

Index

academic censorship in China, 10 enforce laws and regulations, 44 alternative mechanisms, improves frontline city management officers, 48 cooperation, 3 and informal payments, 77 anarchy notorious reputation, 74 economic analysis of, 1 power abuse, 77 explanation from law and economics regulate street vending, 62, 71 scholars, 1 sell genuine protection, 77 explanation from public choice scholars, 1 street vendor removal policy, 80 Hobbesian anarchy, 2 violent conflicts with street vendors, 73-74 life under, 1 China, 8 public choice analysis of, 1 allocation of public resources in China, 125 a state of, 1 authoritarian state, features of, 7 undermines social cooperation, 1 its cadre management system, 52 as an unstable outcome, 1 central government of, 7 as a decentralized authoritarian system, 5 assurance, concept of, 125 authoritarian state, 7 first-tier cities, 47, 50 achieves legitimacy, 7, 92 lacks political constraints, 5 impacts the development of illegal markets, 9 local governments implement policies, 7 lacks checks and balances, 6 weak local governments, 7 bargaining power personnel system, 6, 53, 126 concept of, 17, 35-36 as a predatory state, 4-5, 172 against governmental interference, 104 second-tier cities, 47 third-tier cities, 50 in small property right housing market, 103 Bo Xilai, 53 uneven development, 6 Boettke, Peter, 16 urbanization features of, 8 campaign-style anti-corruption approach, 113 and land value, 91 campaign-style law enforcement, 39 and small property right housing campaign-style policing, 78 markets, 49 case study, definition of, 43 urban-rural gap, 5 chengguan, 12, 43 China's anti-corruption campaign, 45, 52-53, adopt soft strategies, 43 111, 113, 128, 165 and corruption, 77 anti-corruption agencies, 113 create a "grey space," 75, 77 reforms of, 128 earn extra-budgetary revenue, 75 and increased risk of punishment, 128



Chinese government	and face, 126, 166
anti-crime policies, 7	favor-givers, 111, 115, 117, 123, 126, 128,
creates and promotes illegal markets, 5-7	131–134
crime control, 78, 174	favor-seekers, 111, 115, 117, 121, 127-128,
outright dismissal, 37	130, 138
as a predatory state, 9	ganqing, 110, 119, 121, 138
Chongqing, 53	hostages, 14, 111, 121, 138
Chongqing model, 53	illustration of, 120
CNKI, 57	information, 110, 115, 121, 123
Coase, Ronald, 23	information sharing, 121
collective action capacity, 103	initiation, 13, 111, 115, 130-131
collective action problems, 23	intermediaries, 110, 112, 129-131, 166
collective resistance, 32	intermediaries-enabled corrupt exchanges,
its effectiveness, 32	131, 134
commitment problem, definition of, 19	loyalty, 123
community, attributes of, 25	mianzi, 110, 166
community-based institutions, 9	mutually dependent relations, 124
compromising information, 20	and network governance, 110
asymmetric sharing of, 144, 157	as non-simultaneous transactions, 116
and development of technologies, 144	opportunistic behavior, 115, 120, 127
examples of, 141, 144	power asymmetry, 123
as hostage-taking, 144	and prevention of opportunistic
sharing of, 20, 140	behaviors, 110
symmetric sharing of, 144	punishment, differential levels of, 111, 117,
consumerism, culture of, 148	120, 128, 174
conventional study of law and economics, 2	roles of, 134
corrupt intermediaries, 129, 136	sellers of corrupt benefits, 119, 132
categories of, 132, 135	social embeddedness of, 110, 118-120, 123,
choice of, 131	126, 138, 167, 173
facilitate corrupt exchanges, 130	strong-tie relations, 14, 120, 122-123, 138
facilitate information-sharing, 132	transaction costs and exchange risks, 13
initiate corrupt exchanges, 130-131	trustworthiness, 123
lobbying, 132	weak-tie relations, 120
mianzi of, 133	corruption
as a protective shield, 133	among chengguan, 76
and reputation, 131	among street-level bureaucrats, 75
roles of, 129-130, 132-133, 138	buying and selling of government jobs, 52
secretaries, 135	in China, 6, 137
corrupt relations, 116	classifications of, 112
corrupt transactions	common misunderstanding of, 124
actors, 116	and conflicts of interest, 174
asset specificity, 116	definition of, 112
asynchronous nature of, 14	in different sectors, 113
bribe payment, 13, 111, 118, 122–123,	its effects on China's economic growth, 113
133–134, 138	extravagant position-related
cultural meanings of, 134	consumption, 6
buyers of corrupt benefits, 110, 117-118, 120	family corruption, 126
characteristics of, 115, 137	forms of, 112
compromising information, 14, 118, 120,	gift-giving, 6
128–129	greases the wheels of economic growth, 113
dishonesty and loss of reputation, 127	intensification of, 6
emotional bonds, 120	intermediaries, 53



