

Avner Greif

Professor of Economic, Stanford University and the Bowman Family Endowed Professor in Humanities & Sciences, Stanford University (retired).

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Education:

Ph.D. in Economics, Northwestern University, 1989.

M.A. in Economics with Honors, Northwestern University, 1988.

M.A. (*Summa cum laude*) in History of the Jewish People, Tel Aviv University, 1985.

B.A. (*Magna cum Laude*) in Economics and History of the Jewish People (Double Major), Tel Aviv University, 1981.

Current Positions:

Professor of Economic, Stanford University, 1989 – 2021 (Assistant, Associate, Full, Retired).
Bowman Family Endowed Professor in Humanities & Sciences, Stanford University, 2001 – 2021.

Senior Fellow, Freeman Spogli Institute for International Studies, Stanford, 2004 – 2021.

Distinguished Professor at the School of Economics, Shanghai University of Finance and Economics, 2015 – 2019.

Research Affiliations:

Member, *Canadian Institute for Advanced Research*, Program on Institutions, Organization, and Growth. 2003 – 2017.

Senior Fellow, *Stanford Center for International Development*, 2004 – 2021.

Director, *Stanford Institute for Theoretical Economics*, 2014 – 2018.

Advisory Panel (Member), the *World Development Report 2017*, the World Bank, 2015 – 2017.

Scientific Committee (Member), *Economic Development and Institutions* (Oxford), 2015 – 2017.

Previous Positions:

Associate Professor, Department of Economics, Stanford University, 1994 - 98.

Assistant Professor, Department of Economics, Stanford University, 1989 - 94.

Visiting: Tel Aviv University and the University of Tokyo. Various Years.

Honors and Awards:

Elected to the Society of Fellows of the *Economic History Association*, 2023.

Fellow of the *Cliometric Society*, 2023.

Elinor Ostrom Lifetime Achievement Award. The *Society for Institutional and Organizational Economics* (SIOE), 2021.

International Economic Association Fellow, 2018.

Keynote Speaker (Panel). *World Economic History Conference*. Kyoto. 2015.

Keynote speaker, the *First World Congress of Comparative Economics*, Rome. 2015.

The Annual Max Bogen Lecture. *The Hebrew University*. 2015.

Visiting Scholar at the *Becker Friedman Institute at the University of Chicago*. 2014.

Invited speaker, the 50th anniversary of the *Sichel Lecture Series, University of Western Michigan*. 2014.

Honorary Doctorate. *University of Utrecht*. 2013.

Montias Prize for the paper “A Theory of Moral Persistence.” Best paper published in the *Journal of Comparative Economics*. The *Association for Comparative Economic Studies*. 2013.

Invited Speaker. *IEA Annual Meeting, Beijing*. 2011.

Member, *Executive Committee of the International Economic Association*, 2011-4.

Keynote Address *Association for the Study of Religion, Economics, and Culture*. At the Western Economic Association International Meeting. 2010.

Northwestern University, Alumni Merit Award, 2009.

Gyorgi Ranki Biennial Prize from the *Economic History Association*. (Awarded for the 2006 book). 2007.

Scientific Advisory Board for the program on Institutions, Markets, and Technologies at the *Lucca Institute for Advanced Studies*. 2007.

Veblen 150 Prize awarded by the *Association for Evolutionary Economics and The European Association for Evolutionary Political Economy*, 2007.

Fellow. *American Academy of Arts and Sciences*. 2004 -- *Stanford Humanities Center Fellowship*. 2001-2002.

Fellow of the Econometrics Society, 1997 -- *MacArthur Foundation Fellow*, 1998-2003.

Fellow. *Center for Advanced Studies in the Behavioral Sciences*, Stanford. 1993.

National Fellow, *the Hoover Institution*, Stanford, 1992.

Alexander Gerschenkron prize for the best dissertation in European Economic History, 1989-1990. *The Economic History Association*. 1990.

Books:

Greif, Avner and Jared Rubin. 2026. *Endogenous Political Legitimacy: Theory and Historical Applications to England and China*. Under review in Princeton University Press.

Greif, Avner, Joel Mokyr, and Guido Tabellini. 2025. *Two Paths to Prosperity: Culture and Institutions in Europe and China, 1000-2000*. Princeton University Press.
Translations: (1) Italian. 2025. Egea Editore SpA. (2) Turkish. 2025. Vakifbank Kultur Yayinlari.

