

Editorial

Greetings! Issue 7.2 begins with an interesting paper by an Argentinian colleague, Ernesto Gantman, *Scholarly Management Knowledge in the Periphery: Argentina and Brazil in Comparative Perspective (1970-2005)*. It examines academic management knowledge in Argentina and Brazil, showing that the level of scholarliness of this type of knowledge varies greatly within the two countries. It also demonstrates that the main factor behind the expansion of scholarly management knowledge in the two countries is the institutionalization of the academic community.

The following paper deals with a similar subject, focusing on *The Social and Intellectual Dimensions in the Construction of Scientific Knowledge: The Institutional Theory in Organization Studies in Brazil*. This paper, by Edson Ronaldo Guarido Filho, Clóvis L. Machado-da-Silva and Luciano Rossoni, seeks to delineate two dimensions of this process: the social interactions among researchers in a determined scientific field, being evaluated as a co-authorship network; and the intellectual dimension, expressed by its substantive content and provided references. With this analytical division in mind, the authors set out to research how the intellectual structure is conditioned by the social relationships among researchers, with a focus on the institutional analysis perspective in organizational studies in Brazil.

In the third article, *The Managerial Reduction in the Management Technologies Transposition Process to Public Organizations*, Sandro Trescastro Bergue discusses the phenomenon of the implementation of technologies designed in the management business, with emphasis on relations with public organizations. Sandro proposes a reflection on the concept of sociological reduction put forward by Guerreiro Ramos, recovering its roots in Husserl and Heidegger and their relationship with the concepts of creative adaptation and the translation of managerial issues. “Contextualized in the paradigm of new public management and the list of values and assumptions on which this movement is based, the analysis of the reproduction of practices known in private organizations by public ones seeking their legitimacy has revealed the formality and ceremonial aspect of this contemporary phenomenon”.

To follow, José Mauro da Costa Hernandez and Claudia Cincotto dos Santos present a paper entitled *Development-based Trust: Proposing and Validating a New Trust Measurement Model for Buyer-Seller Relationships*. “This study proposes and validates a trust measurement model for buyer-seller relationships”. Besides recognizing that trust is a multidimensional construct, the model also assumes that trust can evolve to take on a different character depending on the stage of the relationship. In order to test the proposed model and compare it to the characteristic-based trust measurement model, the authors collected data from 238 clients of an IT products wholesaler.

The fifth paper, *The Justification of Organizational Performance in Annual Report Narratives*, by Izabella Frinhani Tessarolo, Marcelo Sanches Pagliarussi and Antonio Thadeu Mattos da Luz incorporate signaling theory to the extant theoretical framework on self-serving attributions in order to develop hypotheses for the expected levels of attributional bias in the justification of organizational performance. A sample of 49 companies was selected and each company’s Letter to Shareholders was content analyzed in order to test propositions concerning the presence and intensity of self-serving attributions in that section of annual reports.

Finally, *Understanding the Entrepreneurial Process: a Dynamic Approach* by Vânia Maria Jorge Nassif, Alexandre Nabil Ghobril and Newton Siqueira da Silva aims to contribute to the enhancement of knowledge of entrepreneurial process dynamics through an understanding of the values, characteristics and actions of the entrepreneur over time. “By focusing on personal attributes, we have developed a framework that shows the importance of affective and cognitive aspects of entrepreneurs and the way that they evolve during the development of their business”.

I hope you all enjoy this issue!

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Editor-in-chief