misuse of office, 6	in authoritarian states, 3
primary form of, 6	bilateral-punishment mechanism, 19
within the public sector, 6	collective resistance, 167
rent, 75	community-based governance, 163
as sand in the wheels, 113	complexity of, 166
transaction costs of, 116	compromising information, 20, 167
transactive corruption, 6	concept of, 18
credible commitment, 20, 32, 143	customary institutions, 42
customary institutions, 42	in dysfunctional states, 3
customary organizations in a fragile state, 4	facilitate cooperation, 4
cybersex crime in Hong Kong, 34	facilitate corrupt transactions, 6
cyberviolence, concept of, 159	formation, prevalence, evolution and
	function of, 3, 163
democratic states, 9	gossip, 20
diamond industry, 3	hostage-posting, 20
differential punishments, 27, 37, 41, 45-46, 168	hostage-taking, 164
dual-track land system in China, 84	informal control strategies, 164
·	informal elements, 163
economic governance, 23	their interactions with formal
bounded rationality, 23, 26, 114	institutions, 171
definition of, 23, 114	lynching, 164
ex ante screening, 115, 118, 138	multilateral reputation mechanism, 21
ex post safeguards, 115, 117-118	multilateral punishment mechanism, 19
opportunism, 23, 114	in offline illegal markets, 167
definition of, 115	past research on, 3-4, 9, 165
economic organization, 23	perform multiple roles, 2-3, 18
Emerson, Richard, 35	pirate code, 164
exchange relationships	prison gangs, 3, 164
betrayal, price of, 128	reputation, 20
characteristics of, 10	third-party enforcement, 21
criminal punishment, risk of, 35	arbitrators, 21
high-power actors, 35, 40, 117	community-level organizations, 21
high-risk actors, 35, 37, 40, 117	credit-rating agencies, 21
and intermediaries, 38	mafia, 21, 30, 61
low-power actors, 35-36, 40, 117	market association leaders, 21
coercive strategies, 129, 138	merchants' guilds, 21
power-balancing strategies, 36, 111, 118, 136	prison gangs, 21
low-risk actors, 35, 37, 40, 46	extravagant position-related
nature of, 11, 17, 34	consumption, 113
power, unequal distribution of, 36	
power-dependence perspective, 35	face
power-dependence relationships, 10, 35-36	Barbalet's account of, 126
power-imbalanced relationships, 8, 17, 36,	as a compelling power, 135
40-41, 45-46, 111, 117, 168	concept of, 111, 124-125
punishment, different levels of, 35, 111	and corrupt transactions, 126
social space structured around sellers and	as an ex post safeguard, 118
buyers, 35	functions as the assurance mechanism, 125
triadic structure of, 24	130, 133, 136, 138–139
extra revenue from land conveyancing, 5	as a governance mechanism, 112
extrabudgetary revenue, 7	governs intermediaries-enabled corrupt
extralegal governance institutions, 8,	exchanges, 137
166–167, 170	loss of, 111, 125



