British Journal of Industrial Relations / Volume 42, Issue 2 / pp. 325-347

## Management Buyouts and Human Resource Management

Nicolas Bacon, Mike Wright, Natalia Demina

First published: 29 April 2004

https://doi.org/10.1111/j.1467-8543.2004.00317.x

Citations: 40

## **Abstract**

This paper reports the findings from a survey of the effects of management buyouts on human resource management (HRM). Buyouts resulted in increased employment, the adoption of new reward systems, and expanded employee involvement. These developments support the resource-based view that buyouts develop internal assets over agency theory predictions that managers will adopt a cost reduction approach. The type of buyout influences the subsequent development of HRM. Buyouts report more commitment-orientated employment policies where employees own shares, and where the buyout pursues a 'buy and build' corporate strategy and adopts a business strategy of enhancing customer service and developing markets.

### References

Barney, J. (1991). 'Firm resources and sustained competitive advantage. *Journal of Management*, **17**: 99–120.

Web of Science® Google Scholar

Barney, J. Wright, M. and Ketchen, D. (2001). 'The resource-based view of the firm: ten years after 1991. *Journal of Management*, **27**: 625–41.

Web of Science® Google Scholar

Baron, J. N., Hannan, M. T. and Burton, D. (1999). 'Building the iron cage: determinants of managerial intensity in the early years of organizations', *American Sociological Review*, **64**: 527–47.

Web of Science® Google Scholar

Bradley, K. and Gelb, A. (1985). 'Employee buyouts of troubled companies. *Harvard Business Review*, **63**: 121–30.

Web of Science® Google Scholar

Bradley, K. and Najed, A. (1989). *Managing Owners: The National Freight Consortium in Perspective*. Cambridge: Cambridge University Press.

**Google Scholar** 

Castanias, R. and Helfat, C. (2001). 'The managerial rents model: theory and empirical analysis. *Journal of Management*, **27**: 661–78.

Web of Science® Google Scholar

CMBOR (2000). 'Trends in management buyouts. *Management Buyouts: Quarterly Review from CMBOR*. Nottingham: Centre for Management Buyout Research.

**Google Scholar** 

CMBOR (2002). 'Recent trends in UK buyouts and buy-ins'. In M. Wright and A. Burrows (Eds.), *Management Buyouts*. Nottingham: Centre for Management Buyout Research, Autumn: 9–36.

**Google Scholar** 

Cully, M., Woodland, S., O'Reilly, A. and Dix, G. (1999). *Britain at Work*. London: Routledge.

**Google Scholar** 

Dess, G. G. and Davis, P. S. (1984). 'Porter's generic strategies as determinants of strategic group membership and organizational performance. *Academy of Management Review*, **27**: 467–88.

Web of Science® Google Scholar

Guest, D. and Hoque, K. (1994). 'The good, the bad and the ugly: employment relations in new non-union workplaces. *Human Resource Management Journal*, **5**: 1–14.

**Google Scholar** 

Hitt, M. A., Hoskisson, R. E., Ireland, R. D. and Harrison, J. S. (1990). 'Effects of acquisitions on R&D inputs and outputs. *Academy of Management Journal*, **34**: 693–707.

Web of Science® Google Scholar

Hochner, A., Granrose, C. S., Goode, J., Simon, E. and Appelbaum, E. (1988). *Job-Saving Strategies, Worker Buyouts and QWL*. Philadelphia/Kalamazoo, Mich.: Temple University/W. E. Upjohn Institute for Employment Research.

**Google Scholar** 

Jensen, M. (1986). 'Agency costs of free cash flow, corporate finance and takeovers. *American Economic Review*, **76**: 323–30.

Web of Science® Google Scholar

Jensen, M. (1993). 'The modern industrial revolution, exit and the failure of internal control systems. *Journal of Finance*, **48**: 831–80.

Web of Science® Google Scholar

Kaplan, S. (1989). 'The effects of management buyouts on operations and value. *Journal of Financial Economics*. **24**: 217–54.

Web of Science® Google Scholar

Kotha, S. and Vadlamani, B.L. (1995). 'Assessing generic strategies: an empirical investigation of two competing typologies in discrete manufacturing industries. *Strategic Management Journal*, **16**: 75–83.

Web of Science® Google Scholar

Long, W. and Ravenscraft, D. (1993). 'LBOs, debt and R&D intensity. *Strategic Management Journal*, **14**: 119–36.

Web of Science® Google Scholar

Marginson, P., Armstrong, P., Edwards, P. and Purcell, J. with Hubbard, N. (1993). The Control of Industrial Relations in Large Companies: An Initial Analysis of the Second Company Level Industrial Relations Survey. Warwick Papers in Industrial Relations no. 45. Coventry: Industrial Relations Research Unit.

**Google Scholar** 

Millward, N., Bryson, A. and Forth, J. (2000). All Change at Work? London: Routledge.

**Google Scholar** 

Pendleton, A., Wilson, N. and Wright, M. (1998). 'The perceptions and effects of share ownership: empirical evidence from employee buyouts. *British Journal of Industrial Relations*, **36**: 99–124.

Web of Science® Google Scholar

Phan, P. H. and Hill, C. W. L. (1995). 'Organizational restructuring and economic performance in leveraged buyouts: an *ex post* study. *Academy of Management Journal*, **38**: 704–40.

