

Acknowledgements

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Vlaar, P.W.L., F.A.J. Van den Bosch and H.W. Volberda (2006), 'Coping with problems of understanding in interorganizational relationships: using formalization as a means to make sense', *Organization Studies*, **27**, 1617–1638.

Vlaar, P.W.L., F.A.J. Van den Bosch and H.W. Volberda (2007b), 'Towards a dialectic perspective on formalization in interorganizational relationships: how alliance managers capitalize on the duality inherent in contracts, rules, and procedures', *Organization Studies*, **28** (4), 437–466.