Greif, Avner, Lynne Kiesling and John Nye (eds). 2015. *Institutions, Innovation, and Industrialization: Essays in Economic History and Development*. Princeton: Princeton University Press.

Greif, Avner. 2006. *Institutions and the Path to the Modern Economy: Lessons from Medieval Trade*. Cambridge: Cambridge University Press.
Translations (1) Chinese (CICIT Publishing House, Beijing, China. 2008). (2) *Japanese* (NTT Publishing Company, Tokyo. 2009). (3) *Russian* (State University Higher School, Moscow. 2011). (4) Turkish (Albaraka Culture Art and Publishing. 2022) (4) 2nd Japanese translation, 2020. (Paperback, Chikuma Shobol).

Prizes: Gyorgi Ranki Biennial Prize for an Outstanding Book on the Economic History of Europe, awarded by the *American Economic History Association* (2005-6).

Bates, Robert, Avner Greif, Margaret Levi, Jean-Laurent Rosenthal, and Barry Weingast. 1998. *Analytic Narratives*. Princeton: Princeton University Press.

Translations: Chinese (Remnin, 2007).

Papers:

Greif, Avner, Joel Mokyr and Guido Tabellini. 2025. "Culture and Social organization in the Great Reversal. Europe and China, 1000–2000." Forthcoming in *Handbook of Culture and Economic Behavior*". Edited by Amin Enke, Paola Giuliano, Nathan Nunn, and Leonard Wantchekon. Princeton University Press.

Greif, Avner and Jared Rubin. 2024. "Endogenous political legitimacy: The Tudor roots of England's constitutional governance." *The Journal of Economic History* 84, no. 3 (2024): 655-689.

<https://www.cambridge.org/core/services/aop-cambridge-core/content/view/7B5DB967787FB78F6D53706EF329D686/S0022050724000366a.pdf/endogenous-political-legitimacy-the-tudor-roots-of-englands-constitutional-governance.pdf>

Extended version:

Greif, Avner and Jared Rubin. 2023. "Endogenous Political Legitimacy: The Tudor Roots of England's Constitutional Governance". WP. Chapman University.
https://digitalcommons.chapman.edu/esi_working_papers/381

Greif, Avner and Jared Rubin. 2022. "Political Legitimacy in Historical Political Economy." In *The Oxford Handbook of Historical Political Economy*. (Online edition, Oxford Academic, Aug. 2022). Jeffery A. Jenkins, and Jared Rubin (eds).

<https://doi.org/10.1093/oxfordhb/9780197618608.013.15>

Dippel, Christian, Avner Greif, and Daniel Trefler. 2020. "Outside Options, Coercion, and Wages: Removing the Sugar Coating." *The Economic Journal*, vol. 130, issue 630, pp. 1678-1714. [Outside Options, Coercion, and Wages: Removing the Sugar Coating | The Economic Journal | Oxford Academic](#)

Desmet, Klaus, Avner Greif, and Stephen L. Parente. 2020. "Spatial Competition, Innovation and Institutions: The Industrial Revolution and the Great Divergence." *The Journal of Economic Growth*, 25:1–35. [Spatial competition, innovation and institutions: the Industrial Revolution and the Great Divergence | Journal of Economic Growth](#)

Greif, Avner and Joel Mokyr. 2017. "Cognitive Rules, Institutions, and Economic Growth: Douglass North and Beyond." *Journal of Institutional Economics* 13 (1), 25-52.
<https://www.cambridge.org/core/journals/journal-of-institutional-economics/article/cognitive-rules-institutions-and-economic-growth-douglass-north-and-beyond/9246B44AE24CF2BDFC88BA7A6A0E2E4E>

- Recipient of the Elinor Ostrom Prize awarded for the best article published in the *Journal of Institutional Economics*. Awarded 2018 by the *Association for Organizational and Institutional Economics*.

Greif, Avner and Joel Mokyr. 2017. "Institutions and Economic History: A Critique of Professor McCloskey". *Journal of Institutional Economics* 12 (1), 29-41.

