

Index

- Adaptation theory
 - macro-organizational behavior, 210, 217–219, 223
 - organizational strategies and tactics, typology, 218*t*
- Adulteration challenge, trust hypothesis, 84, 87–88, 102–103
- Altruism, 54, 55–57
 - economic model, 61
 - impure altruism, 57
 - pure altruism, 70
 - self-regarding versus other-regarding, 281
 - trust hypothesis and, 90–91
- Ambiguity, 314
- Asymmetric information: *see* Information asymmetries
- Behavior of organizations, 205–237
 - charities, 205–209
 - and for-profit providers, similarities and differences, 224–228
 - entrepreneurship theories, 142
 - macro-organizational behavior, 209–224
 - adaptation theory, 210, 217–219, 223
 - ecological environment, 211–214
 - efficiency tactics, 219
 - extension, 221–224
 - institutional environment, 214–217, 223
 - legitimation tactics, 219–220, 227–228
- Behavior of organizations (*cont.*)
 - macro-organizational behavior (*cont.*)
 - micro-niches, 214
 - niches, 213–214, 221–224, 226, 227*t*
 - retrenchment tactics, 220–221
 - selection theories, 210, 211, 223
 - synthesis, 221–224
 - niches, 213–214, 221–224, 228–229
- Betriebswirtschaftslehre*, 145, 161
- Bilateral exchange, 281
- Business administration elements,
 - entrepreneurship theories, 145–146, 153
- California
 - Disproportionate Share Program (DSP), 107*n.* 23
- Capital
 - costs, 289
 - embeddedness, 120
 - policy debates, 298
- Charitable organizations
 - behavior, 205–209
 - for-profit firms (FPFs), similarities and differences, 224–228
 - nondistribution constraint, 206–207, 209, 239
 - resource enhancement, 207
- Churches, 87
 - entrepreneurship theories and, 151

- Citizenship, 191–192, 195
- Classification of NPOs, 240–241
- Collectiveness Index, 60–61
- Commercial nonprofits
 - donative versus, 117–118
 - presence of, explaining, 119–120
- Comparisons
 - economic theories of nonprofit organizations, 277–309
 - nonprofit research, perspective on, 311–320
 - nonprofit sector, structure and change, 247–276
- Competition
 - for-profit firms (FPFs), similarities and differences, 229
 - stakeholder theories and, 127–128
 - statutes, refining, 297
- Consumers
 - awareness of, 99
 - characteristics, sector size and, 292
- Contagion of legitimacy, 243
- Contract failure theory, 294
 - stakeholder theories, 128–129
- Contract theory
 - stakeholder theories, 129–130
- Control rights, third sector, 35–37
 - government institutions, 36
 - limits to, 37
- Cooperatives, 28
- Corporatist model, nonprofit sector, 260
- Cost, Quality, and Child Outcomes in Child Care Centers, 96
- Crowd-out of charitable contributions, 55–57, 70, 285
- Cutbacks, government support, 272
- Day care centers
 - consumer characteristics, 292
 - legitimacy, 215–216
 - trust hypothesis, empirical evidence, 96–97
- Demand
 - supply and demand, 19–21
- Demand-side stakeholders, 131–132, 134
- Democratic management, third sector, 42–43
- Demographic conditions, changes in, 292–294
- Difference of nonprofit organizations, 239–244
- Differentiated goods, 71–73
- Direct effects, fallacy, 314–315
- Direct stakeholder-beneficiary control, 7
- Disproportionate Share Program (DSP), 107n. 23
- Donated income, taxation or exemption, 295–296
- Donative nonprofits, 55–57
 - versus commercial nonprofits, 117–118
- Downsizing, 220–221, 270
- DSP: see Disproportionate Share Program (DSP)
- Ecological environment
 - macro-organizational behavior, 211–214
 - micro-niches, 214
 - niches, 213–214, 221–224
 - organizational death, 212
 - population density, 212
 - populations, defined, 213
 - resource concentration, 212–213
 - size of firms, 213
- Ecological perspective, nonprofit research, 315–319
- Economic theories of nonprofit organizations, 57–61, 277–309
 - capital, 289
 - consumer characteristics, 292
 - demographic conditions, changes in, 292–294
 - economic modeling, 280
 - entrepreneurship theories, 161–167
 - demand theory, 163
 - entrepreneurial supply, 282–283
 - interdisciplinary theory building, 167
 - management theory, 165–167
 - supply side theory, 162–163
 - fundraising expenditures and giving, 286–287
 - government spending and giving, 284–285
 - heterogeneity hypothesis, 58
 - income from sales and giving, 287
 - labor, 289–290
 - managers, preferences, 59
 - marketability of outputs, 290–291
 - market condition, changes in, 292–294
 - market exchange distinguished from voluntary action, 281–282
 - mergers and acquisitions, 294
 - outputs
 - changes in output mix, 292–293
 - input supply and output mix, interactions, 291

