

Brayden G King
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Office

Management and Organizations Department
Kellogg School of Management
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Academic Positions

2012-present	Associate Professor (with tenure), Management and Organizations Department, Kellogg School of Management, Northwestern University (Courtesy in Sociology)
2008 – 2012	Assistant Professor, Management and Organizations Department, Kellogg School of Management, Northwestern University (Courtesy in Sociology)
2005 – 2008	Assistant Professor, Department of Sociology, Brigham Young University

Education

2005	Ph.D., University of Arizona, Sociology
2001	M.S., Brigham Young University, Sociology
1999	B.A., Brigham Young University, Sociology

Research and teaching specialties

Organizational change, social movement and policy analysis, organizational identity, corporate reputation, economic sociology, political processes in markets

Journal Articles

- Wooseok Jung, Brayden G King, and Sarah A. Soule. Forthcoming. "Issue bricolage: Explaining the configuration of the social movement sector, 1960-1995." *American Journal of Sociology*.
- Jerry W. Kim and Brayden G King. Forthcoming. "Seeing stars: Matthew effects and status bias in Major League Baseball umpiring." *Management Science*.
- Brayden G King and Edward T Walker. 2014. "Winning hearts and minds: Field theory and the three dimensions of strategy." *Strategic Organization*. forthcoming.
- Simona Giorgi and Brayden G King. Forthcoming. "United we stand, divided we fall: The role of cultural

- competence in fostering mobilization.” *Research in Organizational Behavior*.
- Y. Sekou Bermiss, Edward J. Zajac, and Brayden G King. 2014. “Under construction: How commensuration, sensegiving, and management fashions impact corporate reputation rankings.” Forthcoming at *Organization Science*.
- Brayden G King. 2013. “Reputational dynamics of private regulation.” *Socio-Economic Review*. 12: 200-206.
- Mary Hunter McDonnell and Brayden G King. 2013. “Keeping up appearances: Reputation threat and prosocial responses to social movement boycotts.” *Administrative Science Quarterly*. 58: 387-419.
- De Bakker, Frank, Frank den Hond, Brayden G King, and Klaus Weber. 2013. “Social movements, civil society, and corporations.” *Organization Studies*. 34(5-6): 573-593.
- Vasi, I. Bogdan, and Brayden G. King. 2012. "Social Movements, Risk Perceptions, and Economic Outcomes: The Effect of Primary and Secondary Stakeholder Activism on Firms' Perceived Environmental Risk and Financial Performance." *American Sociological Review* 77(4):573-96.
- Carberry, Edward J., and Brayden G. King. 2012. "Defensive Practice Adoption in the Face of Organizational Stigma: Impression Management and the Diffusion of Stock Option Expensing." *Journal of Management Studies* 49(7):1137-67.
- Brayden G King. 2011. “The tactical disruptiveness of movements: Sources of market and mediated disruption in corporate boycotts.” *Social Problems*. 48: 491-517.
- Christopher Steele and Brayden G King. 2011. “Collective intentionality in organizations: A meta-ethnography of identity and strategizing.” *Advances in Group Processes*. 28: 59-95.
- Brayden G King, Elisabeth S. Clemens, and Melissa Fry Konty. 2011. “Identity realization and organizational forms: Differentiation and consolidation of identities among Arizona’s charter schools.” *Organization Science* 22: 554-572.
- Hal Ersner-Hershfield, Adam D. Galinsky, Laura Kray, and Brayden G King. 2010. “Company, country, connections: Counterfactual origins increase organizational commitment, patriotism, and social investment.” *Psychological Science*. 21: 1479-1486.
- Brayden G King and Nicholas Pearce. 2010. “The contentiousness of markets: Politics, social movements, and institutional change in markets.” *Annual Review of Sociology*. 36: 249-67.
- Brayden G King, Teppo Felin, and David Whetten. 2010. “Finding the organization in organizational theory: A meta-theory of the organization as a social actor.” *Organization Science* 21: 290-305.
- David Whetten, Teppo Felin, and Brayden G King. 2009. “The practice of theory borrowing in Organizational Studies: Current Issues and Future Directions.” *Journal of Management*. 35: 537-563.
- Brayden G King, Teppo Felin, and David Whetten, eds. 2009. *Studying Differences Between Organizations: Comparative Approaches to Organizational Research*. Vol. 27 in *Research in the Sociology of Organizations*. Emerald Publishing.

