

Arthur Gautier

Assistant
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Education

PhD in Management Science (Doctorat en Sciences de Gestion), Conservatoire National des Arts et Métiers (CNAM), Paris, 2009.

with highest honors (Mention très honorable avec les félicitations du jury).

Dissertation title: Associations and institutional entrepreneurship. A neo-institutionalist approach of cultural organizations.

Committee: Jean-Louis Laville (CNAM, CNRS), Maurice Thévenet (CNAM, ESSEC), Géraldine Schmidt (Université Paris 1 Panthéon Sorbonne), Pierre-Jean Benghozi (Ecole Polytechnique), Philippe Monin (EM Lyon).

Master in Management, ESSCA Business School, Angers, 2005.

Major in Nonprofit Management.

Biography

Arthur Gautier is Assistant Professor at ESSEC Business School and Executive Director of the ESSEC Philanthropy Chair.

He teaches for the MSc in Management and the ESSEC Executive Education. He is the Academic Director of the French Fundraising Certificate.

He holds a Ph.D. in Business Administration from Conservatoire National des Arts et Métiers (CNAM) de Paris (2009) and is an alumni from ESSCA School of Management (2005).

Prof. Gautier's research focuses on philanthropy and more broadly on private initiatives for the common good, from organizational, sociological, psychological and historical perspectives. He studies the emergence and the institutionalization of individual and corporate philanthropy, both as concepts and practices. He is also interested in hybrid philanthropic practices combining multiple institutional logics, such as impact investing, crowdfunding, and foundation-owned companies.

Research Areas

My research focuses on philanthropy and more broadly on private initiatives for the common good, from organizational, sociological, psychological and historical perspectives. I study the emergence and the institutionalization of individual and corporate philanthropy, both as concepts and practices. I am also interested in hybrid philanthropic practices combining multiple institutional logics, such as impact investing, crowdfunding, and foundation-owned companies. How governments and private actors (i.e. corporations, foundations, NGOs, social enterprises, communities), interact, negotiate, and shape the common good is a fascinating research avenue I look forward to explore in the next few years.

Publications

Academic Publications

Books

La Philanthropie : Une affaire de familles. (with AC. Pache,). Paris (France) : Autrement, 2014

Pour une autre économie de l'art et de la culture. (with B. Colin). Ramonville (France) : Erès, 2008

Articles

"Historically contested concepts: A conceptual history of philanthropy in France, 1712-1914" (A. Gautier), *Theory and Society*, Jan 2019, Vol. 48, Issue 1, p. 95-129

"What keeps corporate volunteers engaged: Extending the volunteer work design model with self-determination theory insights" (V. Susan, A. Gautier, P. Anne-Claire, G. Stefan), *Journal of Business Ethics*, Issue

"Beyond the Opposition Between Altruism and Self-interest: Reciprocal Giving in Reward-Based Crowdfunding" (K. André, S. Bureau, A. Gautier, O. Rubel), *Journal of Business Ethics*, Dec 2017, Vol. 146, Issue 2, p. 313-332

"Donations Within Limits" (S. Sandford, AC. Pache, A. Gautier), *Stanford Social Innovation Review*, Jan 2016, Vol. 14, Issue 1, p. 20-25

"Le mécénat d'entreprise en France. Histoire et perspectives " (A. Gautier), *Revue Française de Gestion*, Jun 2015, Vol. 41, Issue 249, p. 13-32

"Research on Corporate Philanthropy: A Review and Assessment" (A. Gautier, AC. Pache,), *Journal of Business Ethics*, Feb 2015, Vol. 126, Issue 3, p. 343-369

"A Global Family Affair" (AC. Pache, A. Gautier), *Stanford Social Innovation Review*, Jun 2014, Vol. 12, Issue 3, p. 61-62

"La philanthropie familiale en France" (A. Gautier, AC. Pache), *Revue des Deux Mondes*, Dec 2012, Vol. 12, Issue 3, p. 28-37

Book Chapters

Giving in France: A philanthropic renewal after decades of distrust. In: *The Palgrave Handbook of Global Philanthropy* (with AC. Pache, V. Mossel). : Palgrave MacMillan, Pamela Wiepking, Femida Handy. 2015, p. 137-154

Associations et entrepreneuriat institutionnel. In: *La gouvernance des associations.* Ramonville (France) : Erès, Christian HOARAU, Jean-Louis LAVILLE. 2008, p. 213-223

Les lieux associatifs de musiques actuelles : régulation hybride et changement institutionnel. In: *La gouvernance des associations.* Ramonville (France) : Erès, Christian HOARAU, Jean-Louis LAVILLE. 2008, p. 171-199

Professional Publications

Books

Les fondations actionnaires : première étude européenne. (with J. Bothello, V. Seghers, X. Delsol, F. Le Brun). Paris (France) : Prophil, 2015

Book Chapters

Développer les ressources privées pour les musiques actuelles. In: *Guide du mécénat culturel territorial.* Voiron (France) : Territorial Editions, Jean-Pascal

QUILES, Marianne CAMUS-BOUZIANE. 2012, p. 69-75

Working Papers

"L'engagement des collaborateurs : quels facteurs de participation durable ?" (S. Van Schie, A. Gautier, AC. Pache). Essec Research Center, DR-13XX Oct 14.

