

Collaboration or Paradigm Shift?: Caveat Emptor and the Risk of Romance with Economic Models for Strategy and Policy Research

Paul M. Hirsch, Ray Friedman, Mitchell P. Koza

Published Online: 1 Feb 1990 | <https://doi.org/10.1287/orsc.1.1.87>

Abstract

While the “formulation” or “strategy” side of business policy has always drawn appropriately from economic theory, we caution that, taken to its logical extreme, economic theory ignores the importance of implementation, implies lack of choice in organization decision-making, and makes the organization a nonentity. In this paper, we outline the fundamental differences between behavioral and economic approaches to business policy. These differences are highlighted by an illustration of their divergent perspectives on corporate “agency”.

< Previous

Back to Top

Next >



Volume 1, Issue 1

February 1990

Pages 1-120

Article Information

Metrics

Downloaded 1 times in the past 12 months

Information

Published Online: February 01, 1990

© 1990 INFORMS

Cite as

Paul M. Hirsch, Ray Friedman, Mitchell P. Koza, (1990) Collaboration or Paradigm Shift?: Caveat Emptor and the Risk of Romance with Economic Models for Strategy and Policy Research. Organization Science 1(1):87-97.

<https://doi.org/10.1287/orsc.1.1.87>

Keywords

- economics
- management
- organization
- strategy

PDF download

Sign Up for INFORMS Publications Updates and News

SIGN UP

Partners



PORTICO



Institute for Operations Research and the Management Sciences

5521 Research Park Drive, Suite 200
Catonsville, MD 21228 USA

phone 1 443-757-3500

phone 2 800-4INFORMS (800-446-3676)

fax 443-757-3515

email informs@informs.org

Get the Latest Updates

[Discover INFORMS](#)

[Explore OR & Analytics](#)

[Get Involved](#)

[Impact](#)

[Join Us](#)

[Recognizing Excellence](#)

[Professional Development](#)

[Resource Center](#)

[Meetings & Conferences](#)

[Publications](#)

[About INFORMS](#)

[Communities](#)

[PubsOnLine](#)

[2024 INFORMS/ALIO/ASOCIO International Conference](#)

[Certified Analytics Professional](#)

[Career Center](#)

[INFORMS Connect](#)

Copyright 2025 INFORMS. All Rights Reserved

[INFORMS Code of Conduct](#) | [Terms of Use](#) | [Privacy](#) | [Contact INFORMS](#) | [Sitemap](#)

Follow INFORMS on:  [x](#)  [Facebook](#)  [in](#) [Linked In](#)  [Bluesky](#)