- D. Gordon Smith and Brayden G King. 2008. "Contracts as organizations." *Arizona Law Review* 51: 1-46.
- Brayden G King. 2008. "A political mediation model of corporate response to social movement activism." *Administrative Science Quarterly*. 53: 395-421.
- Sarah A. Soule and Brayden G King. 2008. "Competition and resource partitioning in three social movement industries." *American Journal of Sociology*. 113: 1568-1610.
- Brayden G King and David A. Whetten. 2008. "A social identity formulation of organizational reputation and legitimacy." *Corporate Reputation Review*. 11: 192-207.
- Brayden G King. 2008. "A social movement perspective of stakeholder collective action and influence." *Business and Society*. 47: 21-49.
- Brayden G King and Sarah A. Soule. 2007. "Social movements as extra-institutional entrepreneurs: The effect of protest on stock price returns." *Administrative Science Quarterly*, 52: 413-442.
- Marie Cornwall, Brayden G King, Elizabeth M. Legerski, Eric C. Dahlin, and Kendra S. Schiffman. 2007. "Signals or mixed signals: Why opportunities for mobilization are not opportunities for policy reform." *Mobilization*, 12: 239-254.
- Brayden G King, Keith Bentele, and Sarah A. Soule. 2007. "Protest and policymaking: Explaining fluctuation in congressional attention to rights issues, 1960-1986." *Social Forces*, 86: 137-161.
- Sarah A. Soule and Brayden G King. 2006. "The stages of the policy process and the equal rights amendment, 1972-1982." *American Journal of Sociology*. 111: 1871-1909.
- Brayden G King, Marie Cornwall, and Eric C. Dahlin. 2005. "Winning woman suffrage one step at a time: Social movements and the logic of the legislative process." *Social Forces*. 83: 1211-34.
- Brayden G King and Marie Cornwall. 2005. "Generalists and specialists: Learning strategies in the woman suffrage movement, 1866-1918." *Research in Social Movements, Conflict, and Change*. 26: 3-34.
- Ralph B. Brown, Albert B. Nylander III, Brayden G King, and Benjamin J. Lough. 2001. "Growth machine attitudes and community development in two racially diverse rural Mississippi delta communities: A Monolithic approach to a complex region." *Journal of the Community Development Society* 31:173-195.
- Ralph B. Brown, Xiaohe Xu, Melissa A. Barfield, and Brayden G King. 2000. "Community experience and the conceptual distinctness of rural community attachment and satisfaction - a measurement model." *Research in Community Sociology* 10: 427-446.

Chapters and invited articles

- Brayden G King and Mary Hunter McDonnell. "Good Firms, Good Targets: The Relationship between Corporate Social Responsibility, Reputation, and Activist Targeting" Forthcoming in *Corporate Social Responsibility in a Globalizing World*, edited by K. Tsutsui and A. Lim.

Klaus Weber and Brayden G King. "Social Movement Theory." Forthcoming in *Oxford Handbook of Sociology, Social Theory and Organization Studies: Contemporary Currents*. Edited by Paul Adler, Paul du Gay, Glenn Morgan and Mike Reed.

Fetner, Tina and Brayden G King. "Three-layer Movements, Resources, and the Tea Party." 2014. *Understanding the Tea Party*, edited by N. Van Dyke and D.S. Meyer, Ashgate. 35-54.

Brayden G King and Mary Hunter McDonnell. 2013 "Social Movements." *Encyclopedia of Management Theory*.

Brayden G King. 2009. "When markets become contentious." *Contexts*. 8: 34-39.

Book reviews and other publications

2014. Review of *Strangers at the Gate: Movements and States in Contentious Politics* by Sidney Tarrow. In *American Journal of Sociology*, 119.

2012. Review of *Challenging Operations: Medical Reform and Resistance in Surgery* by Katherine Kellogg. In *Contemporary Sociology*,

2011. Review of *Laughing Saints and Righteous Heroes: Emotional Rhythms in Social Movement Groups* by Erika Summers Effler. Chicago, IL: University of Chicago Press. In *American Journal of Sociology*, 116: 1344-1346.