- Economic theories of nonprofit organizations (*cont.*)
- outputs (*cont.*)
 - marketability, 290–291
 - nonprofit sector, 58–60
 - public performance, 59–60
 - policy debates: *see* Policy debates, economists' contributions to
 - preferences, different, 60
 - "publicness" indexes, 60–61
 - regulatory conditions, changes in, 292–294
 - research on determinants of giving, evaluation, 287–288
 - revenue sources, 293
 - scope of inquiry, delineating, 278–280
 - size and diversity, 58
 - size of sector, determination, 282–292
 - capital, 289
 - consumer characteristics, 292
 - entrepreneurial supply, 282–283
 - fundraising expenditures and giving, 286–287
 - government spending and giving, 284–285
 - income from sales and giving, 287
 - labor, 289–290
 - marketability of outputs, 290–291
 - output mix and input supply, interactions, 291
 - research on determinants of giving, evaluation, 287–288
 - taxes and giving, 283–284
 - understanding of, 140
- Education, health and social services
- international comparisons, 263, 264f
 - trust hypothesis, education, 95–96
- Efficiency tactics, macro-organizational behavior, 219
- Employment
- international comparisons, 254
 - unemployment, youth, 269
- Entrepreneurship theories
- basic arguments of, 140–146
 - behavior of organizations, 142
 - business administration elements, 145–146, 153
 - concept of entrepreneurship, 140–142
 - cultural differences, 141–142
 - ecological model, 317–318
 - economic theory, 161–167
- Entrepreneurship theories (*cont.*)
- economic theory (*cont.*)
 - demand theory, 163
 - interdisciplinary theory building, 167
 - management theory, 165–167
 - supply side theory, 162–163
 - understanding of, 140
 - entrepreneurial supply, 282–283
 - Germany, 151–152
 - information asymmetries, 142
 - innovative role of NPOs
 - factor aspect, 148
 - institutional development aspect, 149–150
 - product aspect, 146–148
 - institutional change, 142–143
 - interdisciplinary theory building, 167
 - management theory, 165–167
 - motives of entrepreneurs, 143–144
 - "new combinations" concept, 140–141
 - NPO foundation and development, 142–143
 - "predictive power of," 146–152
 - factor aspect, 148
 - growth of nonprofit sector, 150
 - institutional development aspect, 149–150
 - motives of entrepreneurs, 150–152
 - product aspect, 146–148
 - real world nonprofit sector, 139–159
 - supply side theory, 162–163
 - theory development, impact of
 - entrepreneurship, 152–156
 - attitudes of managers, changes in, 154–155
 - business life practice, 154
 - image of nonprofit sector, 153
 - normative aspects, 153
 - "social management," 154–155
 - types of entrepreneurs, 143–145
- Environmental influences, theory of nonprofit organizations (NPOs), 19–20
- EPC: *see* Externality Producing Content (EPC)
- Essentialism, fallacy, 311–312
- Europe: *see also* Third sector, economics of entrepreneurship theories, 151–152, 153
- European Welfare State, 147, 148
- European/World Value Survey, 248
- Extension, macro-organizational behavior, 221–224
- Externality Producing Content (EPC), 61

- Factor aspect, entrepreneurship theories, 148
- "Fair trade organizations," 6
- Fallacy of direct effects, 314–315
- Fallacy of essentialism, 311–312
- Feminists, 191
- Field experiments, 288
- Fisher, Donald, 240–241
- For-profit firms (FPFs)
 - behavior of organizations, similarities and differences between charities and FPFs, 224–228
 - comparison to NPOs, 5, 9–10
 - relational goods, 15–16
 - conversion of nonprofits to, 295
 - improvement upon performance of, 6
 - "misbehavior," 8, 11
- "For-profits in disguise," 133
- FPFs: *see* For-profit firms (FPFs)
- France: *see also* International comparisons
 - corporatist model, 260
 - social welfare, 261
 - unemployment, youth, 269
- Fraud, 83
 - measurability, 90
- Functionality, 273
- Fundraising
 - expenditures, giving and, 286–287
 - policy debates, 298
- Game theory, trust hypothesis and, 81, 91
- General Agreement on Tariffs and Trade (GATT), 190
- Geographic scale, 193
- Germany
 - corporatist model, 260
 - entrepreneurship theories, 151–152, 153
 - nonprofit sector: *see* International comparisons
 - public funds, 269
 - revenue structure, 263
- Goal displacement, trust hypothesis, 90
- Governance, 18–19
- Government-financed public goods, 71
- Government institutions
 - contracting-out services, 297
 - third sector, control rights, 36
- Government-nonprofit partnership, voluntary
 - failure theory, 171–182
 - background, 172–173
 - checks and balances relationship, 177–178
- Government-nonprofit partnership, voluntary
 - failure theory (*cont.*)
 - comparative advantage, 177–181
 - compensatory theory, 177–181
 - concerns, 176
 - interdependence theory, 173–175
 - joint failure, 180–181
 - localism and neighborhood focus, 177
 - maturing of partnership, 180
 - symmetry in partnership, 178–179
 - validation, 179–180
- Government spending
 - capital and, 289
 - giving and, 284–285
- Government support, cutbacks, 272
- Health care industry, 72; *see also* Hospitals
 - and hospital industry
 - policy debates, 298
 - trust hypothesis, empirical evidence, 93–95
- Health maintenance organizations, 221
- Heart attacks, care, 94
- Heterogeneity hypothesis, 58
 - nonprofit sector, 271
- Homogeneity hypothesis, 72
- Homogeneous goods, 70–71
- Hospitals and hospital industry, 23n. 30; *see also* Health care industry
 - asymmetric information, 121n. 2
 - labor, 290
 - redistributive activities, 208
 - trust hypothesis, empirical evidence, 93–95
 - unnecessary services, 208
- Hungary: *see* International comparisons
- Identity of organizations, 230
- Identity politics, 192
- Impure altruism, theory of, 57
- Incentive incompatibility challenge, trust hypothesis, 82–84, 87, 102
- Incentive structures
 - third sector, 29, 37–44
 - characteristics of organizations, 41–44
 - democratic management, 42–43
 - job satisfaction, 40–41
 - participation, 42–43
 - profit distribution, 43, 45n. 13
 - public policy changes, 44
 - redistribution, 37–39
 - social aim, 42