face (cont.)	Hobbes, Thomas, 1, 4
and <i>mianzi</i> , 124	hostage holding, 38
nature of, 135	hostage-posting, 20
and reciprocity, 126	hostage-taking, 143
saving face, 125	compromising information as
and social norms, 133	hostage-taking, 144
and social sanctions, 136	social ties as hostage-taking, 143
	hukou, 6
Gambetta, Diego, 143	human behavior, basic assumptions of, 25
ganqing	
and allocation of public resources, 125	illegal entrepreneurs
and bribe payment, 134	bribe public officers, 30
definition of, 14, 138	create legal business ventures, 31
depth of, 131	lower the risk of being punished, 31
and face, 120	use internet-based strategies, 7
as a guarantee in exchange relationships, 120	use network information, 31
as hostage, 138	illegal markets
and intermediaries, 133	categorization of, 39
as a prerequisite for corrupt	characteristics of, 8, 11
transactions, 119	hidden and nonviolent, 7
in social exchanges, 121	in China, 7
and strong ties, 119	core features of, 44
gossip, 20	decriminalization of, 172
and face, 125	definition of, 21-22
information sharing, 125, 127, 136-138	grease the palms of regulators, 29
and reputation, 125, 127, 134, 136	grease the wheels of the commerce, 29
role of, 125	illegal and illegitimate markets, 30
transmits reputation information, 20	illegal but legitimate markets, 29, 33
and WeChat groups, 98	illegitimate illegal markets, 10, 39
governance, concept of, 17	internal differentiation of, 28
government	vs. legal markets, 143
facilitates social exchanges, 18	legitimate illegal markets, 10, 39, 59
local governments implement policies, 7	legalization of, 172
modern governments, 2	major risks, 143
nondemocratic governments, 2	moral legitimacy of, 27
as a protector, 1	nature of, 16
government appointments, buying and	social legitimacy of, 8, 16, 39
selling of, 14, 52	social order of, in cyberspace, 140
nature of, 110	state responses to illegal markets, 27, 30,
price, 121	143, 172
-	
Granovetter, Mark, 24, 119	illegal moneylending, concept of, 142 illegal online lending market. See peer-to-pee
guanxi	
and anti-corruption investigations, 128	lending market
changing function of, 4	illegal transactions
definition of, 110	actors, 116
facilitates corruption, 110	context-specific explanations of, 168
and guanxi wang, 97	cooperation in illegal transactions, 143
norms, 126	in cyberspace, 162
and renging shigu, 126	and dispute resolution, 116
resilience of, 9	governance mechanism of, 14
triadic structure of, 125	regulation of, 146
and WeChat groups, 97–98	social embeddedness of, 36, 38