"Nonprofit Roles in For-profit Firms: The Institutionalization of Corporate Philanthropy in France" (A. Gautier, AC. Pache, I. Chowdhury). Essec Research Center, DR-1319 Nov 13.

"Giving in France: A Philanthropic Renewal after Decades of Distrust" (A. Gautier, AC. Pache, V. Mossel). Essec Research Center, DR-1318 Nov 13.

Other Publications

Articles published in Conference Proceedings

"Compartmentalizers or hybridizers? How individuals respond to multiple institutional logics", With P. Anne-Claire, S. Filipe. In : *Proceedings of the Seventy-eighth Annual Meeting of the Academy of Management*, Academy of Management Annual Meeting. : Academy of Management, 2018, p. 17953

"Bound to fail yet successful: Understanding the institutionalization processes of contested practices", With AC. Pache, I. Chowdhury, . In : *Proceedings of the Seventy-sixth Annual Meeting of the Academy of Management*, Academy of Management Annual Meeting. : Academy of Management, 2016, p. 13220

"Nonprofit roles in for-profit firms: The institutionalization of corporate philanthropy in France", With AC. Pache, I. Chowdhury, . In : *Proceedings of the Seventy-third Annual Meeting of the Academy of Management*, Academy of Management Annual Meeting. : Academy of Management, 2013, p. 17464

Teaching

Teaching at ESSEC

Philanthropy: strategies and impact (2015 - present)

Pedagogy: lectures, cases, role plays

Language: French (since 2015) and English (starting 2019)

This 25-hour course presents students with an overview of the philanthropic sector and allows them to understand the specific challenges of managing philanthropic initiatives.

The sharing economy (2016 - 2017)

Pedagogy: field visits, lectures, presentations

Language: French

This 2-week intensive course allows first-year students to discover the "sharing economy", its actors, stakes, and business models. Part of ESSEC's Comprendre et changer le monde annual seminar.

French Fundraising Certificate (2016 - present)

In partnership with the French Fundraising Association (Association

Française des Fundraisers), ESSEC Executive Education offers a customized, cutting edge, 15-day program for fundraising managers in nonprofit and public organizations. Launched 14 years ago, the French Fundraising Certificate is the first and leading training program for fundraisers in France, with 300 Alumni working in leading organizations. This program is accredited by the European Fundraising Association (EFA).

Other Teaching Activities

Developed and published the following teaching materials:

Pache, A.C., Gautier A., Naert, M. (2016). Bringing together tradition and modernity: Towards a new philanthropy of the Rothschild family. ESSEC Teaching case. Available on the Case Centre and CCMP.

Gautier, A., Pache, A.C. (2015). Managing the departure of a charismatic founder: Asmae, the charity founded by Sister Emmanuelle. ESSEC Teaching case. Available on the Case Centre and CCMP.

Gautier, A., Pache, A.C. (2015). Giving a new lease of life to a major music festival: The Belfort Eurockéennes. ESSEC Teaching case. Available on the Case Centre and CCMP.

Other Activities

Awards and Distinctions

Gautier, A., Pache, A.C., Chowdhury (2016). *Bound to fail yet successful: Understanding the institutionalization processes of contested practices*. In: Academy of Management Proceedings, 2016(1): 13220. Best paper in the history of CSR, Academy of Management Annual Meeting - SIM Division.