- Incentive structures (*cont.*)
 - third structure (*cont.*)
 - social and community care services, 39, 40
 - wage structures, 41
 - workers' behavior, 39–41
- Income distribution, third sector, 32–33
- Income from sales and giving, 287
- Information asymmetries, 78, 80
 - entrepreneurship theories and, 142
 - stakeholder theories, 128–129
- Information failure, third sector, 34
- Institutional change, entrepreneurship theories, 142–143
- Institutional choice
 - stakeholder theories, 130
- Institutional development aspect,
 - entrepreneurship theories, 149–150
- Institutional environment
 - macro-organizational behavior, 214–217, 223
 - legitimacy, 215–216
- Institutional frameworks, niches, 221–224
- Institutional theories, 187–201
 - macro-organizational behavior, 214–217, 223
 - sectoral interdependence approach, 188
 - space, 193–196
 - state, 188–191
 - autonomy, relative, 189–190
 - duality of structure and agency, 189
 - globalization, 190, 197n. 2
 - subject, 191–193
- Interdisciplinary theory building, 167
- Internal Revenue Service (IRS), 279
- International comparisons
 - nonprofit sector, 247–276
 - change, 265–270
 - corporatist model, 260
 - dimensions of nonprofit sector in 8 countries, 255f, 258f
 - education, health and social services, 263, 264f
 - emphasis, 262t
 - forecasting, 270–274
 - growth in economic dimensions, 267
 - heterogeneity theory, 271
 - liberal model, 259
 - maps, 258–265
 - measures of scale, combining, 253–254
 - International comparisons (*cont.*)
 - nonprofit sector (*cont.*)
 - membership rates, 266–267
 - models, 259t
 - non-profit distributing, 250
 - organized sector, 249
 - regime types, 258–265
 - revenue sources, structure of, 256–257, 258f
 - revenue structure, 264f, 265f, 266t
 - scale, 250–253
 - self-governing, 249–250
 - size, indicators, 251t, 266t, 267
 - social democratic model, 259–260, 268
 - social origins theory, 260–262, 268
 - statist model, 261–263, 269–270
 - trust sector, 271–272
 - unit of analysis, 249–250
 - voluntary participation, 250, 252–253, 266–267
- Italy: *see* International comparisons
- Japan: *see also* International comparisons
 - statist model, 262, 263, 269–270
- Job satisfaction, third sector, 40–41
- Johns Hopkins Comparative Nonprofit Sector Project, 248, 250
- Labor, sectoral advantage, 289–290
- Laboratory experiments, 288
- Legitimacy
 - contagion of, 243
 - institutional environment, 215–216
- Legitimation tactics
 - macro-organizational behavior, 219–220
 - for-profit firms compared, 227–228
- Liberal model, nonprofit sector, 259
- Liberal regime, 263
- Macro-organizational behavior, 209–224
 - adaptation theory, 210, 217–219, 223
 - organizational strategies and tactics, typology, 218t
 - ecological environment, 211–214
 - efficiency tactics, 219
 - extension, 221–224
 - institutional environment, 214–217, 223
 - legitimation tactics, 219–220
 - for-profit firms compared, 227–228
 - micro-niches, 214

The Study of Nonprofit Enterprise

Theories and Approaches

Anheier, H.K.; Ben-Ner, A. (Eds.)

2003, XVII, 331 p., Hardcover

ISBN: 978-0-306-47703-4