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Brokerage And Closure An Introduction

This advantage is created by brokerage and closure. Brokerage is the activity of people who live at the intersecting of social worlds, who can see and develop good ideas. Closure is the tightening of coordination on a closed network of people.

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Brokerage and Closure explores how these elements work together to define social capital, showing how in the business world reputation has come to replace authority, pursued opportunity assignment, and reward has come to

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Brokerage and Closure: An Introduction to Social Capital ...

Brokerage and Closure offers an integrated theory of social capital. This book aims to highlight the effects and mechanisms of the two main sources of social capital, which are the brokerage position and the closure of groups. Brokers (people in a brokerage position) stand at the intersection of social worlds. Thus, they create value by bridging them.

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Brokerage and Closure: An Introduction to Social Capital. Brokerage and Closure. : Social Capital, the advantage created by location in social structure, is a critical element in business strategy....

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Closure is the tightening of coordination in a closed network of people, and people who do this do well as a complement to brokers because of the trust and alignment they create.

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Brokerage and Closure. An Introduction to Social Capital. Summer, 2004 © Ronald S. Burt University of Chicago Graduate School of Business ron.burt@gsb.uchicago.edu Portions of this manuscript can be downloaded from <http://gsbwww.uchicago.edu/fac/ronald.burt/research>. 9/18/04 DRAFT, Page ii This is a preprint from Brokerage and Closure, to be published by Oxford University Press in 2005.

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Brokerage and Closure explores how these elements work together to define social capital, showing how in the business world reputation has come to replace authority, pursued opportunity assignment, and reward has come to be associated with achieving competitive advantage in a social order of continuous disequilibrium.

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Burt suggests that closure is useful in small groups and teams to focus efforts on specific targets or goals, while brokerage helps to stimulate innovation. Thus, both situations create positive...

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Brokerage and Closure. An Introduction to Social Capital. Ronald S. Burt. Clarendon Lectures in Management Studies. Description. Almost everything that happens in a firm flows through informal networks built by advice, coordination, cooperation, friendship, gossip, knowledge, and trust.

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This is done by brokerage and closure. Ronald S. Burt builds upon his celebrated work in this area to explore the nature of brokerage and closure. Brokerage is the activity of people who live at the intersection of social worlds, who have a vision advantage of seeing and developing good ideas, an advantage which can be seen in their

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