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PUBLICATIONS¹

Books

- (2005) Nigel Nicholson, Pino G. Audia, Madan Pillutla (Eds.). *The Blackwell Encyclopedia of Management. Organizational Behavior* (2nd edition).

Articles and Book Chapters

- (2006) Pino G. Audia, John H. Freeman, and Paul Reynolds. *Organizational Foundings in Community Context: Instruments Manufacturers and their Interrelationship with Other Organizations*. Administrative Science Quarterly.
- (2006) Pino G. Audia and Sebastien Brion. *Reluctant to Change: Self-Enhancing Responses to Diverging Performance Measures*. Organizational Behavior and Human Decision Processes.
- (2006) Pino G. Audia and Henrich Greve. *Less Likely to Fail: Performance, Firm size, and Factory Expansion in the Shipbuilding Industry*. Management Science, vol. 52, 83-94.
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- (2006) John H. Freeman and Pino G. Audia. *Community Ecology and the Sociology of Organizations*. Annual Review of Sociology, vol. 32, 145-169.
- (2005) Pino G. Audia. *Regression toward the Mean*. In N. Nicholson, P. G. Audia, & M. M. Pillutla (Eds.), *The Blackwell Encyclopedia of Management. Organizational Behavior* (2nd edition).
- (2005) Pino G. Audia. *Persistence*. In N. Nicholson, P. G. Audia, & M. M. Pillutla (Eds.), *The Blackwell Encyclopedia of Management. Organizational Behavior* (2nd edition).
- (2005) Pino G. Audia. *Organizational Geography*. In N. Nicholson, P. G. Audia, & M. M. Pillutla (Eds.), *The Blackwell Encyclopedia of Management. Organizational Behavior* (2nd edition).
- (2005) Pino G. Audia and Chris I. Rider. *A Garage and an Idea: What More does an Entrepreneur Need?* California Management Review, vol. 48, 6-28. - Reprinted in Argentina (Spanish translation), Brasil (Portuguese translation), and India. - Featured in the Wilson Quarterly: Surveying the World of Ideas, Spring 2006.
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- (2003) Pino G. Audia and Edwin A. Locke. *Benefiting from Negative Feedback*. Human Resource Management Review, vol. 13, 631-646.
- (2002) Pino G. Audia and Svenja Tams. *Goals, Feedback, and Performance Appraisal Across Cultures*, in M. Gannon & K. Newman (Eds.), *Handbook of Cross-Cultural Management*, Blackwell Publishers.
- (2001) Pino G. Audia, Olav Sorenson, and Jerald Hage. *Tradeoffs in the Organization of Production: Multi-unit firms, Geographic Dispersion and Organizational Learning*. Advances in Strategic Management, vol. 18, 75-105.
- (2000) Pino G. Audia, Edwin A. Locke, and Ken G. Smith. *The Paradox of Success: An archival and a laboratory study of strategic persistence following radical environmental change*. Academy of Management Journal, vol. 43, 837-853. - • Winner of the Academy of Management's award for most significant publication in the field of Organizational Behavior published in 2000. - Runner up for best paper published in the Academy of Management Journal in 2000.
- (2000) Olav Sorenson and Pino G. Audia. *The Social Structure of Entrepreneurial Activity: Geographic Concentration of Footwear Production in the U.S., 1940-1989*. American Journal of Sociology, vol. 106, 324-362.
- (2000) Martin Gannon and Pino Audia. *The Cultural Metaphor: A Grounded Method for Analyzing National Cultures*, in P. C. Earley & H. Singh (Eds.), *Innovations in International and Cross-Cultural Management*, Sage Publications.
- (1996) Susan M. Taylor, G. Audia, and Anil Gupta. *The Impact of Longer Job Tenure on Managers' Organizational Commitment and Turnover*. Organization Science, vol. 7, 632-648.
- (1996) G. Audia, Amy L. Kristof, Kenneth G. Brown, and Edwin A. Locke. *The Relationship of Goals and Micro-level Work Processes to Performance on a Multi-path, Manual Task*. Journal of Applied Psychology, vol. 81, 483-497.

¹ Not to be considered as full list. Updated: January 22, 2007.