- Greif, Avner and Guido Tabellini. 2017. "The Clan and the Corporation: Sustaining Cooperation in China and Europe." *Journal of Comparative Economics* 45 (1), 1-35.
- Recipient of the Montias Prize for the best paper published in the *Journal of Comparative Economic* in 2017-8. Awarded by the *Association for Comparative Economic Studies*.
- Greif, Avner. 2016. "Society and State in Determining Economic Outcomes" In *Evolving Approaches to the Economics of Public Policy: Views of Award-Winning Economists*. Edited by Jean Kimmel. Upjohn Institute for Employment Research. Chapter 4, pp. 57—91. <https://doi.org/10.17848/9780880995146>
- Greif, Avner. 2015. "Coercion and Exchange: How did Markets Evolve?" In *Institutions, Innovation, and Industrialization: Essays in Economic History and Development*, Edited by A. Greif, Lynne Kiesling, and John Nye. 2015. Princeton University Press, pp. 71-97.
- Greif, Avner. 2014. "Do Institutions Evolve?" *Journal of Bioeconomics*. A Special Issue Honoring Elinor Ostrom. Vol. 16, pp. 53-60. [s10818-013-9173-5.pdf](#)
- Greif, Avner and Murat Iyigun. 2013. "What did the Old Poor Law Really Accomplish? A Redux". Working Paper.
- Greif, Avner and Murat Iyigun. 2013. "Social Organizations, Violence, and Modern Growth." *American Economic Review (Papers & Proceedings)*. Vol. 103(3): 534-38. [Social Organizations, Violence, and Modern Growth](#).
- Greif, Avner. 2012. "The Maghribi Traders: A Reappraisal?" *The Economic History Review*, Vol. 65, Issue 2, pp. 445-469. [The Maghribi traders: a reappraisal? on JSTOR](#)
- Greif, Avner, Murat Iyigun and Diego Sasson. 2012. "Social Organizations, Risk-Sharing Institutions and Economic Development". *Proceedings of the 16th World Congress of the International Economic Association*, edited by Masa Aoki. Available at https://link.springer.com/chapter/10.1057/9781137034014_3
- Greif, Avner and Chris Kingston. 2011. "Institutions: Rules or Equilibria?" In *Political Economy of Institutions, Democracy and Voting*, edited by Gonzalo Caballero and Norman Schofield. Springer, 2011, pp. 13-44. [2011 rules or eq.pdf](#)
- Greif, Avner and Steven Tadelis. 2010. "A Theory of Moral Persistence: Crypto-morality and Political Legitimacy." *The Journal of Comparative Economics*, 38, pp. 229-44. [A theory of moral persistence: Crypto-morality and political legitimacy - ScienceDirect](#)
- Awarded the *Montias Prize for the best annual paper in the Journal of Comparative Economics*, the *Association for Comparative Economics*.
- Greif, Avner and Guido Tabellini. 2010. "Cultural and Institutional Bifurcation: China and Europe Compared." *American Economic Review*, 100 (P&P, May): 135-140. [P20100020.pdf](#)
- Reprinted in *Culture and Economic Growth*, edited by Professor Enrico Spolaore. Cheltenham, UK: Edward Elgar Publishing. 2012.

