

## References

---

- Aa, A. van der (2000), 'Taboes, paradigma's en aansturing', in R.J. in 't Veld (ed.), *Willens en Wetens*, Utrecht: Lemma, pp. 7–28.
- Aken, J.E. van (2001), 'De Body of Knowledge van de Organisatieadviseur', in L.I.A. de Caluwé and A. Witteveen (eds), *Organisatieadvies: wat is dat?*, Schiedam: Scriptum, pp. 302–18.
- Aken, J.E. van (2004), 'Management research based on the paradigm of the design sciences: the quest for field-tested and grounded technological rules', *Journal of Management Studies*, **41** (2), 219–46.
- Allen, W.R. (1977), 'Economics, economists, and economic policy: modern American experiences', *History of Political Economy*, **9** (1), 48–88.
- Alvesson, M. (1993), 'Organizations as rhetoric: knowledge-intensive firms and the struggle with ambiguity', *Journal of Management Studies*, **30** (6), 997–1015.
- Alvesson, M. and S. Deetz (2001), *Doing Critical Management Research*, London: Sage Publications.
- Alvesson, M. and A.W. Johansson (2002), 'Professionalism and politics in management consultancy work', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 228–46.
- Alvesson, M. and D. Kärreman (2000), 'Taking the linguistic turn in organizational research: challenges, responses, consequences', *Journal of Applied Behavioral Science*, **36** (2), 13–58.
- Alvesson, M. and K. Sköldbberg (2000), *Reflexive Methodology: New Vistas for Qualitative Research*, London: Sage Publications.
- Alvey, J.E. (2000), 'An introduction to economics as a moral science', *International Journal of Social Economics*, **27** (12), 1231–51.
- Anderson, P.A. (1983), 'Decision making by objection and the Cuban missile crisis', *Administrative Science Quarterly*, **28** (2), 201–22.
- Angner, E. (2006), 'Economists as experts: overconfidence in theory and practice', *Journal of Economic Methodology*, **13** (1): 1–24.
- Ardon, A.J. (2009), 'Moving moments: leadership and interventions in dynamically complex change processes', dissertation, Vu University Amsterdam, Amsterdam.
- Argyris, C. (1996), 'Actionable knowledge: design causality in the service of consequential theory', *Journal of Applied Behavioral Science*, **32** (4), 390–406.
- Argyris, C. (2000), *Flawed Advice and the Management Trap: How Managers Can Know When They're Getting Good Advice and When They're Not*, New York: Oxford University Press.
- Aristotle (1968a), *Topik (Organon V)*, trans. E. Rolfen, Hamburg: Felix Meiner Verlag.
- Aristotle (1968b), *Sophistische Wiederlegungen (Organon VI)*, trans. E. Rolfen, Hamburg: Felix Meiner Verlag.
- Aristotle (1985), *Nichomachische ethik*, trans. E. Rolfen und G. Bien, Hamburg: Felix Meiner Verlag.

- Aristotle (1991), *On Rhetoric: A theory of Civic Discourse*, trans. G.A. Kennedy, New York: Oxford University Press.
- Armbrüster, T. (2006), *The Economics and Sociology of Management Consulting*, Cambridge: Cambridge University Press.
- Ashford, M. (1998), *Con Tricks: The Shadowy World of Management Consultancy and How to Make it Work for You*, London: Simon and Schuster.
- Auerbach, A.J. (1992), 'Taxes and spending in the age of deficits: a view from Washington and academe', *National Tax Journal*, **43** (3), 239–41.
- Augier, M., J.G. March, B.N. Sullivan and C. Bay (2005), 'Notes on the evolution of a research community: organization studies in Anglophone North America, 1945–2000', *Organization Science*, **16** (1), 85–95.
- Austin, J.L. (2003), *How to Do Things with Words: The William James Lectures Delivered in 1955*, J.O. Urmson and Marina Sbisa (eds), Cambridge, MA: Harvard University Press.
- Baalen, P. van (2001), 'Legitimiteit, formele kennis en retoriek: De verleiding van de managementwetenschap in de professionalisering van het managementadvieswerk', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 47–73.
- Baldrige, D.C., S.W. Floyd and L. Markóczy (2004), 'Are managers from Mars and academicians from Venus? Toward an understanding of the relationship between academic quality and practical relevance', *Strategic Management Journal*, **25** (11), 1063–74.
- Barry, D. and M. Elmes (1997), 'Strategy retold: toward a narrative view of strategic discourse', *Academy of Management Review*, **22** (2), 429–52.
- Batelaan, M. (2001), 'De Management Consultant is Dood: Leve de Entrepreneurship Consultant?', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 189–94.
- Bekman, A. (1997), *Het Geheim van de Smid*, Assen: Van Gorcum.
- Benson, G.P., S.P. Curley and G.F. Smith (1995), 'Belief assessment: an underdeveloped phase of probability elicitation', *Management Science*, **41** (10), 1639–53.
- Bergeijk, P.A.G. van, L.A. Bovenberg, van E.E.C. Damme and van J. Sinderen (1997), *Economic Science and Practice: The Roles of Academic Economists and Policy-makers*, Cheltenham, UK and Lyme, NH, USA Edward Elgar Publishing.
- Berglund, J. and A. Werr (2000), 'The invincible character of management consulting rhetoric: how one blends incommensurates while keeping them apart', *Organization*, **7** (4), 633–55.
- Blaug, M. (1980), *The Methodology of Economics: Or How Economists Explain*, Cambridge: Cambridge University Press.
- Blinder, A.S. (1997), 'Distinguished lecture on economics in government: what central bankers could learn from academics – and vice versa', *Journal of Economic Perspectives*, **11** (2), 3–19.
- Block, P. (2000), *Flawless Consulting: A Guide to Getting Your Expertise Used*, San Francisco, CA: Jossey Bass Pfeiffer.
- Bloomfield, B.P. and A. Danieli (1995), 'The role of management consultants in the development of information technology: the indissoluble nature of socio-political and technical skills', *Journal of Management Studies*, **32** (1), 23–46.
- Boal, K.B., J.G. Hunt and S.J. Jaros (2003), 'Order is free: on the ontological status of organizations', in R. Westwood and S. Clegg (eds), *Debating Organization:*

