



## Sarah Soule

Philip H. Knight Professor for the Dean at the Graduate School of Business, Morgridge Professor in the Graduate School of Business and Professor, by courtesy, of Sociology

Organizational Behavior

 Curriculum Vitae available Online

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### Bio

#### BIO

Sarah A. Soule is the Morgridge Professor of Organizational Behavior at the Graduate School of Business. Her major areas of interest are organizational theory, social movements, and political sociology. She has written two recent books, the first with Cambridge University Press, entitled *Contention and Corporate Social Responsibility*, and the second with Norton, called *A Primer on Social Movements*. She is the series editor for the Cambridge University Press *Contentious Politics* series. She is a member of the founding team of the new journal, *Sociological Science*, an open access journal that is disrupting academic publishing. She has served on a number of boards of non-profit organizations, is currently a member Board of Advisors to the Hasso Plattner Institute of Design (the Stanford d.school) Fellowship program, and is currently serving on the faculty advisory board to the Stanford Center for the Advancement of Women's Leadership. She has taught a number of courses with the Stanford d.school, and is the Faculty Director for the Executive Program on Social Entrepreneurship at the Graduate School of Business. She has served as a judge for the Center for Social Innovation Fellowship program, and for the Tech Awards (Tech Museum of Innovation). Her research examines state and organizational-level policy change and diffusion, and the role social movements have on these processes. She has recently published papers on how protest impacts multi-national firm-level decisions regarding divestment in Burma, and on how advocacy organizations learn new strategies and tactics from those with which they collaborate. She is currently working on a study of how protest affects the outcomes of shareholder resolutions, and another study of how advocacy organizations innovate. She has published a book with Cambridge University Press, entitled *Contention and Corporate Social Responsibility*. Recent published work has appeared in the *American Journal of Sociology*, *Administrative Science Quarterly*, the *American Sociological Review*, *Organizational Studies*, the *Strategic Management Journal*, and the *Annual Review of Sociology*.

#### ACADEMIC APPOINTMENTS

- Professor, Organizational Behavior
- Professor (By courtesy), Sociology

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### Teaching

#### STANFORD ADVISEES

##### Doctoral Dissertation Reader (AC)

Britiny Cook

## Publications

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### PUBLICATIONS

- **CEO Activism and Corporate Reputation: How Authenticity and CSR Mitigate Stakeholder Misalignment** *JOURNAL OF MANAGEMENT STUDIES*  
Li, L., Soule, S. A.  
2026
- **The PR Power of Fessing Up** *MIT SLOAN MANAGEMENT REVIEW*  
Soule, S. A., Li, L.  
2023; 64 (3): 13-14
- **How Tilly's WUNC Works: Bystander Evaluations of Social Movement Signals Lead to Mobilization(1)** *AMERICAN JOURNAL OF SOCIOLOGY*  
Bailey, E. R., Wang, D., Soule, S. A., Rao, H.  
2023; 128 (4): 1206-1262
- **Integrating Design into Organizations: The Coevolution of Design Capabilities** *CALIFORNIA MANAGEMENT REVIEW*  
Bjorklund, T., Maula, H., Soule, S. A., Maula, J.  
2020
- **Gender Inequality in Product Markets: When and How Status Beliefs Transfer to Products** *SOCIAL FORCES*  
Tak, E., Correll, S. J., Soule, S. A.  
2019; 98 (2): 548-77
- **Greening the Congressional record: environmental social movements and expertise-based access to the policy process** *ENVIRONMENTAL POLITICS*  
Ganz, S. C., Soule, S. A.  
2019; 28 (4): 685-706
- **Crossing Categorical Boundaries: A Study of Diversification by Social Movement Organizations** *AMERICAN SOCIOLOGICAL REVIEW*  
Wang, D. J., Rao, H., Soule, S. A.  
2019; 84 (3): 420-58
- **The Impact of Protest on Elections in the United States** *SOCIAL SCIENCE QUARTERLY*  
Gillion, D. Q., Soule, S. A.  
2018; 99 (5): 1649-64
- **Osmotic Mobilization and Union Support during the Long Protest Wave, 1960-1995** *ADMINISTRATIVE SCIENCE QUARTERLY*  
Ferguson, J., Dudley, T., Soule, S. A.  
2018; 63 (2): 441-77
- **Going Green: Environmental Protest, Policy, and CO2 Emissions in US States, 1990-2007** *SOCIOLOGICAL FORUM*  
Munoz, J., Olzak, S., Soule, S. A.  
2018; 33 (2): 403-21
- **Boundary-Spanning in Social Movements: Antecedents and Outcomes** *ANNUAL REVIEW OF SOCIOLOGY, VOL 44*  
Wang, D., Piazza, A., Soule, S. A.  
edited by Cook, K. S., Massey, D. S.  
2018; 44: 167-87
- **FRIENDS OR FOES? HOW SOCIAL MOVEMENT ALLIES AFFECT THE PASSAGE OF LEGISLATION IN THE US CONGRESS** *MOBILIZATION*  
Olzak, S., Soule, S. A., Coddou, M., Munoz, J.  
2016; 21 (2): 213-230
- **Tactical Innovation in Social Movements: The Effects of Peripheral and Multi-Issue Protest** *AMERICAN SOCIOLOGICAL REVIEW*  
Wang, D. J., Soule, S. A.  
2016; 81 (3): 517-548