2008. Review of *Beyond the Boycott: Labor Rights, Human Rights, and Transnational Activism* by Gay W. Seidman. New York, NY: Russell Sage Foundation. In *Contemporary Sociology*.

2007. Review of *From the Ground Up: Grassroots Organizations Making Social Change* by C. Chetkovich and F. Kunreuther. Ithaca, NY: ILR Press. In *Mobilization*, 12: 324-325.

Brayden G King and Marie Cornwall. 2007. "The gender logic of executive compensation." *Academy of Management Annual Meetings Proceedings*. Philadelphia, PA.

Revise and Resubmit Invitations

Steve Kahl, Brayden G King, and Greg Liegel. "Intraorganizational Struggles for Jurisdictional Control: Technological Innovation and Occupational Change in Manufacturing Firms, 1954 – 1980." Second revise and resubmit at *Administrative Science Quarterly*.

Brayden G King and Fabio Rojas. "Breaking the Machine: Social Movement Disruption and Authority Erosion in Organizations." Revise and Resubmit at *Administrative Science Quarterly*.

Other working papers

H. Clarissa Chaiy and Brayden G King. "Organizational identity in hybrid organizations: Managing multiple audiences."

Soroush Aslani and Brayden G King, "Framing, Resonance, and Micro-Mobilization: Shall We Say What We Are For, or What We Are Against?"

Mary Hunter McDonnell and Brayden G King. "Taxing a Tarnished Halo: Reputable Firms are Punished More Harshly for a Social Transgression."

Mary Hunter McDonnell, Brayden G King, and Sarah A. Soule. "A Dynamic Process Model of Contentious Politics: Activist Targeting and Corporate Receptivity to Social Challenges."

Sarah A. Soule, Jacob Model, and Brayden G King. "Shareholder Activism: A Two-Stage Approach."

Columns and case studies

"History is on the occupiers' side." The Hill, October 11, 2011. <http://thehill.com/opinion/op-ed/186883-history-is-on-the-occupiers-side>

"Case Study – Delta Airlines boycott." Financial Times. November 21, 2011, 14.

Invited Talks

2014 - University of Michigan, Ross School of Business and Erb Institute

2013 - University of Texas, McCombs School of Business; Corvinus University, Institute of Management; University of California-Berkeley, Haas School of Business

2012 - Hong Kong University of Science and Technology; INSEAD; Duke University, Department of Sociology

2011 - Harvard-MIT Economic Sociology Colloquium; University of Wisconsin, School of Business; Columbia University, Graduate School of Business; Stanford University, SCANCOR and Work, Technology, and Organizations

2010 - Stanford University, Graduate School of Business; Northwestern University, Ford Center for Global Citizenship; University of Michigan, Ross School of Business; University of Alberta, School of Business

2009 - Harvard University, HBS; University of Chicago, Booth School of Business; University of Iowa, Department of Sociology; University of North Carolina, Department of Sociology; Aspen Roundtable, Fetzer Institute

2008 - INSEAD, Singapore; Cornell University, Industrial and Labor Relations; Columbia University, Graduate School of Business

2007 - University of Maryland, R.H. Smith School of Business; University of Chicago, Graduate School of Business; Northwestern University, Kellogg School and Department of Sociology; University of California-Irvine, Merage School of Business; University of Michigan, Organization Studies; University of Illinois, Urbana-Champaign, College of Business; University of Missouri, Trulaske

College of Business

2005 - Stanford University, Graduate School of Business

2004 - Ohio State University, Department of Sociology; Brigham Young University, Department of Sociology

Conference Presentations

2013 - COSI workshop, Toronto, Ontario; American Sociological Association at New York, NY

2012 - Southern Sociological Society meetings in New Orleans, LA; American Sociological Association annual meetings in Denver, CO; Academy of Management annual meetings in Boston, MA; MOVEOUT conference at Uppsala University, Department of Government, Uppsala, Sweden.

2011 - Law and Entrepreneurship Retreat, Gainesville FL; BYU-Utah Winter Strategy Conference, Park City Utah; American Sociological Association annual meetings in Las Vegas, Nevada; Collective Behavior and Social Movement Workshop in Las Vegas, NV; Academy of Management meetings in San Antonio, TX

2010 - University of Michigan Conference on Corporate Social Responsibility in a Globalizing World, September, Ann Arbor, MI; American Sociological Association annual meetings in Atlanta, GA; Academy of Management annual meetings in Montreal, Canada.

