

## Contents

<i>Preface</i>	<i>page</i> ix
<b>1</b> Criminalizing the Corporate Control Process	1
Definitions	6
Criminalization of Corporate Crime in the Post-Watergate Era	10
The Facts of Criminalization	16
Conclusions	20
<b>2</b> Deterrence in Review	22
Rationality and Crime	22
Empirical Support for Deterrence	26
Conclusions	42
<b>3</b> Assessing the Failure of Corporate Deterrence and Criminal Justice	45
Criminal Law and the Corporation	45
Criminal Law and Corporate Managers	56
Conclusions	60
<b>4</b> Corporate Deterrence and Civil Justice	61
Civil Law and Corporate Offending	61
Can Civil Law Deter Corporate Crime?	73
Conclusions	78
<b>5</b> Corporate Deterrence and Regulatory Justice	79
Business Regulation in the United States	80
The Deterrent Capacity of Administrative Law	84
	<b>vii</b>

Punishment or Persuasion	94
Conclusions	97
<b>6</b> Cooperative Models of Corporate Compliance:	
Alternatives to Criminalization	98
Enforced Self-Regulation	100
Informal Social Control	106
Enforcement Pyramid	112
Tit-for-Tat Regulatory Philosophy	112
Conclusions	115
<b>7</b> Criminalization versus Cooperation: An Empirical Test	116
Study One	117
Study Two	139
Conclusions	151
<b>8</b> Shaping the Contours of Control	153
The Failure of “Strict” Deterrence	153
Policy Challenges	155
Future Directions for Compliance Research	160
<i>Appendix A Study One: Questionnaire Items and Responses</i>	163
<i>Appendix B Study One: Sample Characteristics</i>	169
<i>Appendix C Study Two: Questionnaire Items and Responses</i>	170
<i>Appendix D Study Two: Sample Characteristics</i>	173
<i>Name Index</i>	174
<i>Subject Index</i>	176