Scientific Activities

Conference Presentations

"Bound to fail yet successful: Understanding the institutionalization processes of corporate philanthropy in France", (with AC. Pache, I. Chowdhury). ERNOP 7th International Conference, ESSEC Business School, Cergy, France, 09 Jul 2015

"Families, Firms and Philanthropy: A cross-national comparison of responses to competing institutional demands", (with J. Bothello, AC. Pache). ERNOP 7th International Conference, ESSEC Business School, Cergy, France, 09 Jul 2015

"From donor motivation to recipient welfare: A philosophical assessment of corporate philanthropy", (with M. Eabrasu). ERNOP 7th International Conference, ESSEC Business School, Cergy, France, 09 Jul 2015

"Families, Firms and Philanthropy: A cross-national comparison of responses to competing institutional demands", (with J. Bothello, AC. Pache). 31st EGOS Colloquium, American College of Greece, Athens, Greece, 03 Jul 2015

"Contemporary History of Corporate Philanthropy in France: Key Changes over the Past Thirty Years", ISTR 11th International Conference, University of Muenster, Muenster, Germany, 24 Jul 2014

"From Donor Motivation to Recipient Welfare: A Philosophical-critical

Assessment of Corporate Philanthropy", (with M. Eabrasu). EBEN Annual Conference, European School of Management and Technology, Berlin, Germany, 12 Jun 2014

"What do we know about corporate philanthropy?", 6th ERNOP International Conference, European Research Network on Philanthropy, Riga, Latvia, 11 Jul 2013

"Nonprofit roles in for profit firms: the emergence of corporate philanthropy in France", 4th EMES International Research Conference on Social Enterprise, EMES International Research Network, Liège, Belgium, 01 Jul 2013

"The institutionalization of nonprofit professions within for profit organizations: a multilevel analysis of corporate philanthropy in France", 9th New Institutionalism Workshop, Warsaw University, Warsaw, Poland, 15 Mar 2013

"What do we know about corporate philanthropy? A literature review", SEEK Workshop on Corporate Philanthropy, Centre for European Economic Research (ZEW), Mannheim, Germany, 13 Sep 2012

"What do we know about corporate philanthropy? A literature review", International Workshop on the Role of Business in Society and the Pursuit of the Common Good, ESSEC Business School, Cergy, France, 08 Mar 2012

"What do we know about philanthropy? A Literature review", 3rd International Social Innovation Research Conference, London South Bank University, Londres, UK, 12 Sep 2011

"Entrepreneuriat institutionnel et co-construction de politiques publiques : le cas des lieux associatifs des musiques actuelles", Conférence internationale sur la gouvernance des associations, Conservatoire National des Arts et Métiers, Paris, France, 07 Sep 2009

"When nonprofits rally to change public policies: an inter-organizational IT platform in the field of popular music", (with P. Eynaud). 25th EGOS Colloquium, European Group for Organizational Studies, Barcelone, Espagne, 02 Jul 2009

"Stratégies institutionnelles d'associations dans un jeune champ organisationnel : le cas des lieux associatifs de musiques actuelles", XVIIIe Conférence de l'AIMS - Atelier doctoral, Association Internationale de Management Stratégique, Grenoble, France, 03 Jun 2009

Co-Organizer:

European Research Network on Philanthropy (ERNOP) 7th International Conference, "Interdisciplinary Research On Philanthropy: Connecting the Dots", ESSEC Business School (2015).

A Gathering of Academic Centers on Philanthropy in Europe (AGAPE), Co-organized with ERNOP, ESSEC Business School (2017, 2018).

Doctoral Seminar in Social Entrepreneurship and Philanthropy (SEPHI), Co-organized with EM Lyon and HEC Liège, ESSEC Business School (2015, 2018).

MBA Impact Investing Network & Training (MIINT), Co-organized with Prof. Thierry Sibieude (ESSEC) and the Wharton Social Impact Initiative (2014 - 2015).

Affiliations and Academic Responsibilities

Member:

Academy of Management (AOM)
European Group on Organization Studies (EGOS)
European Research Network on Philanthropy (ERNOP)

Reviewer:

Journal of Business Ethics
Journal of Management
Journal of Business Research
Academy of Management Annual Meeting (OMT and SIM divisions)
Nonprofit and Voluntary Sector Quarterly
Voluntas: International Journal of Voluntary and Nonprofit Organizations

Professional Experience**ESSEC Business School - Cergy, France**

Executive Director, ESSEC Philanthropy Chair (2014 - present)

Key responsibilities include:

- Co-defining and executing the chair's strategy
- Disseminating research findings through academic and practitioner publications/events
- Developing relationships with financial, professional and academic partners
- Overseeing administrative and budgetary issues

Overall, I manage a yearly budget of €370k and a team of 3-4 persons. Together with Prof. Anne-Claire Pache, I raised more than €2.8M over a span of 8 years from major corporations and foundations.

ADMICAL - Paris, France

Head of Publishing and Events (2010)

ADMICAL is France's leading professional association for corporate philanthropy. I managed the publishing and events department, edited a professional review and coordinated a national directory for corporate philanthropy.

ORAMA - Paris, France

Consultant (2006-2009)

During my PhD, I worked as a strategy and management consultant in the live music industry, advising private, public, and nonprofit music venues.