

GENERAL PROFILE

CSO aims to strengthen its research on the sociology of market techniques (marketing, publicity, sales, merchandising, mediaplanning ...), through a critical analysis of the theories, instruments, knowledge forms and effects of these techniques; and via an exploration of the academic disciplines, professional spaces and markets associated with these techniques – along with their evolution since their inception during the inter-war period.

RESPONSIBILITIES

Research

Candidates must demonstrate experience in empirically grounded research in organizations that use market techniques or on the professionals who promote such techniques. A contribution to theoretical discussions in this domain is expected. Mixed methods research is welcome. Candidates should also engage in contemporary international debates currently under way in the field of economic sociology, the sociology of collective action, professions or knowledge. The future professor will be expected to participate in the collective activities of the CSO.

Teaching

The annual teaching load equals 128 hours, composed of three 24-hour courses and 56 hours of academic obligations, at college and masters levels (including the PhD program). During the first 3 years of the tenure track, this load is reduced to 88h/year, including 2 lecture courses and 40 hours of academic obligations. The future assistant professor will be expected to teach courses to undergraduate students in one of Sciences Po's six regional campuses, and courses at the School of Management and Innovation in Paris. A capacity to teach in English will be strongly appreciated.

PROFILE

Candidates should hold a doctorate in sociology or anthropology, and otherwise demonstrate a strong experience in these disciplines through their initial training, publications and teachings. We seek applicants with experience in one or several of CSO's research axes (see presentation of

Research at Sciences Po

Sciences Po is an institution of higher education and research in the social sciences. Its permanent scientific community – 210 professors and researchers – is structured in 12 entities recognized at the international level. It is made up of research 6 units cohabilitated with the National Center for Scientific Research (CNRS) and 3 research centers accredited for PhD Education), and 5 departments (sociology, political science, history, economics, and law).

The Unit

A research unit funded by Sciences Po and the CNRS, the Center for the Sociology of Organizations was founded by Michel Crozier in 1964. The CSO works at the crossroads of the sociology of organizations, economic sociology, and the sociology of public policy, in order to rethink the combined transformations of states, markets, and organizations. Today, the CSO brings together more than 70 persons, among whom 28 are tenured researchers and professors coming from different disciplines of the social and human sciences. Its research is structured along five axes: Law, norms and regulation; Work, employment and professions; Governance and economic organizations; Knowledge, science and expertise; Public policy and state reconfigurations.

SMI

Sciences Po's School of Management and Innovation offers a pedagogical project anchored in the Social Sciences. In a period of important transitions, tomorrow's economic actors must be capable, through their

the Unit). Research topics may be in one of the areas currently covered by the CSO: markets, consumption, environment, professions, health, law or finance. Their research may, for instance, pertain to: the history of marketing; the digitalization of market techniques; the effects induced by the introduction of new forms of knowledge (for instance behavioural sciences); the underlying theories of the social in market techniques; their performative effects; etc.

The candidates' research must be strongly grounded in empirical research using either: qualitative methods (interviews, observation, document analysis, ...); quantitative methods (descriptive or inferential statistics, longitudinal analysis, textual analysis, social network analysis, machine learning...); and/or computational sciences.

Candidates are expected to have published in sociological journals.

Candidates must be actively involved in international scientific networks and be fully proficient in English.

Sciences Po is an equal opportunity employer and welcomes applications from women.

APPLICATION PROCESS

Candidates must have defended their PhD by the time they apply. They should submit their application in electronic form to Olivier Borraz (olivier.borraz@sciencespo.fr), director of CSO, before **September 30 2019** with:

- a cover letter, which includes future research projects;
- CV and a list of publications;
- 3 major publications;
- a syllabus of a course for college or masters' level, and if available, evaluations of past courses.

creativity, critical stance and entrepreneurial vision to transform the firm and rethink its societal role in the pursuit of a common good. SMI has 1200 students and offers 10 Masters programs.

Evaluation of Applications

The selection committee will examine applications in the fall of 2019 and proceed to a short list of candidates who will be interviewed.

Interviews

Interviews will be held in Paris early 2020. They will be organized in two stages. The first part, open to the public, will include a presentation of the work of the candidate, followed by an open discussion with the audience. The second part will consist of an interview with the selection committee.

Decision and start date

The final decision will be made by Spring 2020 at the latest

Expected starting date of employment at Sciences Po: September 1st 2020.

Contacts

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Useful Links

CSO: www.cso.edu