- Point and Counterpoint in Organization Studies*, Oxford: Blackwell Publishing, pp. 84–97.
- Boje, D.M. (2001), *Narrative Methods for Organizational and Communication Research*, London: Sage Publications.
- Bolweg, J. (2001), 'Organisatieadvisering in het Nieuwe Milennium: Een beeld', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 189–94.
- Boonstra, J. (2001a), 'Adviseren: Kunstje, Kunde, Kunst', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 233–58.
- Boonstra, J. (2001b), 'Beschilderde Kaften en Beduimelde Bladzijden: Vijf Inspirerende Boeken voor Organisatieadviseurs', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 324–7.
- Bos, R. ten (2000), *Fashion and Utopia in Management Thinking*, Amsterdam: John Benjamins Publishing Company.
- Bos, R. ten (2001), 'Goeroes en Adviseurs: Modieuze Volksfilosofen', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 21–46.
- Bourdieu, P. (2002), *Outline of a Theory of Practice*, Cambridge: Cambridge University Press.
- Bouwmeester, O. (2008), 'Advice as Argument: Economic Deliberation in Management Consulting and Academic Contract Research', dissertation, VU University Amsterdam, Amsterdam.
- Brockriede, W. and D. Ehninger (1960), 'Toulmin on argument: an interpretation and application', *Quarterly Journal of Speech*, **46**, 44–53.
- Brunsson, N. (1993), 'Ideas and actions: justification and hypocrisy as alternatives to control', *Accounting, Organizations and Society*, **18** (6), 489–506.
- Bubner, R. (1990), *Dialektik als Topik*, Frankfurt am Main: Suhrkamp.
- Buchanan, J.M. (1991), 'Economics in the post-socialist century', *Economic Journal*, **101** (404), 15–21.
- Buchanan, R. (2001), 'Design and the new rhetoric: productive arts in the philosophy of culture', *Philosophy and Rhetoric*, **34** (3), 183–206.
- Cairncross, S.A. (1985), 'Economics in theory and practice', *American Economic Review*, **75** (2), 1–14.
- Caluwé, L. de (2001), 'Boeken voor de organisatie adviseur: een persoonlijke selectie', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 321–3.
- Caluwé, L. de and A. Witteveen (eds) (2001a), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum.
- Caluwé, L. de and A. Witteveen (2001b), 'Organisatieadvies – wat is dat?', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 9–17.
- Case, P. (2002), 'Virtual stories of virtual working: critical reflections on CTI consultancy discourse', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 93–114.
- Cheney, G. (1983), 'The rhetoric of identification and the study of organizational communication', *Quarterly Journal of Speech*, **69** (2), 143–58.
- Chia, R. (2003), 'Ontology: organizations as "world-making"', in R. Westwood and

- S. Clegg (eds), *Debating Organization: Point and Counterpoint in Organization Studies*, Oxford: Blackwell Publishing, pp. 98–113.
- Churchman, C.W. (1962), 'On rational decision making', *Management Technology*, **2** (2), 71–6.
- Cicero (1989), *Drie Gesprekken over de Redenaarskunst: Weten-Denken-Spreken*, Amsterdam: Athenaeum – Polak en Van Gennep.
- Clark, T. (1995), *Managing Consultants: Consultancy as the Management of Impressions*, Buckingham: Open University Press.
- Clark, T. and R. Fincham (eds) (2002), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell.
- Clark, T. and D. Greatbatch (2002), 'Knowledge legitimization and audience affiliation through storytelling: the example of management gurus', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 152–71.
- Clark, T. and G. Salaman (1996), 'The management guru as organisational witchdoctor', *Organization*, **3** (1), 85–107.
- Clark, W.C. and G. Majone (1985), 'The critical appraisal of scientific inquiries with policy implications', *Science, Technology, and Human Values*, **10** (3), 6–19.
- Clegg, S.R., M. Kornberger and C. Rhodes (2004a), 'Noise, parasites and translation: theory and practice in management consulting', *Management Learning*, **35** (1), 31–44.
- Clegg, S.R., M. Kornberger and C. Rhodes (2004b), 'When the saints go marching in: a reply to Sturdy, Clark, Fincham and Handley', *Management Learning*, **35** (3), 341–44.
- Cordes, J.J., A. Klamer and T.C. Leonard (1993), 'Academic rhetoric in the policy arena: the case of capital gains taxation', *Eastern Economic Journal*, **19** (4), 459–79.
- Coughlin, P.J. (1989), 'Economic policy advice and political preferences', *Public Choice*, **61** (3), 201–16.
- CPB (Central Plan Bureau) (2002), *Gevolgen van uitbreiding Schiphol: Een kentallen kosten-batenanalyse*, Den Haag: CPB.
- Cummings, T.G. and C.G. Worley (2005), *Organization Development and Change*, Mason, OH: Thomson South Western.
- Czarniawska, B. (1988), *To Coin a Phrase: On Organizational Talk, Organization Control and Management Consulting*, Stockholm: Regeringskansliet Offsetcentral.
- Czarniawska, B. (1996), *Narrating the Organization: Dramas of Institutional Identity*, Chicago, IL: University of Chicago Press.
- Czarniawska, B. (2001), 'Is it possible to be a constructionist consultant?', *Management Learning*, **32** (2), 253–67.
- Czarniawska, B. (2003), 'Social constructionism and organization studies', in R. Westwood and S. Clegg (eds), *Debating Organization: Point and Counterpoint in Organization Studies*, Oxford: Blackwell Publishing, pp. 128–39.
- Czarniawska, B. (2004), *Narratives in Social Science Research*, London: Sage Publications.
- Czarniawska, B. and C. Mazza (2003), 'Consulting as a liminal space', *Human Relations*, **56** (3), 267–90.
- Dalen, H. van and A. Klamer (1996), *Telgen van Tinbergen: Het verhaal van de Nederlandse economen*, Amsterdam: Balans.
- Dalen, H.P. van and A. Klamer, (1997), 'Blood is thicker than water: economists