- Republished in Chinese in “*Researches in Chinese Economic History*.” 2015.
- Greif, Avner. 2009. "The Curious Commentary on the Citation Practices of Avner Greif." *Public Choice*, 141(Dec.): 273-275. <https://doi.org/10.1007/s11127-009-9512-1>
- Greif, Avner. 2009. "Qu'est ce que l'analyse institutionnelle?" *Tracés, French Journal of Social Sciences*. (In French). [\(PDF\) Qu'est-ce que l'analyse institutionnelle ?](#)
- González, Yadira de Lara, Avner Greif, and Saumitra Jha. 2008. "The Administrative Foundations of Self-Enforcing Constitutions." *American Economic Review, P&P*, (May, 98:2): 105-9. [The Administrative Foundations of Self-Enforcing Constitutions - American Economic Association](#)
- Greif, Avner. 2008. "Toward Political Economy of Implementation: The Impact of Administrative Power on Institutional and Economic Developments". Elhanan Helpman (ed.), *Institutions and Growth*. Harvard University Press. Pp. 17-63.
2007 pre-publication version [ssrn-1004394.pdf](#)
- Republished in Chinese in *The Journal of Comparative Studies*, 2010, vol. 50 (September), pp. 44-70.
- Greif, Avner. 2008. "Self-enforcing Institutions: Comparative and Historical Institutional Analysis." *Journal of Comparative Economic & Social Systems*. Vols. 2-3.
- Published in Chinese. Translation by Han Fuguo. Zhejiang University.
 - Pre-publication English version [Self-enforcing Institutions Comparative and Histor.pdf](#)
- Greif, Avner. 2006. "Family Structure and European Institutional Exceptionalism: The Origin of Corporations." *American Economic Review. Papers and Proceedings*. May. 96 (2): 308-10.
- Greif, Avner. 2006. "The Birth of Impersonal Exchange: The Community Responsibility System and Impartial Justice." *Journal of Economic Perspective*. Spring Vol. 20 (2): 221-236. [\(PDF\) History Lessons: The Birth of Impersonal Exchange: The Community Responsibility System and Impartial Justice](#)
- Reprinted in the *Economics of Legal History*. 2014. Edited by Professor Daniel Klerman. Cheltenham, UK: Edward Elgar Publishing.
- Greif, Avner. 2005. "Douglass C. North." Entry for the *Palgrave Dictionary of Economics*. 2005. Edited by Steven N. Durlauf.
- Greif, Avner. 2005. Preface to “*The Economic Sociology of Capitalism*”. Edited by Victor Nee and Richard Swedberg. 2005. Princeton University Press. Pp. ix-xxx. [The Economic Sociology of Capitalism | Princeton University Press](#)
- Greif, Avner. 2005. "Commitment, Coercion, and Markets: The Nature and Dynamics of Institutions Supporting Exchange." In the *Handbook for New Institutional Economics*. Edited by Claude Menard and Mary M. Shirley. Norwell MA: Kluwer Academic Publishers. Chapter 28, pp. 727-786. [K1140-28.tex](#)

- Greif, Avner. 2005. "Comment on *Framing the Debate Over Growth in the Ancient Economy* by Hitchner and Saller." In "*The Ancient Economy, Evidence and Models*". Edited by J.G. Manning and Ian Morris. Stanford: Stanford University Press, pp. 239-42.
- Greif, Avner. 2005. "On the Potential and Limits of Institutional Analysis." 2005. In *The Institutions of Governance*. Edited by Masaru Kohno. (In Japanese.)
- Greif, Avner. 2004. "Impersonal Exchange without Impartial Law: The Community Responsibility System." *Chicago Journal of International Law*, Vol. 5(1), pp. 109-138. ["Impersonal Exchange without Impartial Law: The Community Responsibility System" by Avner Greif](#)
- Greif, Avner and David Laitin. 2004. "A Theory of Endogenous Institutional Change." *The American Political Science Review*, Vol. 98 (4, Nov.), pp. 14-48. [2004 A Theory of Endogenous Institutional Change.pdf](#)
- Designated by the American Political Science Foundations, among the "Top 50 Articles" in the *American Political Science Review*. Designation is based on by article downloaded from January 2003 to June 2005.
 - Reprinted in *The Economics of Social Institutions* edited by John B. Davis and Asimina Christoforou for the series *The International Library of Critical Writing in Economics*. Cheltenham, UK: Edward Elgar Publishing. (2013).
 - Reprinted in the *Economics of Legal History* edited by Professor Daniel Klorman. Cheltenham, UK: Edward Elgar Publishing. Forthcoming (2014)
- Greif, Avner, Robert Bates and Smita Singh. 2004. "The Political Economy of Kinship Societies. In "*Politics from Anarchy to Democracy*. Edited by I. Morris, Jo Oppenheimer and K.E. Soltan. Stanford: Stanford University Press. Pp. 66-88.
- Greif, Avner. 2003. "Games and History: The Usefulness of Game Theory for Historical Analysis." *Información Comercial Española. Revista De Economía*. (In Spanish.)
- Greif, Avner. 2002. "Organizing Violence." 2002. Joint with Robert Bates and Smita Singh. *The Journal of Conflict Resolution*, 46(5, Oct.): 599-628. [C:\Documents and Settings\avner\Local Settings\Application Data\Mozilla\Firefox\Profiles\iom51jf8.default\Cache\2793EC50d01.pdf](#)
- Greif, Avner. 2002. "Institutions and Impersonal Exchange: From Communal to Individual Responsibility." *The Journal of Institutional and Theoretical Economics*, 158(1): 168-204. [Institutions and Impersonal Exchange: From Communal to Individual Responsibility](#)
- Greif, Avner and Gregory Besharov. 2001. "Organizational Genesis, Identity and Control: The Transformation of Banking in Renaissance Florence Comment on Padgett. In A. Casella and J. Rauch (eds.). *Integrating Market and Networks Models of the Economy*. Russell New York: Russell Sage.