illicit markets	false advertising, strategy of, 152
morality of, 16, 27, 29	obfuscation of interest rate information,
in Soviet and post-Soviet Russia, 29	152, 154, 156
informal economies	prolonging the borrower's indebtedness, 156
in China, 79	employ deceptive techniques, 141
informal and illegal economies,	face new challenges in cyberspace, 146
distinction of, 21-22	meet normative expectations, 151
nature of, 79	and networked technologies, 146
informal financing mechanisms, 4, 9	purchase services from lawyers, 158-159
informal institutions. See extralegal	and repayment enforcement, 145-146
governance institutions	threaten use of litigation, 159
informal land use, 92	use compromising information as collateral,
informal markets in Lagos, 3	14, 157, 167
information hostages, 34	naked photos and pornographic videos,
information technologies, 33	157–158, 160, 162, 174
institutions	social contacts, 157, 162
definition of, 18	use cyberviolence, 147, 160, 162
as equilibria, 18	text-bombing, 160–161
as rules of the game, 23	use relational repression, 147, 159, 161
interdisciplinary collaboration, 41	loan-sharking businesses, social
between new institutional economics and	embeddedness of, 145
economic sociology, 24-26	local law enforcement agencies
internet anonymity, 33	adopt a zero-tolerance approach, 78
and dishonesty, 34	and extrabudgetary revenue, 7
facilitates online illegal markets, 38	their strategies to curb illegal markets, 17
internet finance industry, 147	their willingness to curb illegal markets, 7, 30
internet technologies	their willingness to implement laws, 30
internet-based strategies used by illegal	•
entrepreneurs, 7	mafia
promote illegal businesses, 40	literature on mafia, 61
	mafia-like organizations, 21
land property rights in China, 5, 9	and privatized coercion, 30
characteristics of, 5	as protectors, 61
land-use rights, 45	market association leaders, 3, 21
urban and rural land, ownership of, 5	money, perception of, 122
user rights to collectively owned land, 81	moral hazard, 33
land use order in China, 81	multidisciplinary approach, 169
lawlessness and economics, 2	multiple case study approach, 14
lawyers as crime facilitators, 158	multiple case study design, 8, 12, 42-43, 46,
legal rules, the effect of, 2	57, 166
legitimacy	its limitations, 58
concept of, 27-28	research implications, 170
connections between social legitimacy and	vs. single case design, 43
political legitimacy, 28	
moral legitimacy, 29	neoclassical economics, 22
social legitimacy, definition of, 28	networked technologies, 27
legitimate illegality, 29	new economic sociology, emergence of, 24
loan sharks, 141	new institutional economics
bribe police officers, 146, 162	differs from economic sociology, 25
confront risks, 145	methodological individualism, 22
debt-trapping strategies, 151	and its sociological turn, 24
avoiding criminal punishment, 156	transaction costs, 22



208 Index

new socio-economics, 26 power-money exchanges, 6, 52, 122 non-state institutions. See extralegal predatory governments, 2 governance institutions Soviet Union, 29 undermine social cooperation, 2 online loan-sharking, 55 prison gangs, 3, 21 organized crime prisoner's dilemma, 1 concept of, 142 private governance. See extralegal governance as criminal activities, 142 institutions as a form of extra-legal governance, 142 private ordering through internal organization hide and bribe, 31 (hierarchy), 23 as a hierarchical enterprise, 142 public appointments, buying and selling of, organized crime groups 6, 117-118 bribery, 6 bribe police officers, 145 harness the internet, 140 and capability, 124 as protectors, 143 consultation before formal meetings, 127 recruit solicitors, 145, 158 decisions concerning personnel matters, 126 as an investment, 123 peer-to-peer lending market, 55 nature of, 45 conventional criminal groups, roles of, 141 power abuse, 122, 127 criminal opportunities in cyberspace, 150 and culture of consumerism, 148 qualitative research methods, 42, 47 dark side of, 147 comparative historical research, 170 demand-side explanation of, 147 ethical issues, 49, 54, 57, 166 e-commerce players, 149 field trips, 51 financial exclusion of university and college informal conversations, 51 in the interdisciplinary field of institutional and growth of consumer borrowing, 148 analysis, 43 nature of, 45 interviews, 47, 50, 53-54, 57 parents, roles of, 150, 158, 161 language barriers, 10 police officers, roles of, 151 their limitations, 58 reputation mechanism, roles of, 14 participant observation, 48-49, 69 rise and demise of, 147 participant recruitment, 56, 171 students as suitable targets, 150 and political atmosphere, 55, 166 students as victims, 150, 158 published materials, 51, 57, 171 supply-side explanation of, 149 CNKI, 57 universities and colleges, roles of, 150 roles of intermediaries, 54 peer-to-peer lending platforms, 55 roles of social connections, 53 pirates selection bias, 51 and pirate code, 3 snowball sampling method, 47, 50 and pirate customs, 3 WeChat groups, 50 political legitimacy, 32 concept of, 28 rational-legal principle, 125 political patronage, 33 real-estate sector political-criminal nexus, 53 in China, 81 abuse of power and provision of price of commercial housing, 84 protection, 32 reciprocity, principle of, 78 relational repression, 140 bribery, 31 politically sensitive topics in China, 11, 166 concept of, 141, 160 relational work, 26 power, perception of, 122

