

# Contents

<i>Acknowledgments and Dedication of the Classic Edition</i>	ix
<i>Introduction to the Classic Edition</i>	xi
<i>Preface</i>	xxxi
<b>1. An External Perspective on Organizations</b>	<b>1</b>
Overview	2
Internal versus External Perspectives on Organizations	6
Basic Concepts for a Contextual Perspective	10
The Role of Management	16
Summary	19
<b>2. Organization and Social Context Defined</b>	<b>23</b>
Interest Groups and Coalitions: Organizations as Markets for	
Influence and Control	24
Competing Demands	27
Organizational Boundaries and the Partial Inclusion of Participants	29
Organizational Effectiveness	33
Summary	36
<b>3. Social Control of Organizations</b>	<b>39</b>
Interdependence	40
The Social Control of Organizational Choice	43
Empirical Examinations of Interorganizational Influence	54
Summary	59