- and the Tinbergen legacy', in P.A.G. van Bergeijk, L.A. Bovenberg, E.E.C. van Damme and J. van Sinderen (eds), *Economic Science and Practice*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar Publishing, pp. 60–91.
- DiSanza, J.R. and C. Bullis (1999), 'Everybody identifies with Smokey the bear: employee responses to newsletter identification inducements at the U.S. Forest Service', *Management Communication Quarterly*, **12** (3), 347–99.
- Donaldson, L. (2003), 'Position statement for positivism', in R. Westwood and S. Clegg (eds), *Debating Organization: Point and Counterpoint in Organization Studies*, Oxford: Blackwell Publishing, pp. 116–27.
- Dryzek, J.S. (1993), 'Policy analysis and planning: from science to argument', in F. Fischer and J. Forester (eds), *The Argumentative Turn in Policy Analysis and Planning*, Durham, NJ: Duke University Press, pp. 213–32.
- Dunn, W.N. (1993), 'Policy reforms as arguments', in F. Fischer and J. Forester (eds), *The Argumentative Turn in Policy Analysis and Planning*, Durham, NJ: Duke University Press, pp. 254–90.
- Eekelen, I.M. van and L.I.A. de Caluwé (1996), 'Wat doen adviseurs eigenlijk?', *M&O, Tijdschrift voor Organisatiekunde en Sociaal Beleid*, **50** (4), 298–316.
- Eemeren, F.H. van and R. Grootendorst (1992), *Argumentation, Communication, and Fallacies: A Pragma-dialectical Perspective*, Hillsdale, NJ: Lawrence Erlbaum.
- Eemeren, F.H. van and P. Houtlosser (2002), 'And always the twains shall meet', in F.H. van Eemeren and P. Houtlosser (eds), *Dialectic and Rhetoric: Warp and Woof of Argumentation Analysis*, Dordrecht: Kluwer Academic Publishers, pp. 3–12.
- Eemeren, F.H. van, R. Grootendorst and F. e.a. Snoeck Henkemans (1997), *Handboek Argumentatietheorie*, Groningen: Martinus Nijhoff Uitgevers.
- Eeten, M. van (1999), *Dialogues of the Deaf: Defining New Agendas for Environmental Deadlocks*, Delft: Eburon.
- Eisenhardt, K.M. (1989), 'Building theories from case study research', *Academy of Management Review*, **14** (4), 532–50.
- Eizenstat, S.E. (1992), 'Economists and White House decisions', *Journal of Economic Perspectives*, **6** (3), 65–71.
- Engwall, L. and M. Kipping (2002), 'Introduction: management consulting as a knowledge industry', in M. Kipping and L. Engwall (eds), *Management Consulting: Emergence and Dynamics of a Knowledge Industry*, Oxford: Oxford University Press, pp. 1–16.
- Engwall, L., S. Furusten and E. Wallerstedt (2002), 'The changing relationship between management consulting and academia: evidence from Sweden', in M. Kipping and L. Engwall (eds), *Management Consulting: Emergence and Dynamics of a Knowledge Industry*, Oxford: Oxford University Press, pp. 36–51.
- Ernst, B. and A. Kieser (2002), 'In search of explanations for the consulting explosion', in K. Sahlin-Andersson and L. Engwall (eds), *The Expansion of Management Knowledge. Carriers, Flows, and Sources*: Stanford, CA: Stanford University Press, pp. 47–73.
- Faust, M. (2002), 'Consultancies as actors in knowledge arenas: evidence from Germany', in M. Kipping and L. Engwall (eds), *Management Consulting: Emergence and Dynamics of a Knowledge Industry*, Oxford: Oxford University Press, pp. 146–63.
- Feltmann, E. (1984), *Adviseren bij organiseren: Een studie over interventiekunde*