power-dependence theory, 35, 114, 117-118, 138

power dynamics, 27

theory of, 17

relationship-based mechanisms, 27, 33

and compromising information, 144

reputation, 20



and corrupt intermediaries, 131	feature of, 89
and corrupt transactions, 126-127	price of, 90
in dense networks, 98	extralegal governance institutions, 83,
and face, 110-111, 124, 136	93-94, 102, 109, 173
functioning of, 101	codified documents, 93, 95
and gossip, 19-20, 98, 125, 127	collective resistance, 13, 83, 103-104, 109
as hostage, 96	common knowledge, 93-95
informational function of, 14	contracts, 94
and information-sharing, 13, 99	contract-signing rituals, 94-96
loss of, 21, 96–97, 111, 127	exchange testimonies, 94
and <i>mianzi</i> , 14, 124	green books, 93
in offline illegal markets, 167	home address as hostage, 96
reputation for trustworthiness, 13, 115	hostage-posting, 96–97
reputational information, 34, 98, 121, 145	political patronage, 13, 83, 106, 109
sanctioning function of, 14	professional third parties, 95
and WeChat, 83, 109	reputation, 98
research questions, 4	reputation as hostage, 96
risk, 11	signaling, 96
context-specific risks, 17, 41	social sanctions and collective
criminal punishment, 39, 166	resistence, 104
different categories of, 39	titling certificates, 95
lenient punishment, 39	WeChat groups, 13, 97
market-based uncertainties, 4, 12, 39,	WeChat groups and gossip, 98
44–45, 166	WeChat groups and information
political-legal risks, 4, 9, 45, 166–167	transmission, 98–99
risks experienced by exchange partners, 10	WeChat groups members, 97
routine activity theory, 149	written documents, 13
routine policing, 78	farmer housing
	definition of, 87
rural-to-urban migrants, 6, 61	
shared knowledge concept of 72	spatial feature of, 87
shared knowledge, concept of, 73	government interference, 13, 92
Silk Road, 34	lacks access to state institutions, 93
small property right housing	market uncertainties, 82, 90
categories of, 109	opportunistic behavior, 90
definition of, 12, 44, 81	nature of, 13, 43, 84
development patterns of, 82, 87	political uncertainties, 82, 90
its effects on social welfare, 82	demolition, 105–106
illegal nature of, 12, 45, 81	government interference, 91, 103, 105–108
price of, 82, 86–87	purchasing informal housing as an
social legitimacy of, 107–108	investment, 100
and village redevelopment programs, 107	roles of village committees, 100, 102, 105
small property right housing market, 12, 50,	managing a registration database, 100
81, 91, 101	punishing opportunists, 101
agencies as information transmitters,	punishments as public services, 102
99–100	as sellers and buyers, 100
agencies as institutional entrepreneurs, 99	solving information asymmetry, 101
in Beijing, 105	third-party witness, 100
collective action problems, 104	in Sanya, 106
demand side, 85	in Shenzhen, 86
external developers' small property right	size of, 81, 86
housing, 83, 89, 108	social legitimacy of, 44, 85-86, 92, 104, 107, 173
demolition, 105	supply side, 85



