

**LANSE P. MINKLER**

Department of Economics  
University of Connecticut  
Storrs, CT 06269

**CURRENT POSITION**

Associate Professor, Department of Economics, 1995- present.

**EDUCATION**

Ph.D. Economics, University of California-Davis, 1988.  
B.A. Economics, University of California-Berkeley, 1981.

**RESEARCH**

Alternative Economic Decision-Making, Economic Rights, Economics of Organization

**PUBLICATIONS**

**A. Books**

*Economic Rights: Conceptual, Measurement, and Policy Issues* (Co-edited with S. Hertel),  
Cambridge: Cambridge University Press, In Press.

*Integrity and Agreement: Economics When Principles Also Matter*, Ann Arbor: University of  
Michigan Press, In Press.

**B. Articles**

“Economic Rights: The Terrain” (with S. Hertel) in *Economic Rights: Conceptual,  
Measurement, and Policy Issues* (Co-edited with S. Hertel), Cambridge: Cambridge  
University Press, Forthcoming.

“Shirking and Motivations in Firms: Survey Evidence on Worker Attitudes,” *International  
Journal of Industrial Organization*, 22, 2004.

“Religious Identity and Consumption” (with M. Cosgel), *Review of Social Economy*, 62(3),  
2004.

"Preference Pollution and Other Murky Motivations: A Review Essay," *Review of Social Economy*, 62(2), 2004.

"Lying, Integrity, and Cooperation" (with T. Miceli), *Review of Social Economy*, 62(1), 2004.

"Rationality, Integrity, and Religious Behavior" (with M. Cosgel), *Journal of Socio-Economics*, 33, 2004.

"Agency and Transaction Cost Determinants of Corporate Finance: A Synthesis," (with J. Vilasuso), *Journal of Economic Organization and Behavior*, 44, 2000.

"Social Economics and Industrial Organization," in E. O'Boyle (Ed) Teaching the Social Economic Way of Thinking, Edwin Mellen Press, 2000.

"The Problem with Utility: Towards a Non-Consequentialist/ Utility Theory Synthesis," *Review of Social Economy*, 57, 1999. (Winner of the Helen Potter Award from the Review of Social Economy).

"Legal Institutions, Environmental Protection, and the Willingness-to-Accept Measure of Value," *Ecological Economics*, 28, 1999.

"Dualism, Dialogue, and Organizations" (with M. Cayer), *Journal of Socio-Economics*, 27, 1998.

"Willingness-to-Accept Versus Willingness-to-Pay Measures of Value: Implications for Rent-Control, Eminent Domain, and Zoning" (with T. Miceli), *Public Finance Quarterly*, 23, 1995.

"Transfer Uncertainty and Organizational Choice," (with Thomas Miceli), *Advances in the Economic Analysis of Participatory and Labor Managed Firms*, 5, 1995.

"Asset Specificity and Vertical Integration in Franchising," (with Timothy Park), *Review of Industrial Organization*, 9, 1994.

"The Problem With Dispersed Knowledge: Firms in Theory and Practice," *KYKLOS*, 46, 1993. Reprinted in Lazaric, N. and E. Lorenz (Eds.), Knowledge, Learning, and Routines, Edward Elgar, 2004.

"Evolution and Organizational Choice in 19th Century Britain," (with Michael Everett), *Cambridge Journal of Economics*, 17, March 1993.

"Knowledge and Internal Organization," *Journal of Economic Behavior and Organization*, 21, 1993.

"Why Firms Franchise: A Search Cost Theory," *Journal of Institutional and Theoretical Economics*, 148, 1992. To be Reprinted in Ricketts, M. (Ed.), The Economics of Modern Business Enterprise, Edward Elgar, Forthcoming.

"An Empirical Analysis of a Firm's Decision to Franchise," *Economics Letters*, 34, 1990.

"Property Rights, Efficiency and Labor-Managed Firms," *Annals of Public and Cooperative Economics*, 60, 1989.

### **C. Book Reviews**

Review of Economics for the Common Good, by M. Lutz, *Review of Social Economy*, March 2001.

Review of Market and Non-Market Hierarchies: Theory of Institutional Failure, by C. Pitelis, *Journal of Economic Literature*, 31, 1993.

Review of Economic Approaches to Organization, by S. Douma and H. Screuder, *Journal of Economic Behavior and Organization*, 20, 1993.

### **D. Working Papers**

"Managing Moral Motivations," 2003 <http://ideas.repec.org/p/uct/uconnp/2003-06.html>

## **COURSES TAUGHT**

Undergraduate: Essentials of Economics, Principles of Microeconomics, Intermediate Microeconomics, Industrial Organization, Economics of Organization, Beyond Self-Interest, Philosophy and Economics.

Graduate: Industrial Organization, Economics of Organization, Beyond Self-Interest.

## **PROFESSIONAL**

Director of Socio-Economic Rights (2004-), Human Rights Institute, UConn

Associate Editor (2003-2005), *Review of Social Economy*

Board of Editors (2000-2003), *Review of Social Economy*