- t.b.v. organisatie-ontwikkeling en maatschappij-georiënteerd organiseren ('vermaatschappelijking')*, Amsterdam: De Perscombinatie.
- Feltmann, E. (2001), 'Poëtica, de vierde dimensie van adviseren: Een taal- en letterkundige interpretatie van het adviesproces, als sleutel naar het beroepsgeheim van adviseren', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 132–51.
- Ferraro, F., J. Pfeffer and R.I. Sutton (2003), 'Economics language and assumptions: how theories can become self-fulfilling', *Academy of Management Review*, **30** (1), 8–24.
- Feyerabend, P. (2002), *Against Method*, London: Verso.
- Fincham, R. (1999), 'The consultant client relationship: critical perspectives on the management of organizational change', *Journal of Management Studies*, **36** (3), 335–51.
- Fincham, R. (2002), 'Charisma versus technique: differentiating the expertise of management gurus and management consultants', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 191–205.
- Fisher, F. (1995), *Evaluating Public Policy*, Chicago, IL: Nelson Hall Publishers.
- Fisher, F. and J. Forester (eds) (1993), *The Argumentative Turn in Policy Analysis and Planning*, Durham, NJ: Duke University Press.
- Frey, B.S. (2006), 'How influential is economics?', *De Economist*, **154** (2), 295–311.
- Frey, B.S. and R. Eichenberger (1993), 'American and European economics and economists', *Journal of Economic Perspectives*, **7** (4), 185–93.
- Frey, B.S. and R. Eichenberger (1997), 'Economists: first semester, high flyers and UFOs', in P.A.G. van Bergeijk, L.A. Bovenberg, E.E.C. van Damme, and J. van Sinderen (eds), *Economic Science and Practice*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar Publishing, pp. 15–48.
- Friedman, M. (1970), *Essays in Positive Economics*, Chicago, IL: University of Chicago Press.
- Friedman, M. (1986), 'Economists and economic policy', *Economic Inquiry*, **14** (1), 1–10.
- Frissen, P.H.A. (2000), 'Kennis en de Betuweroute', in R.J. in 't Veld (ed.), *Willens en Wetens*, Utrecht: Lemma, pp. 55–65.
- Fuchs, V.R., A.B. Krueger and J.M. Poterba (1998), 'Economists' views about parameters, values, and policies: survey results in labor and public economics', *Journal of Economic Literature*, **36** (3), 1387–425.
- Gill, A.M. and K. Whedbee (1997), 'Rhetoric', in Theun A. van Dijk (ed.), *Discourse Studies: A Multidisciplinary Introduction Vol. 1*, Beverly Hills, CA: Sage, pp. 157–84.
- Goodwin, C.D. (1988), 'The heterogeneity of the economists' discourse: philosopher, priest, and hired gun', in A. Klamer, D.N. McCloskey and R.M. Solow (eds), *The Consequences of Economic Rhetoric*, Cambridge: Cambridge University Press, pp. 207–20.
- Greiner, L.E. and R.O. Metzger (1983), *Consulting to Management*, Englewood Cliffs, NJ: Prentice Hall.
- Gulati, R. (2007), 'Tent poles, tribalism, and boundary spanning: the rigor-relevance debate in management research', *Academy of Management Journal*, **50** (4), 775–82.
- Haas, P.M. (2004), 'When does power listen to truth? A constructivist approach to the policy process', *Journal of European Public Policy*, **11** (4), 569–92.

- Habermas, J. (1988a), *Theorie des Kommunikativen Handelns Band 1: Handlungsrationalität und Gesellschaftliche Rationalisierung*, Frankfurt am Main: Suhrkamp Verlag.
- Habermas, J. (1988b), *Theorie des Kommunikativen Handelns Band 2: Zur Kritik der Funktionalistischen Vernunft*, Frankfurt am Main: Suhrkamp Verlag.
- Habermas, J. (1989), *Vorstudien und Ergänzungen zur Theorie des Kommunikativen Handelns*, Frankfurt a.M.: Suhrkamp, pp. 127–83.
- Hajer, M.A. and Wagenaar, H. (eds) (2003), *Deliberative Policy Analysis: Understanding Governance in the Network Society*, Cambridge: Cambridge University Press.
- Hamilton, L.H. (1992), 'Economists as public policy advisers', *Journal of Economic Perspectives*, **6** (3), 61–4.
- Hattersley, M. (1998), 'Making your argument', *Journal of Management Consulting*, **10** (1), 22–7.
- Hausman, D.M. and M.S. McPherson (1993), 'Taking ethics seriously: economics and contemporary moral philosophy', *Journal of Economic Literature*, **31** (2), 671–731.
- Have, S. ten, W.D. ten Have, H. de Jong, E.E. Schaafsma and L.J. Verhagen (2004), *Het Management Modellenboek*, Den Haag: Berenschot and Reed Business Information.
- Hegel, G.W.F. (1986), *Wissenschaft der Logik II*, Vol. 6, Frankfurt am Main: Suhrkamp, pp. 243–401.
- Heilbronner, R.L. (1986), *De Filosofen van het Dagelijks Brood*, Amsterdam: Uitgeverij Maarten Puntinga.
- Heine, K. and K. Mause (2004), 'Policy advice as an investment problem', *Kyklos*, **57** (3), 403–27.
- Hennipman, P. (1977), *Welvaartstheorie en Economische Politiek*, Alphen a/d Rijn: Samson.
- Hoebeke, L. (2001), 'De driepikkel van Pyntia: Een invariant in het adviseurswerk', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 269–79.
- Hoesel, P. van and J. de Koning (2005), 'De Markt voor Beleidsonderzoek', in P.H.M. van Hoesel, F.L. Leeuw and J.W.M. Mevissen (eds), *Beleidsonderzoek in Nederland: Kennis voor Beleid; Ontwikkeling van een Professie*, Assen: Koninklijke van Gorcum, pp. 114–29.
- Hoesel, P. van and F. Leeuw (2005), 'Geschiedenis van het Beleidsonderzoek in Nederland', in P.H.M. van Hoesel, F.L. Leeuw and J.W.M. Mevissen (eds), *Beleidsonderzoek in Nederland: Kennis voor Beleid; Ontwikkeling van een Professie*, Assen: Koninklijke van Gorcum, pp. 1–13.
- Hoppe, R. and A. Peterse (eds) (1998a), *Bouwstenen voor Argumentatieve Beleidsanalyse*, 's Gravenhage: Elsevier Bedrijfsinformatie.
- Hoppe, R. and A. Peterse (1998b), 'Argumentatieve Beleidsanalyse Toegepast op het Debat over Amsterdam Airports Vluchtregime tussen 06.00 en 07.00 uur', in R. Hoppe and A. Peterse (eds), *Bouwstenen voor Argumentatieve Beleidsanalyse*, 's Gravenhage: Elsevier Bedrijfsinformatie, pp. 221–61.
- Houwelingen, G. van and O. Bouwmeester (2008), 'Situationele rationaliteit in publieke besluitvorming', *Filosofie in Bedrijf*, **18** (2), 25–40.
- Huczynski, A.A. (1992), 'Management guru ideas and the 12 secrets of their success', *Leadership and Organization Development Journal*, **13** (5), 15–20.
- Huff, A.S. (1983), 'A rhetorical examination of strategic change', in L.R. Pondy,