- Greif, Avner. 2001. "Impersonal Exchange and the Origin of Markets: From the Community Responsibility System to Individual Legal Responsibility in Pre-modern Europe." Chapter 2 in *Communities and Markets*. Edited by M. Aoki and Y. Hayami. Oxford University Press.
- Greif, Avner. 2001. "Comment on Development History by Professor Nicholas Crafts." In *The Future of Development Economics in Perspective*. Edited by J. Meir and J.E. Stiglitz. Oxford (Eng.) and Washington: Oxford University Press and the World Bank Press. Pp. 335-340.
- Greif, Avner (with Robert Bates, Margaret Levi, Jean-Laurent Rosenthal, and Barry Weingast). 2000. "Analytic Narratives Revisited" *Social Science History*, 24, 679-690.
- Greif, Avner (with Robert Bates, Margaret Levi, Jean-Laurent Rosenthal, and Barry Weingast) 2000. "The Analytic Narrative Project," *American Political Science Review*, 94 (3): 696-702
- Greif, Avner. 2000. "Social Capital, Formal Rules, and Institutional Analysis in the Study of Development." In *Dimensions of Development*. Published by the Yale Center for International and Area Studies. New Haven, Connecticut.
- Greif, Avner. 2000. "The Fundamental Problem of Exchange: A Research Agenda in Historical Institutional Analysis." *European Review of Economic History*, 4, 3: 251-284. [2000 EREH Fundamental Problem.pdf](#)
- Greif, Avner. 2000. "Economic History and Game Theory." *Handbook of Game Theory*, vol. III. Edited by Robert J. Aumann and Sergiu Hart. Amsterdam: North Holland. [Greif\(Handbook\).pdf](#)
- Greif Avner. Genoa. Chapter 1 in *Analytic Narratives*. The book is co-authored with Robert H. Bates, Margaret Levi, Jean-Laurent Rosenthal, and Barry R. Weingast. Princeton University Press. Pp. 23-63.
- Reprinted in *New Developments in Economic Sociology*. Edited by Richard Swedberg. 2004. The *International Library of Critical Writings in Economics*. Cheltenham, UK: Edward Elgar Publishing.
- Greif, Avner. 1998. "Historical and Comparative Institutional Analysis." *American Economic Review*, P&P (2, May): 80-4.
- Reprinted in *Recent Developments in Institutional Economics*. Edited by Dr. Geoffrey Hodgson. 2002. UK: Edward Elgar
 - Reprinted in *The International Library of the New Institutional Economics*. Edited by Claude Ménard. Cheltenham, UK: Edward Elgar Publishing. 2004.
- Greif, Avner. 1998. "Informal Contract Enforcement Institutions: Lessons from Late Medieval Trade." *The New Palgrave Dictionary of Economics and the Law*. Edited by Peter Newman. London: Macmillan Press.