2009 - PDWs and Symposiums (Economics and Sociology, Content Analysis in Organizational Research, and Blogging for Management Scholars), Academy of Management annual meetings in August, Chicago, IL.

2007 - Cornell-McGill Conference on Institutions and Entrepreneurship, July, Ithaca, NY; American Sociological Association in August, New York City, NY; Academy of Management annual meetings in August, Philadelphia, PA.

2006 - American Sociological Association annual meetings in August, Montreal, Canada; Academy of Management annual meetings in August, Atlanta, GA.

2005- American Sociological Association annual meetings in August, Philadelphia, PA; Academy of Management annual meetings in August, Honolulu, HI.

2004 - American Sociological Association annual meetings in August, San Francisco, CA.

2003 - American Sociological Association annual meetings in August, Atlanta, GA.

2002 - American Sociological Association annual meetings in August, Chicago, IL.

2001 - American Sociological Association annual meetings in August, Anaheim, CA.

Honors and Awards

International Research Fellow, Centre for Corporate Reputation at Oxford University, 2010-present

Crown Family Middle East Research Award from the Buffet Center, Northwestern University (coauthor: Soroush Aslani), 2010.

Cooperative Research Council Grant from the University of Wisconsin Center for Cooperatives. (Coauthors of grant: D. Gordon Smith and Marc Schneiberg). 2007.

College of Family, Home, and Social Sciences Research Grant, Brigham Young University. 2006; 2007.

National Science Foundation Dissertation Improvement Grant. 2004.

Social and Behavioral Sciences Research Institute Summer Research Development Award, University of Arizona. 2004.

Professional and Citizenship

Editorial Positions:

Senior Editor, *Organization Science*, 2013-current
Associate Editor, *Management Science*, 2009, 2012-present
Consulting Editor, *Sociological Science*, 2014
Editorial Board, *Administrative Science Quarterly*, 2009-current
Editorial Board, *Strategic Organization*, 2010-current
Editorial Board, *American Sociological Review*, 2013-current
Editorial Board, *Academy of Management Journal*, 2012-2013
Editorial Board, *Social Forces*, 2011-2013

Organizer:

- 2014 - Workshop on NGOs and Reputations, Sponsored by Centre for Corporate Reputation, Oxford, UK, co-organized w/Michael Barnett and Aseem Prakash
- 2010 - Workshop on Social Movements, Civil Society, and the Corporation; Sponsored by Sage Publications and the European Group for Organization Studies; Margaux France; co-organized w/Klaus Weber, Frank den Hond, and Frank de Bakker
- 2009 - Roundtable Organizer for Organizations, Occupations, and Work Section, American Sociological Association Annual Meetings, San Francisco, CA.
- 2007 - Workshop on Comparative Approaches to Organizational Research; Sundance, Utah; co-organized w/David Whetten and Teppo Felin

Symposium on Comparative Organizational Research at Academy of Management annual meetings in August, Philadelphia, PA.

Reviewer:

American Sociological Review, American Journal of Sociology, Social Forces, Administrative Science Quarterly, Organization Science, Sociological Forum, Strategic Management Journal, Social Problems, Sociological Theory, British Journal of Sociology, Organization Studies, Academy of Management Journal, Journal of Management Studies

Dissertation Committees:

Daphne Demetry (co-chair), Sociology, Northwestern, 2012-present
H. Clarissa Chaiv (chair), MORS, Kellogg, 2011-present
Mary Hunter McDonnell (chair), MORS, Kellogg, 2010-2013
Nicholas Pearce (co-chair), MORS, Kellogg, 2010-2012
Tae-Hyun Kim (member), MORS, Kellogg, 2009-2011
Kate Heinze (member), MORS, Kellogg, 2009-2010
Sara Soderstrom (member), MORS, Kellogg, 2009-2010
Simona Giorgi (member), MORS, Kellogg, 2009-2010

Memberships:

American Sociological Association, Academy of Management

Courses taught:

Undergraduate - Complex Organizations; Political Sociology; Markets and Society; Social Movements;
Data Analysis and Presentation

MBA – Corporate Reputation Building; Power in Organizations

PhD – The Politics of the Corporation