
Index

- Applications
 - External Hiring 37
 - Innovation 23, 29, 139
 - Internal Staffing 33–5
 - Job factors 35–6
 - Mentoring 49–53
 - Mobilization 20, 24, 45, 140
 - Returns
 - Bonuses 22, 28, 45, 49, 52
 - Influence 28, 44, 45
 - Promotions 28, 44–7, 51
 - Socialization 33, 42
 - Team Formation 36, 37
 - Top management 21, 45
 - Training 35, 53
- Authors
 - Arnold and Kay 41–3
 - Baker and Faulkner 20, 42
 - Brass 44–7, 51
 - Brass and Labianca 53, 54
 - Broschak 40, 41
 - Burt 21–7, 30, 31, 45, 46, 56
 - Coleman 16–20, 24–7, 42, 45
 - Fernandez, Castilla and Moore 37–9
 - Flap and Boxman 45
 - Granovetter 21–3, 27
 - Higgins and Nohria 50–53
 - Koput and Gutek 12, 56–9
 - Krachkardt and Hanson 4, 11, 44, 58
 - Marsden and Gorman 33–6
 - McGinn and Keros 48, 49
 - Mehra, Kilduff and Brass 46, 47
 - Meyerson 45, 57
 - Obstfeld 28–30
 - Reagans, Zuckerman and McEvily 36–7
 - Roth 55, 56
- Central concepts
 - Ascription 56–8
 - Bandwidth 30–32, 57
 - Bridging (Brokerage) 23, 26, 44, 47, 52, 115
 - Cohesion 20, 26, 30, 44, 57, 58, 109, 112, 116, 118
 - Competition 27, 45
 - Control 24, 27, 134
 - Echo 30–32, 57
 - Embeddedness 20, 31, 40, 42
 - Equivalency 26, 143
 - Hole (Structural Hole) 26, 30, 112, 143
 - Homophily (Heterophily) 22, 36, 38, 46, 54, 57, 126–9
 - Legitimacy 57
 - Negative social tie 53, 54
 - Personality 46
 - Redundancy 25, 26, 109, 112, 143
 - Reputation 20, 38, 41
 - Social capital
 - Access 33, 37, 51
 - Channels 18, 25, 27, 38
 - Norms 19, 42
 - Obligations 18, 19, 28
 - Properties 16–18, 42
 - Referrals 24, 33, 37
 - Strong tie 20, 25, 26, 30, 41, 44, 45, 48, 99, 119, 139
 - Timing 24, 38
 - Weak tie 27, 30, 41, 42, 44, 45, 47–9, 52, 119, 138
 - Social relativism 20
 - Social tie (social relation) 3
 - Status 9, 19, 42, 55–7
 - Strength of weak ties 21, 22, 24, 27, 134
 - Closure 19, 21, 30, 31
 - Multiplexity 20, 21, 30, 31, 40
 - Structure
 - Formal 4, 13, 44, 51, 54, 113
 - Informal 4, 13, 45, 54, 112
 - Problematic 11
 - Small world 121–5
 - Tertius gaudens 24
 - Tertius iungens 29

- Tie (*see* Social tie)
 - Tokenism 54–7
 - Trust 17, 18, 27, 45
- Data
- Individual 70, 89
 - Affiliation 71, 94, 95, 126
 - Attribute 70, 89–92, 126
 - Converting to dyadic 89–95
 - Count rule 94
 - Difference rule 89
 - Dissimilarity matrix 91, 92, 126, 128
 - Euclidean distance rule 90, 92
 - Match rule 89, 91
 - Similarity matrix 92, 93, 95, 126, 127
 - Relational
 - Adjacency matrix 73, 74, 76, 77, 80, 84–6, 126–8
 - Behavioral Anchors 64
 - Cross-checking 79, 84
 - Directed 64, 68, 69, 74, 80–85, 101–4, 111, 115, 118, 135–7
 - Directionality 64, 67
 - Entering 76, 80
 - Specificity 64, 67
 - Survey 15, 63–70
 - Undirected 64, 67, 69, 74, 75–80, 97–100, 110, 114, 117, 132–4
 - Visualization 96–104
- Examples
- Cohort 12–14, 88, 105, 121, 124, 125, 129, 141, 142
 - Director survey 73–85, 90–92, 94, 98–103, 110–12, 114, 115, 117, 118, 127, 128, 132–40, 144, 145
 - Optics firm 5–8, 93, 104, 119–21, 128
 - Realty office 8–11
- Measures
- Ego-centric (position)
 - Betweenness 131, 132, 144
 - Bridge (Cut point) 138
 - Centrality 130–57
 - Closeness (InCloseness, OutCloseness) 130, 132, 141
 - Degree (InDegree, OutDegree) 130, 132, 141
 - Link pin (Overlap) 119, 121, 138, 149
 - Structural Hole 138, 142–4
 - Graph theory
 - Distance 97, 132, 136
 - Geodesic (Shortest path) 97, 131–3, 136, 144
 - Graph (Sociograph) 96
 - Isolate
 - Line (relation, tie, edge) 96–8, 100, 101
 - Node (point, vertex, person) 96, 98, 100, 102, 104, 105, 132, 136, 139, 140
 - Path 96, 131
 - Pendant 133, 138
 - QAP Regression (*see* Formation)
 - Socio-centric (structure)
 - Bi-components 113, 120, 121, 138, 140, 141
 - Cliques 116, 119, 121, 138, 141
 - Components 112, 114, 120, 121
 - Density 109–12
 - Formation 125, 126–9
 - Small worlds
 - CC 123–5
 - CPL 123–5
 - Subgraphs 112–20
 - Transitivity 109–12