mall property right housing market (cont.)	strong state repression, 31
village committee small property right	weak state repression, 32
housing, 83, 88	state-constructed dichotomy of legal/illegal, 28
Bai Ge Zhuang village, 88	street vending, 59
collective resistance, 89, 104	criminalization of, 78
daily management of, 89	in Guangzhou, 62
features of, 88	and local gangs, 78
green books, 89	regulatory measures in Guangzhou, 63
social legitimacy of, 107	regulatory policies on street vendors, 62-63
village committees	state regulation of, 63, 173
dual organizational nature of, 102	street vendors, 47–48
multiple roles of, 13	attract media and academic attention, 62
village leaders, 104	avoid competitive bidding and
ocial acceptability, 21	marketing, 67–69
ocial embeddedness, 24–25	avoidance
assures secrecy, 31	definition of, 71
network information, 31	strategy of, 71
strong bonds among criminal collaborators, 31	cat-and-mouse game, 71
ocial relations	in China, 47
as hostage-taking, 31, 162	common interests, 64
provide information, 33, 156	coordinate actions, 64
ocio-economic approach, 10–11, 16, 26, 58,	create situational stress to resist law
139, 167, 169	enforcement, 74
analytical approach, 16–17, 26, 44, 169	crowd-source moral support from the
macro dimensions, 10, 16, 27, 39–40, 45, 168	public, 74
micro dimensions, 10, 16–17, 27, 34, 41,	definition of, 61
45, 168	develop norms of distributing space, 69–70
sociological concepts, 168	establish close ties with <i>chengguan</i> , 76
transaction cost theory, 168	face fines, 63
socio-economic approach to study	face market-based risks, 60
corruption, 114	face political–legal uncertainties, 60
oft policing strategies, 47	and failed cases, 79
tate capacity, 1	first come, first served rule, 69–70
tate capacity, i	form cohesive groups, 64
concept of, 2	form mutual aid groups, 64
contradicts political economy literature, 2	form private governance organizations,
tate capacity literature, 1	59–60, 78
tate enforcement of prohibitions, 30, 143	form strong groups, 75
tate enforcement of property rights, 2	gain licences through formal procedures, 76
tate intervention in economic life, 30	gentle regulation of, 63
	in Guangzhou, 65
tate protection, 18, 30 formal institutions, 165, 170	hierarchical structure of, 76–77
change of, 171	information-sharing, 65–66
their relations with excalegal governance	join QQ groups, 65
institutions, 163, 170	join the informal consignment system, 67
safeguarding legal markets, 142	join WeChat groups, 65
state-provided governance institutions, 18	mirgants as street vendors, 61
state repression, 16	and mutual aid, 12, 73
outright dismissal, 37	number of, 62
role of, 39	purchase protection from state agents, 59,
selective or lax enforcement, 31–32	75, 79
state repression of illegal markets, 30	rental fee, 77



Index 211

resistance, 72 collective resistance, 72, 74 definition of, 72 rule of first possession, 69 safeguard two types of property right, 60 share warehouse storage costs, 67 and shared knowledge, 73, 78 street vendor gangs, 73 in Thailand and India, 69 unwritten rule of avoiding competition, 68 use information-sharing to address chengguan's harsh enforcement approach, 71 use intermediaries, 76 use violence to against law enforcement, 73 as walking devils, 62 strict enforcement of prohibitions, 31 strong ties and ganqing, 119 in the illegal job market, 119 strong-tie relationships, informational function of, 118 subjective game model, 23 Sweep Away Black and Eradicate Evil

tax-sharing system in China, 91 third-party intervention, 24 thugs-for-hire, 30 tie strength, 119 indicator of, 119

campaign, 45, 57, 166

traditional organized crime groups their cooperation-enhancement strategies, 141 definition of, 142 harness the internet, 140 move their businesses online, 141 transaction as a bilateral or dyadic relation, 23 transaction cost economics analyse corrupt transactions, 115 cognitive and behavioral assumptions, 115 and embeddedness, 26 transaction cost theory, 23, 114, 118, 137 transaction costs, 22 asset specificity, 116 transaction-cost economics, 114 triad members in Hong Kong, 31, 61

urban-biased land development policy, 5

Varese, Federico, 61, 143 village committees, dual organizational nature of, 100 violence as a means of enforcement, 7, 14, 38, 96, 140, 143, 145–146, 160

Weber, Max, 16, 168 WeChat, 97 Wedeman, Andrew, 6, 113

Yin, Robert, 43, 46