- Greif, Avner. 1998. Théorie des jeux et analyse historique des institutions: Les institutions économiques du Moyen Age. *Annales. Histoire, Sciences Sociales*, 53(3), 597-633. . (In French.)
- Greif, Avner. 1997. "Cliometrics after Forty Years: Micro theory and Economic History." *American Economic Review, P&P*, (May).
- Greif, Avner. 1997. "Contracting, Enforcement, and Efficiency: Economics Beyond the Law." *Annual World Bank Conference on Development Economics*. 1997. Edited by Michael Bruno and Boris Pleskovic. Washington, D.C: The World Bank. Pp. 239-66.
- Reprinted in *The Political Economy of Development*, edited by Amitava K. Dutt. 2001. Glos. UK: Edward Elgar.
 - Reprinted in *Institutions and Governance in Developing Countries*, edited by Kunal Sen. 2012. UK: Edward Elgar Publishing.
- Greif, Avner. 1997. "Microtheory and Recent Developments in the Study of Economic Institutions through Economic History." *Advances in Economic Theory*. Edited by David M. Kreps and Kenneth F. Wallis. Cambridge University Press. Vol. II. Pp. 79-113.
- Greif, Avner. 1996. 'On the Study of Organizations and Evolving Organizational Forms through History: Reflection from the Late Medieval Family Firm." *Industrial and Corporate Change*, 1996, Vol. 5(2).
- Reprinted in *Firms, Markets, and Hierarchies*. 1999. Edited by Glenn R. Carroll and David J. Teece. New York: Oxford University Press.
- Greif, Avner. 1996. "On the Inter-relations and Economic Implications of Economic, Social, Political, and Normative Factors: Reflections from Two Late Medieval Societies." *Frontiers of the New Institutional Economics*. Volume in honor of Douglass C. North. Edited by John N. Drobak and John Nye. The Academic Press. Pp. 57-94.
- Greif, Avner. 1997. A Comment on the "Evolution of Economic Systems: the Case of Japan" by Tetsuji Okazaki and Masahiro Okuno-Fujiwara. In Y. Hayami and Masahiko Aoki (eds.). *The Institutional Foundation of Economic Development in East Asia*. London: Macmillan.
- Greif, Avner. 1995. "Political Organizations, Social Structure, and Institutional Success: Reflections from Genoa and Venice During the Commercial Revolution." *The Journal of Institutional and Theoretical Economics*. (December).
- Greif, Avner. 1995. "Contract Enforcement Institutions: Historical Perspective and Status in Russia." With Eugene Kandell. In Edward P. Lazear (ed.). *Economic Transition in Eastern Europe and Russia: Realities of Reform*. Stanford, CA: Hoover Institution Press. Pp. 291-321.
- Greif, Avner. 1994. "Coordination, Commitment and Enforcement: The Case of the Merchant Guild." With Paul Milgrom and Barry Weingast. *The Journal of Political Economy*, vol. 102, No. 4 (August): 745-776. [Coordination, Commitment, and Enforcement: The Case of the Merchant Guild on JSTOR](#)

- Reprinted in *Explaining Social Institutions*. Edited by Jack Knight and Itai Sened. Ann Arbor: University of Michigan Press. 1995.
- Reprinted in *Trust*. 2002. Edited by Elias Khalil. In the series "Critical Studies in Economic Institutions," Series editor: Geoffrey M. Hodgson, published by Edward Elgar (UK).
- Reprinted in *The International Library of the New Institutional Economics*. Edited by Claude Ménard. Cheltenham, UK: Edward Elgar Publishing. 2004.
- Reprinted in "Social Norms, Nonlegal Sanctions, and the Law. Edited by Eric A. Posner. Edward Elgar (UK). 2006.
- Reprinted in "Customary Law." Edited by Lisa Bernstein and Francesco Parisi. 2014.
- Reprinted in "Economic Approaches to Law." Edited by Pablo Spiller. 2014.

Greif, Avner. 1994. "Cultural Beliefs and the Organization of Society: A Historical and Theoretical Reflection on Collectivist and Individualist Societies." *The Journal of Political Economy*, vol. 102, No. 5 (October 1994): pp. 912-50. [Cultural Beliefs and the Organization of Society: A Historical and Theoretical Reflection on Collectivist and Individualist Societies | Journal of Political Economy: Vol 102, No 5](#)

- Reprinted in *The New Institutionalism in Economic Sociology*. Edited by Victor Nee and Mary Brinton. New York: Russell Sage. 1998.
- Reprinted in *Culture, Social Norms and Economic Behavior*. Edited by Mark Casson. London: Edward Edgar. 1997.
- Reprinted in *The International Library of the New Institutional Economics*. Edited by Claude Ménard. Cheltenham, UK: Edward Elgar Publishing. 2004.
- Reprinted in *Culture and Economic Growth*, edited by Professor Enrico Spolaore for the series *The International Library of Critical Writing in Economics*. Cheltenham, UK: Edward Elgar Publishing. Date??