- **Prayers, Protest, and Police: How Religion Influences Police Presence at Collective Action Events in the United States, 1960 to 1995** *AMERICAN SOCIOLOGICAL REVIEW*  
Beyerlein, K., Soule, S. A., Martin, N.  
2015; 80 (6): 1250-1271
- **A Dynamic Process Model of Private Politics: Activist Targeting and Corporate Receptivity to Social Challenges** *AMERICAN SOCIOLOGICAL REVIEW*  
McDonnell, M., King, B. G., Soule, S. A.  
2015; 80 (3): 654-678
- **THE DIFFUSION OF FOREIGN DIVESTMENT FROM BURMA** *STRATEGIC MANAGEMENT JOURNAL*  
Soule, S. A., Swaminathan, A., Tihanyi, L.  
2014; 35 (7): 1032-1052
- **Issue Bricolage: Explaining the Configuration of the Social Movement Sector, 1960-1995** *AMERICAN JOURNAL OF SOCIOLOGY*  
Jung, W., King, B. G., Soule, S. A.  
2014; 120 (1): 187-225
- **Breaking Down the Wall between Church and State: State Adoption of Religious Inclusion Legislation, 1995-2009** *JOURNAL OF CHURCH AND STATE*  
Bentele, K. G., Sager, R., Soule, S. A., Adler, G.  
2014; 56 (3): 503-533
- **Social Movements and Markets, Industries, and Firms** *ORGANIZATION STUDIES*  
Soule, S. A.  
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- **Describing and Accounting for the Trends in US Protest Policing, 1960-1995** *JOURNAL OF CONFLICT RESOLUTION*  
Rafail, P., Soule, S. A., McCarthy, J. D.  
2012; 56 (4): 736-765
- **Social Movement Organizational Collaboration: Networks of Learning and the Diffusion of Protest Tactics, 1960-1995** *AMERICAN JOURNAL OF SOCIOLOGY*  
Wang, D. J., Soule, S. A.  
2012; 117 (6): 1674-1722
- **Protesting While Black? The Differential Policing of American Activism, 1960 to 1990** *AMERICAN SOCIOLOGICAL REVIEW*  
Davenport, C., Soule, S. A., Armstrong, D. A.  
2011; 76 (1): 152-178
- **SECTOR-LEVEL DYNAMICS AND COLLECTIVE ACTION IN THE UNITED STATES, 1965-1975** *MOBILIZATION*  
Larson, J. A., Soule, S. A.  
2009; 14 (3): 293-314
- **Cross-Cutting Influences of Environmental Protest and Legislation** *SOCIAL FORCES*  
Olzak, S., Soule, S. A.  
2009; 88 (1): 201-225
- **VELVET GLOVE, IRON FIST, OR EVEN HAND? PROTEST POLICING IN THE UNITED STATES, 1960-1990** *MOBILIZATION*  
Soule, S. A., Davenport, C.  
2009; 14 (1): 1-22
- **When do movements matter? The politics of contingency and the equal rights amendment** *AMERICAN SOCIOLOGICAL REVIEW*  
Soule, S. A., Olzak, S.  
2004; 69 (4): 473-497