Web of Science® Google Scholar

Phillips, G. (1995). 'Increased debt and industry product markets: an empirical analysis. *Journal of Financial Economics*, **37**: 189–238.

Web of Science® Google Scholar

Purcell, J. (1995). 'Corporate strategy and its link with human resource management strategy'. In J. Storey (Ed.), *Human Resource Management: A Critical Text*. London: Routledge: 63–86.

Web of Science® Google Scholar

Robbie, K. and Wright, M. (1996). 'Local authorities, compulsory competitive tendering and buyouts. *Local Government Studies*, **22**: 127–46.

Web of Science® Google Scholar

Robinson, R. B. and Pearce, J.A. (1988). 'Planned patterns of strategic behaviour and their relationship to business unit performance', *Strategic Management Journal*, **9**: 43–60.

Web of Science® Google Scholar

Sisson, K. (1995). 'HRM and the personnel function'. In J. Storey (Ed.), *Human Resource Management: A Critical Text*. London: Routledge: 87–109.

**Google Scholar** 

Sisson, K. and Marginson, P. (1995). 'Management: systems, structures and strategy'. In P. Edwards (Ed.), *Industrial Relations: Theory and Practice in Britain*. Oxford: Blackwell: 89–122.

**Google Scholar** 

Smith, A. (1990). 'Corporate ownership structures and performance: the case of management buyouts. *Journal of Financial Economics*. **27**: 143–64.

PubMed | Web of Science® | Google Scholar

Thompson, S. and Wright, M. (1995). 'Corporate governance: the role of restructuring transactions. *Economic Journal*, **105**: 690–704.

Web of Science® Google Scholar

Van Neerven, T., Bruining, H. and Paauwe, J. (1996). 'Managing without traditional owners'. In P. C. Flood, M. J. Gannon and J. Paauwe (Eds.), *Managing without Traditional Methods*. Wokingham: Addison-Wesley: 105–46.

**Google Scholar** 

Waddington, D., Parry, D. and Critcher, C. (1998). 'Keeping the red flag flying? A comparative study of two worker takeovers in the British deep coalmining industry, 1992–1997. *Work, Employment and Society*, **12**: 317–49.

Web of Science® Google Scholar

Wood, S. and Albanese, M. T. (1995). 'Can we speak of a high commitment management on the shop floor? *Journal of Management Studies*, **32**: 215–47.

Web of Science® Google Scholar

Wright, M. and Coyne, J. (1985). Management Buyouts. London: Croom Helm.

**Google Scholar** 

Wright, M. and Thompson, S. (1987). 'Divestment and the control of divisionalised firms. *Accounting and Business Research*, **17**: 259–68.

**Google Scholar** 

Wright, M. Coyne, J. and Lockley, H. (1984). 'Management buyouts and trade unions: dispelling the myths. *Industrial Relations Journal*, **15**: 45–52.

**Google Scholar** 

Wright, M. Thompson, S. and Robbie, K. (1989). 'Privatization via management and employee buyouts. *Annals of Public and Cooperative Economics*, **60**: 399–430.

**Google Scholar** 

Wright, M. Chiplin, B., Thompson, S. and Robbie, K. (1990). 'Management buyouts, trade unions and employee ownership. *Industrial Relations Journal*, **21**: 136–46.

**Google Scholar** 

Wright, M. Robbie, K., Thompson, S. and Starkey, K. (1994). 'Longevity and the life-cycle of management buyouts. *Strategic Management Journal*, **15**: 215–28.

Web of Science® Google Scholar

Wright, M. Hoskisson, R. E., Busenitz, L. W. and Dial, J. (2000a). 'Entrepreneurial growth through privatization: the upside of management buyouts. *Academy of Management Review*, **25**: 591–601.

Web of Science® Google Scholar

Wright, M. Robbie, K., Chiplin, B. and Albrighton, M. (2000b). 'The development of an organizational innovation: management buyouts in the UK 1980–97. *Business History*, **42**: 137–84.

Web of Science® Google Scholar

Wright, M. Hoskisson, R. E. and Busenitz, L. W. (2001). 'Firm rebirth: buyouts as facilitators of strategic growth and entrepreneurship. *Academy of Management Executive*, **15**: 111–25.

Web of Science® Google Scholar

Wright, M. Buck, T. and Filatotchev, I. (2002). 'Post-privatisation effects of management and employee buyouts. *Annals of Public and Cooperative Economics*, **73**: 303–52.

Google Scholar

# **Citing Literature**



Download PDF

#### **ABOUT WILEY ONLINE LIBRARY**

**Privacy Policy** 

Terms of Use

**About Cookies** 

Manage Cookies

Accessibility

Wiley Research DE&I Statement and Publishing Policies

Developing World Access

#### **HELP & SUPPORT**

Contact Us
Training and Support
DMCA & Reporting Piracy

#### **OPPORTUNITIES**

Subscription Agents Advertisers & Corporate Partners

#### **CONNECT WITH WILEY**

The Wiley Network
Wiley Press Room

Copyright © 1999-2025 John Wiley & Sons, Inc or related companies. All rights reserved, including rights for text and data mining and training of artificial intelligence technologies or similar technologies.