Greif, Avner. 1994. "On the Political Foundations of the Late Commercial Revolution: Genoa during the Twelfth and Thirteenth Centuries." *The Journal of Economic History*, Vol. 54, No. 4 (June): 271-287. [On the Political Foundations of the Late Medieval Commercial Revolution: Genoa During the Twelfth and Thirteenth Centuries | The Journal of Economic History | Cambridge Core](#)

Greif, Avner. 1994. "Trading Institutions and the Commercial Revolution in Medieval Europe." In *Economics in a Changing World*. Vol. 1. (Proceedings of the Tenth World Congress of the International Economic Association.) Edited by Abel Aganbegyan, Oleg Bogomolov, and Michael Kaser. London: Macmillan. 1994.

Greif, Avner. 1993. "Contract Enforceability and Economic Institutions in Early Trade: The Maghribi Traders' Coalition." *American Economic Review*, Vol. 83, No. 3 (June): 525-48.

- Reprinted in *Transaction Cost Economics*. Edited by Oliver E. Williamson and Scott E. Masten for the series *The International Library of Critical Writing in Economics* edited by Mark Blaug. Cheltenham, UK: Edward Elgar Publishing. 1995.
- Reprinted in *The International Library of the New Institutional Economics*. Edited by Claude Ménard. Cheltenham, UK: Edward Elgar Publishing. 2004.
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- Reprinted in *Institutions and Governance in Developing Countries*, edited by Kunal Sen. UK: Edward Elgar Publishing. 2103.

Greif, Avner. 1997. "Cultural Beliefs as a Common Resource in an Integrating World: An Example from the Theory and History of Collectivist and Individualist Societies." In P. K-G Mäler, and A. Vercelli (eds.). *The Economics of Transnational Commons*. Oxford: Clarendon Press.

Greif, Avner. 1997. "On the Inter-relations and Economic Implications of Economic, Social, Political, and Normative Factors: Reflections From Two Late Medieval Societies." In John Drobak and John V.C. Nye. 1997. *The Frontiers of the New Institutional Economics*. San Diego: Academic Press. Chapter IV, pp. 57-94.

Greif, Avner. 1992. "Institutions and International Trade: Lessons from the Commercial Revolution." *American Economic Review P&P*, Vol. 82, No. 2 (May)

- Reprinted in *Readings in Political Economy*. March 2002.

Greif, Avner. 1989. "Reputation and Coalitions in Medieval Trade: Evidence on the Maghribi Traders." *Journal of Economic History*, Vol. XLIX, No. 4 (Dec.): 857-882.

- Reprinted in *Reputation: Studies in the Voluntary Enforcement of Good Behavior*. Edited by Daniel Klein. Ann Arbor: University of Michigan Press. 1996.
- Reprinted in *The Legacy of Ludwig von Mises*. Edited by Peter J. Boettke and Peter Lesson. Edward Elgar Publishing Ltd. Cheltenham. UK. 2005.
- Reprinted in the *Economics of Legal History* edited by Professor Daniel Klerman. Cheltenham, UK: Edward Elgar Publishing. Forthcoming (2014)

Old Working Papers:

Greif, Avner, 2015. "A Theory of Moral Authority: Moral Choices under Moral Network Externality." WP. Stanford University.

Greif, Avner, Murat Iyigun and Diego Sasson. 2012. "Why England and Not China? Social Norms, Risk-Sharing Institutions and Discoveries."
(Previous title: "Risk, Institutions and Growth: Why England and Not China?", 2011. SSRN.)

Greif, Avner. 2008. "Institutions and Contract Enforcement among the Maghribis: Refuting Edwards and Ogilvie." SSRN working paper.

Greif, Avner. 2008, "The Normative Foundations of Institutions and Institutional Change." 2008. Prepared for a conference on "The Dynamics of Institutions," Paris.

Greif, Avner. 2004. "Self-enforcing Institutions: Comparative and Historical Institutional Analysis". Prepared for presentation in the European School on New Institutional Economics (ESNIE).

Greif, Avner. 2002. "The Islamic Equilibrium: Legitimacy and Political, Social, and Economic Outcomes."

Greif, Avner. 2001. "Faith and Oil: Fundamentalism, Democracy, and Development in the Islamic World."

Greif, Avner. 2000. "Institutions and Gains from Exchange: Reflection from the Late Medieval Commercial Revolution." Presented at the Royal Economic Society/Scottish Economic Society Conference.

Greif, Avner. 1997. "Self-enforcing Political Systems, Organizational Innovations, and Economic Growth: Genoa during the Twelfth and Thirteenth Centuries." WP. Stanford University.