

# YIANNIS GABRIEL

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Yiannis Gabriel is Professor of Organizational Theory at the University of Bath. Earlier he held the chair of Organizational Theory and Head of Department for Organizational Studies at Imperial College and a chair of Organizational Theory at Royal Holloway, University of London. Yiannis has a degree in Mechanical Engineering from Imperial College London, where he also carried out post-graduate studies in industrial sociology. He has a PhD in Sociology from the University of California, Berkeley.

Yiannis is well-known for his work into organizational storytelling and narratives, management learning and the culture and politics of contemporary consumption. He has used stories as a way of studying numerous social and organizational phenomena including leader-follower relations, group dynamics and fantasies, nostalgia, insults and apologies. Yiannis is co-founder and co-ordinator of the Organizational Storytelling Seminar series, (See <http://www.organizational-storytelling.org.uk/>).

More recently, Yiannis has explored the education of managers and leaders in institutions of higher education and the ways in which MBAs influence professional practice. He is currently involved in the field studies of (a) leadership and patient care in three London hospitals and (b) identity crisis among unemployed managers in their 50s. Other current work includes papers on organization and genocide, organizational miasma and the interaction between image and narrative.

Yiannis has made his own contribution to pedagogy as author and co-author of several textbooks on organizations. He is the author of *Freud and Society*, *Working Lives in Catering* (both Routledge), *Organizations in Depth* (Sage), *Storytelling in Organizations* (OUP) and *Myths, Stories and Organizations* (OUP) and co-author of *Organizing and Organizations*, *The Unmanageable Consumer: Contemporary Consumption and Its Fragmentation* and *Experiencing Organizations* (all Sage). His most recent publications include the *Organizing Words: A Thesaurus for the Social and Organizational Studies* (OUP, 2008) and articles on the uses and abuses of PowerPoint, ethics of care and hospital care, image and storytelling and organizational miasma. He has been editor of *Management Learning* and associate editor of *Human Relations*. He is a trustee of The Tavistock Institute and the Bayswater Institute. His enduring fascination as a researcher lies in what he describes as the unmanageable qualities of life in and out of organizations.

## ***PERSONAL***

Born 23 April 1952  
Married, two children  
Dual nationality, Greek and British

## ***EDUCATION***

1970-73	Imperial College, B.Sc (First Class Hons.) in Mechanical Engineering; Associateship of City and Guilds Institute
1973-74	Imperial College, M.Sc and Diploma of Imperial College in Industrial Sociology
1974-76	University of California (Berkeley), PhD Candidacy (with Distinction) in Sociology
1981	University of California (Berkeley), PhD in Sociology; Phi Beta Kappa Award

## ***EMPLOYMENT***

1975-76	Teaching Assistant, University of California, Berkeley
1976-77	National Service in Greek Armed Forces
1978-81	Lecturer in Sociology, Preston Polytechnic
1981-89	Lecturer and Senior Lecturer in Organizational Behaviour, Thames Polytechnic
1987-89	Head of Division of Organization Studies, Thames Polytechnic
1989-2000	Lecturer, Senior Lecturer and Reader in Organizational Studies, University of Bath
2000-2005	Professor in Organizational Theory, Imperial College Business School; Head of Organization Behaviour and Health Management Department 2001-2005
2005-2009	Professor in Organizational Theory, Royal Holloway University of London
2009-present	Professor of Organizational Theory, University of Bath

## **RESEARCH**

My chief research interests are in organizational culture and symbolism, language and emotion in organizations, management learning and the social psychology of contemporary consumers. My research draws from a variety of theoretical traditions in the human sciences, including sociology, psychodynamics, cultural studies and narrative theory.

### **Organizational theory and narrative**

My research has involved the use of techniques from depth psychology to explore, interpret and analyse organizational phenomena. I have explored different features of organizational culture and folklore; my main focus has been on the study of organizational myths and stories, as avenues for studying deeper organizational processes. With the help of an ESRC grant I collected over 400 narratives from 5 organizations, which have provided the material for many of my publications in this field since 1991. These include the book *Storytelling in Organizations*, the edited book *Myths Stories and Organizations*, and more than twenty articles in scholarly journals. I am regarded as one of the leading authorities in this area and have contributed chapters and entries to various Encyclopaedias and Dictionaries.

### **Consumer studies**

More recently, my research interests have diversified into consumer studies, a chaotic and often confusing field, where various sociological, psychological, economic and cultural traditions have developed theories, with little or no contact with each other. My book *The Unmanageable Consumer* (jointly with Professor Lang), has for the first time brought these traditions face to face with each other, arguing that they have each generated rather too comfortable concepts of the contemporary consumer. Our book argues that, in spite of the vast resources devoted to managing and controlling consumers, in significant ways consumers defy and resist the efforts of advertisers, media and opinion formers. A second edition of this book was published in 2006.

### **Management Learning**

I have always believed that in the area of management, teaching and research are very closely related activities. Teaching management is also learning about management and researching management. I have endeavoured to systematise this process in four ways. First, I have been involved in writing two textbooks (*Organizing and Organizations* (now in its third edition, with Sims and Fineman) and *Organizations in Depth*), both of which pioneer new methods in the teaching of the disciplines. Second, I have used experiences and reports produced by my students, notably on their industrial placements, as research material, examining what organizations look like through their inquisitive and fresh eyes. Third, as the editor of the journal *Management Learning*, I sought to promote research into management learning as a process of active engagement with the learners' experiences rather than the production of parcels of knowledge. Many of the articles published by the journal are built on a critical and systematic questioning of classroom activities, often with the co-operation of students. Fourth, I have carried out extensive field research and have written articles on MBA teaching in Malaysia, synergies and dysfunctions of international learning groups, uses and abuses of PowerPoint in management education and on the phenomenon of 'learning shock' (akin to culture shock) that sometimes afflicts mature students.

### ***More recent areas of interest – Leadership, ethics of care and organizational miasma***

### ***Invited Talks***

Numerous talks to Universities and Colleges, including Aston, Birkbeck, Bristol, Cambridge, Cardiff, City, Cranfield, King's College, Lancaster, London School of Economics, Manchester, Oxford, Reading, Warwick, Open University and elsewhere. Foreign invitations from Erasmus University, Graz, Aarhus, Roskilde, Stockholm, Copenhagen, Lund, Lille and elsewhere. This year I am talking at Lund, Innsbruck, