979-983, 2015

### **Markets and institutional change in China**

NEE, V., S. OPPER, "Markets and institutional change in China" in The Oxford Companion to the Economics of China., Shenggen Fan, Ravi Kanbur, Shang-Jin Wei, Xiaobo Zhang (Eds.), Oxford University Press, pp. 267-272, 2014

### **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**

OPPER, S., "New Institutional Economics and Its Application on Transition and Developing Economies" in New Institutional Economics., Éric Brousseau, Jean-Michel Glachant (Eds.), Cambridge University Press, chap. 18, pp. 389-405, 2008

### **Going Public Without the Public: Between Political Governance and Corporate Governance**

OPPER, S., "Going Public Without the Public: Between Political Governance and Corporate Governance" in The Chinese Economy in the 21st Century: Enterprise and Business Behaviour., Barbara Krug, Hans Hendrichske (Eds.), Edward Elgar Publishing, chap. 1, pp. 1-20, 2007

### **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**

OPPER, S., "Inefficient Property Rights and Corruption: The Case of Accounting Fraud in China" in The New Institutional Economics of Corruption., Johann Graf Lambsdorff, Markus Taube, Matthias Schramm (Eds.), Routledge, chap. 11, 2004

### **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

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## **Proceedings/Presentations**

### **Emotional Energy and Structural Holes**

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

### **Guanxi and Structural Holes**

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