

## Contents

<table>
<thead>
<tr>
<th>List of figures</th>
<th>ix</th>
</tr>
</thead>
<tbody>
<tr>
<td>List of tables</td>
<td>x</td>
</tr>
<tr>
<td>List of contributors</td>
<td>xi</td>
</tr>
<tr>
<td>Foreword</td>
<td>xvii</td>
</tr>
<tr>
<td>Preface</td>
<td>xix</td>
</tr>
</tbody>
</table>

1. Introduction: The power of status  
   **JONE L. PEARCE**  
   1

### Part I  How status differences are legitimated  

2. Divergence in status evaluation: Theoretical implications for a social construction view of status building  
   **BILIAN NI SULLIVAN AND DANIEL STEWART**  
   25

3. Maintaining but also changing hierarchies: What Social Dominance Theory has to say  
   **JAMES O’BRIEN AND JOERG DIETZ**  
   55

### Part II  The influence of status on markets  

4. The importance of status in markets: A market identity perspective  
   **MICHAEL JENSEN, BO KYUNG KIM, AND HEEYON KIM**  
   87

5. On the need to extend tournament theory through insights from status research  
   **MICHAEL NIPPA**  
   118
Contents

Part III  The role of status in new industries and ventures 153

6 The cultural context of status: Generating important knowledge in nanotechnology 155
TYLER WRY, MICHAEL LOUNSBURY, AND ROYSTON GREENWOOD

7 Venture launch and growth as a status-building process 191
M. KIM SAXTON AND TODD SAXTON

Part IV  When ascriptive status trumps achieved status in teams 213

8 Status cues and expertise assessment in groups: How group members size one another up ... and why it matters 215
J. STUART BUNDERSON AND MICHELLE A. BARTON

9 The malleability of race in organizational teams: A theory of racial status activation 238
MELISSA C. THOMAS-HUNT AND KATHERINE W. PHILLIPS

Part V  Status in the workplace 267

10 Organizational justice and status: Theoretical perspectives and promising directions 269
JERALD GREENBERG AND DESHANI B. GANEGODA

11 Resolving conflicts between status and distinctiveness in individual identity: A framework of multiple identity displays 304
KIMBERLY D. ELSBACH

Part VI  Developing status and management knowledge 331

12 The value of status in management and organization research: A theoretical integration 333
JONE L. PEARCE

Index 345