- P.J. Frost, G. Morgan and T.C. Dandridge (eds), *Organizational Symbolism*, Greenwich: Jai Press, pp. 167–83.
- Jackall, R. (1989), *Moral Mazes: The World of Corporate Managers*, New York: Oxford University Press.
- Jacquemin, A. (1997), 'Industrial organization and competition policy: what are the links', in P.A.G. van Bergeijk, L.A. Bovenberg, E.E.C. van Damme and J. van Sinderen (eds), *Economic Science and Practice*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar Publishing, pp. 107–133.
- Johansson, A.W. (2004), 'Consulting as story-making', *Journal of Management Development*, **23** (4), 339–54.
- Johnson, P. and J. Duberley (2003), *Understanding Management Research*, London: Sage Publications.
- Johnson, G. and K. Scholes (2002), *Exploring Corporate Strategy*, Harlow: Prentice Hall.
- Jones, P.R. and J.G. Cullis (1993), 'Public choice and public policy: the vulnerability of economic advice to the interpretation of politicians', *Public Choice*, **75** (1), 63–77.
- Keizer, J. (2001), 'Welke Boeken? Top-5 boeken voor de adviseur in opleiding', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 328–30.
- Kennedy, G.A. (1991), 'Introduction', in Aristotle, *On Rhetoric: A theory of Civic Discourse*, trans. G.A. Kennedy New York: Oxford University Press, pp. 3–22.
- Kennedy, G.A. (1999), *Classical Rhetoric and its Christian and Secular Tradition from Ancient to Modern Times*, Chapel Hill NC: University of North Carolina Press.
- Keuning, D. and D.J. Eppink (2004), *Management en Organisatie: Theorie en Toepassing*, Groningen: Wolters-Noordhoff.
- Keynes, J.N. (1963), *The Scope and Method of Political Economy*, New York: Kelley Reprints of Economic Classics.
- Khurana, R. (2007), *From Higher Aims to Hired Hands: The Social Transformation of American Business Schools and the Unfulfilled Promise of Management as a Profession*, Princeton, NJ: Princeton University Press.
- Kieser, A. (1997), 'Rhetoric and myth in management fashion', *Organization*, **4** (1), 49–74.
- Kieser, A. (2002), 'On communication barriers between management science, consultancies and business organizations', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 206–227.
- Kipping, M. (2002), 'Trapped in their wave: the evolution of management consultancies', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 28–49.
- Kipping, M. and L. Engwall (2002), *Management Consulting: Emergence and Dynamics of a Knowledge Industry*, Oxford: Oxford University Press.
- Kirzner, I.M. (1976), *The Economic Point of View*, Kansas City, MO: Sheed and Ward.
- Klamer, A. (1983), *Conversations with Economists: New Classical Economist and their Opponents Speak Out on the Current Controversy in Macroeconomics*, Totowa, JA: Rowman and Allanheld Publishers.
- Klamer, A. (2001), 'Making sense of economists: from falsification to rhetoric and beyond', *Journal of Economic Methodology*, **8** (1), 69–75.



- Klamer, A. (2003), 'A pragmatic view on values in economics', *Journal of Economic Methodology*, **10** (2), 191–212.
- Klamer, A. (2007), *Speaking of Economics: How to Get in the Conversation*, London: Routledge.
- Klamer, A and J.C. Colander (1990), *The Making of an Economist*, Boulder: Westview Press.
- Kloos, P. (1984), *Antropologie als Wetenschap*, Muiderberg: Coutinho.
- KNAW (2005), *Wetenschap op bestelling*, Amsterdam: Koninklijke Nederlandse Academie van Wetenschappen.
- Köbben, A.J.F. and H. Tromp (1999), *De Onwelkome Boodschap of: Hoe de Vrijheid van Wetenschap Bedreigd Wordt*, Amsterdam, Uitgeverij Jan Mets.
- Kolb, D.M. and L.L. Putnam (1992), 'The multiple faces of conflict in organizations', *Journal of Organizational Behavior*, **13** (3), 311–24.
- Krugman, P.R. (1995), *Peddling Prosperity*, New York: W.W Norton.
- Kubr, M. (1978), *Management Consulting: A Guide to the Profession*, Geneva: International Labour Office.
- Kubr, M. (2002), *Management Consulting: A Guide to the Profession*, Geneva: International Labour Office.
- Kuhn, T.S. (1976), *Die Struktur Wissenschaftlicher Revolutionen*, Frankfurt am Main: Suhrkamp.
- Lane, R.E. (1993), *The Market Experience*, New York: Cambridge University Press.
- Latour, B. and S. Woolgar (1986), *Laboratory Life: The Construction of Scientific Facts*, Princeton, NJ: Princeton University Press.
- Leeman, A.D. and A.C. Braet (1987), *Klassieke retorica*, Groningen: Wolters-Noordhoff/Forsten.
- Lippitt, G. and R. Lippitt (1986), *The Consulting Process in Action*, San Diego, CA: Pfeiffer and Company.
- Luijk, H. van (2001), 'Beroepsethiek van de Organisatieadviseur', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 259–68.
- Lytard, J. (2001), *Het Postmoderne Weten*, Kampen: Agora/Pelkmans.
- MacRae Jr, D. (1993), 'Guidelines for policy discourse: consensual versus adversarial', in F. Fischer and J. Forester (eds), *The Argumentative Turn in Policy Analysis and Planning*, Durham, NJ: Duke University Press, pp. 291–318.
- Maister, D.H., C.H. Green and R.M. Galford (2000), *The Trusted Adviser*, New York: Free Press.
- Majone, G. (1989), *Evidence, Argument, and Persuasion in the Policy Process*, New Haven, CT: Yale University Press.
- Mandel, M.J. (1999), 'Going for the gold: economists as expert witnesses', *Journal of Economic Perspectives*, **13** (2), 113–20.
- March, J.G. and H.A. Simon (1958), *Organizations*, New York, John Wiley and Sons.
- Marshall, A. (1930), *The Principles of Economics*, London: Macmillan.
- Mason, R.O. (1969), 'A dialectical approach to strategic planning', *Management Science*, **15** (8), B403–14.
- McCloskey, D.N. (1983), 'The rethoric of economics', *Journal of Economic Literature*, **21** (2), 481–517.
- McCloskey, D.N. (1985), *The Rethoric of Economics*, Madison, WI: University of Wisconsin Press.

- McCloskey, D.N. (1992), *If You're So Smart: The Narrative of Economic Expertise*, Chicago, IL and London: University of Chicago Press.
- McCloskey, D.N. (1994), *Knowledge and Persuasion in Economics*, Cambridge: Cambridge University Press.
- McKenna, C.D. (2006), *The World's Newest Profession: Management Consulting in the Twentieth Century*, Cambridge: Cambridge University Press.
- Ministerie van Verkeer en Waterstaat (1996), *Handboek Economische Effecten Infrastructuur*, Den Haag: Ministerie van Verkeer en Waterstaat.
- Minto, B. (1995), *The Pyramid Principle: Logic in Writing and Thinking*, London: Pitman Publishing.
- Minto, B. (1998a), 'Think your way to clear writing', *Journal of Management Consulting*, **10** (1), 33–40.
- Minto, B. (1998b), 'Think your way to clear writing: part two', *Journal of Management Consulting*, **10** (2), 45–54.
- Minto, B. (1999), 'Think your way to clear writing: part three', *Journal of Management Consulting*, **10** (3), 40–50.
- Mitroff, I.I. and R.O. Mason (1980), 'Structuring ill-structured policy issues: further explorations in a methodology for messy problems', *Strategic Management Journal*, **1** (4), 331–42.
- Mitroff, I.I. and R.O. Mason (1981), *Creating a Dialectical Social Science: Concepts, Methods and Models*, Dordrecht: Reidel Publishing.
- Mitroff, I.I., R.O. Mason and V.P. Barabba (1982), 'Policy as argument: a logic for ill-structured decision problems', *Management Science*, **28** (12), 1391–404.
- Morgan, G. (1986), *Images of Organization*, London: Sage Publications.
- Nees, D.B. and L.E. Greiner (1985), 'Seeing behind the look-alike management consultant', *Organizational Dynamics: A Quarterly Review of Organization Behavior for Professional Managers*, **13** (3), 68–79.
- Nelson, R.H. (1987), 'The economics profession and the making of public policy', *Journal of Economic Literature*, **25** (1), 49–91.
- Nelson, J.S., A. Megill and D. McCloskey (eds) (1987), *The Rhetoric of the Human Sciences: Language and Argument in Scholarship and Public Affairs*, Madison, WI: University of Wisconsin Press.
- Neutelings, R. (1996), 'Analyseren van Beleidsargumentatie en Evalueren van Beleidsargumentatie', in D.M.L. Janssen, P.J. van den Hoven, H.G.W. Münstermann and P.J.J. Stijnen (eds), *Beleidsnota's*, Houten: Stenfert Kroese, pp. 168–222.
- Otto, M.M. (2007), *Wat is Waarheid? Over Professie, Professionalisering en Wetenschap*, Assen: Van Gorkum.
- Overlegcommissie Verkenningen (1996), *Kijk op Economische Kennis*, Amsterdam: Overlegcommissie Verkenningen.
- Peacock, A. (1988), 'An economic analysis of economic advice giving', *Atlantic Economic Journal*, **16** (3), 1–10.
- Peacock, A. (1992), 'The credibility of economic advice to government', *Economic Journal*, **102** (414), 1213–22.
- Pellegrinelli, S. (2002), 'Managing the interplay and tensions of consulting interventions', *Journal of Management Development*, **21** (5), 343–65.
- Perelman, C. (1982), *The Realm of Rhetoric*, London: University of Notre Dame Press.
- Perelman, C. and L. Obrechts-Tyteca (1971), *The New Rhetoric: A Treatise on Argumentation*, London: University of Notre Dame Press.

- Peters, T.J. and R. Waterman (1982), *In Search of Excellence: Lessons from America's Best-Run Corporations*, New York: Harper and Row.
- Petrey, S. (1990), *Speech Acts and Literary Theory*, London: Routledge.
- Pinault, L. (2000), *Consulting Demons: Inside the Unscrupulous World of Global Corporate Consulting*, Chichester: Wiley.
- Plato (1922a), 'Protagoras', in O. Apelt (ed.), *Platon Sämtliche Dialoge Band I*, Leipzig: Felix Meiner Verlag, pp. 309St–62St.
- Platon (1922b), 'Gorgias', in O. Apelt (ed.), *Platon Sämtliche Dialoge Band I*, Leipzig: Felix Meiner Verlag, pp. 447St–527St.
- Plato (1922c), 'Phaidros', in O. Apelt (ed.), *Platon Sämtliche Dialoge Band II*, Leipzig: Felix Meiner Verlag, pp. 227St–278St.
- Ploeg, R. van der (1992), *Is de Economoom een Vijand van het Volk?*, Amsterdam: Prometheus.
- Polyani, M. (1967), *The Tacit Dimension*, New York: Doubleday.
- Popper, K.R. (2002), *The Logic of Scientific Discovery*, London: Routledge.
- Porter, R.B. (1997), 'Presidents and economists: the Council of Economic Advisers', *American Economic Review*, **87** (2), 103–6.
- Portes, R. (1997), 'Users and abusers of economic research', in P.A.G. van Bergeijk, L.A. Bovenberg, E.E.C. van Damme and J. van Sinderen (eds), *Economic Science and Practice*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar Publishing, pp. 49–59.
- Pröpfer, I.M.A.M. (1989), *Argumentatie en Machtsuitoefening in Onderzoek en Beleid: Evaluatie-onderzoek naar de Wet Investeringsrekening en het Gebruik ervan in het Beleidsproces*, Proefschrift, Enschede: Faculteit der Bestuurskunde, Universiteit Twente.
- Putnam, L.L. and G.T. Failhurst (2001), 'Discourse analysis in organizations', in F.M. Jablin and L.L. Putnam (eds), *The New Handbook of Organizational Communication: Advances in Theory, Research and Methods*, Thousand Oaks, CA: Sage Publications, pp. 78–136.
- Quintilianus (2001), *De Opleiding tot Redenaar*, Groningen: Historische Uitgeverij.
- Rasiel, E.M. and P.N. Friga (2001), *The McKinsey Mind: Understanding and Implementing the Problem-Solving Tools and Management Techniques of the World's Top Strategic Consulting Firm*, New York: McGraw-Hill.
- Rieke, R.D. and M.O. Sillars (2001), *Argumentation and Critical Decision Making*, New York: Longman.
- Rivlin, A.M. (1987), 'Economics and the political process', *American Economic Review*, **77** (1), 1–10.
- Robbins, L. (1952), *An Essay on the Nature and Significance of Economic Science*, London: Macmillan.
- Roe, E. (1994), *Narrative Policy Analysis: Theory and Practice*, Durham, NJ: Duke University Press.
- Rorty, R. (1980), *Philosophy and the Mirror of Nature*, Princeton, NJ: Princeton University Press.
- Rude, C.D. (2004), 'Toward an expanded concept of rhetorical delivery: the uses of reports in public policy debates', *Technical Communication Quarterly*, **13** (3), 271–88.
- Rynes, S.L. and D.L. Shapiro (2005), 'Public policy and the public interest: what if we mattered more?', *Academy of Management Journal*, **48** (6), 925–7.
- Rynes, S.L., J.M. Bartunek and R.L. Daft (2001), 'Across the great divide:

- knowledge creation and transfer between practitioners and academics', *Academy of Management Journal*, **44** (2), 340–55.
- Sabatier, P.A. and H.C. Jenkins-Smith (eds) (1993), *Policy Change and Learning: An Advocacy Coalition Approach*, Boulder, CO: Westview Press.
- Sahlin-Andersson, K. and L. Engwall (2002), *The Expansion of Management Knowledge: Carriers, Flows, and Sources*, Stanford, CA: Stanford University Press.
- Salaman, G. (2002), 'Understanding advice: towards a sociology of management consultancy', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 247–59.
- Samuelson, P.A. and W.D. Nordhaus (1985), *Economics*, New York: McGraw Hill.
- Schein, E.H. (1969), *Process Consultation: Its Role in Organization Development*, Reading, MA: Addison Wesley.
- Schein, E.H. (1990), 'A general philosophy of helping: process consultation', *Sloan Management Review*, **31** (3), 57–64.
- Schein, E.H. (2002), 'Consulting, what should it mean?', in T. Clark and R. Fincham (eds), *Critical Consulting: New Perspectives on the Management Advice Industry*, Oxford: Blackwell, pp. 21–7.
- Schellens, P.J. (1985), *Redelijke Argumenten: Een Onderzoek naar Normen voor Kritische Lezers*, Dordrecht: Foris Publications.
- Schmidt, H. and G. Schischkoff (1982), *Philosophisches Wörterbuch*, Stuttgart: Alfred Kröner Verlag.
- Schön, D.A. (1983), *The Reflective Practitioner: How Professionals Think in Action*, New York: Basic Books.
- Scott-Morgan P. (1994), 'Learning the unwritten rules of organisational change', *Planning Review*, **22** (5), 32–4.
- Searle J.R. (1996), *Speech Acts: An Essay in the Philosophy of Language*, Cambridge: Cambridge University Press.
- Sivula, P., F.A.J. van den Bosch and T. Elfring (2001), 'Competence-based competition: gaining knowledge from client relationships', in R. Sanchez (ed.), *Knowledge Management and Organisational Competence*, Oxford: Oxford University Press, pp. 77–94.
- Skovgaard-Smith, I.S. (2008), *Management Consulting in Action: Value Creation and Ambiguity in Client-consultant Relations*, Frederiksberg: Copenhagen Business School.
- Sonnville, H.K.J.M. de (2005), *Retorische aspecten van professionaliseren: een zoektocht naar beroepsvorming bij organisatieadviseurs*, Amsterdam: Dutch University Press.
- Stiglitz, J.E. (1997), 'Looking out for the national interest: the principles of the Council of Economic Advisers', *American Economic Review*, **87** (2), 109–13.
- Stiglitz, J.E. (1998), 'Knowledge for development: economic science, economic policy and economic advice', *Annual World Bank Conference on Development Economics, 1998*, Washington, DC: World Bank, pp. 9–58.
- Sturdy, A. (1997), 'The consultancy process: an insecure business', *Journal of Management Studies*, **34** (3), 389–413.
- Sturdy, A., K. Handley, T. Clark and R. Fincham (2009), *Management Consultancy: Boundaries and Knowledge in Action*, Oxford: Oxford University Press.
- Theeuwes, J.J.M. (1997), 'Economists as advocates: the art of making a case', in P.A.G. van Bergeijk, L.A. Bovenberg, E.E.C. van Damme and J. van Sinderen

- (eds), *Economic Science and Practice*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar Publishing, pp. 92–104.
- Thomas, K.W. and W.G. Tymon Jr, (1982), 'Necessary properties of relevant research: lessons from recent criticisms of the organizational sciences', *Academy of Management Review*, **7** (3), 345–52.
- Thompson, J.D. (2004), *Organizations in Action: Social Science Bases of Administrative Theory*, New Brunswick, NJ: Transaction Publishers.
- Thornton, R. and J. Ward (1999), 'The economist in tort litigation', *Journal of Economic Perspectives*, **13** (2), 101–12.
- Tinbergen, J. (1956), *Economic Policy: Principles and Design*, Amsterdam: Noord-Hollandsche Uitgeversmaatschappij.
- Toulmin, S.E. (1994), *The Uses of Argument*, Cambridge: Cambridge University Press.
- Toulmin, S.E. (2001), *Return to Reason*, Cambridge, MA: Harvard University Press.
- Toulmin, S.E., R. Rieke and A. Janik (1984), *An Introduction to Reasoning*, London: Macmillan Publishing.
- Tsang, E.W.K. (1997), 'Organizational learning and the learning organization: a dichotomy between descriptive and prescriptive research', *Human Relations*, **50** (1), 73–89.
- Twijnstra, A., D. Keuning and L.I.A. de Caluwé (2002), *Organisatieadvieswerk*, Deventer: Kluwer.
- Veld, R.J. in 't (ed.) (2000), *Willens en Wetens*, Utrecht: Lemma.
- Veld, R.J. in 't and A.J.M. Verhey (2000), 'Willens en Wetens', in R.J. in 't Veld (ed.), *Willens en Wetens*, Utrecht: Lemma, pp. 105–44.
- Vermaak, H. (2001), 'Wat is een goede carrière? Zin en onzin van levensfasen in het adviesvak', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 280–301.
- Vico, G (1990), *The Academies and the Relation between Philosophy and Eloquence*, London: Cornell University Press.
- Visscher, K. (2001), *Design Methodology in Management Consulting*, Proefschrift, Twente: University of Twente.
- VSNU (2006), <http://www.vsnunl.nl/web/show/id=41911/langid=43/textonly=43475> (accessed 19 June 2006).
- Weggeman, M. (2001), 'De Bedrijfskundig Dienstverlener, de Eclecticicus en de Literair Adviseur: Over de Non-relatie tussen Wetenschap en Advies', in L. de Caluwé and A. Witteveen (eds), *Organisatieadvies – wat is dat?*, Schiedam: Scriptum, pp. 100–31.
- Weinberg, A.M. (1972), 'Science and trans-science', *Minerva*, **10** (2), 209–22.
- Weinstein, M. (1992), 'Economists and the media', *Journal of Economic Perspectives*, **6** (3), 73–7.
- Werder, A.v. (1999), 'Argumentation rationality of management decisions', *Organization Science*, **10** (5), 672–90.
- White, L. and A. Taket (1994), 'The death of the expert', *Journal of the Operational Research Society*, **45** (7), 733–48.
- Yin, R.K. (2003), *Case Study Research: Design and Methods*, Thousand Oaks, CA: Sage Publications.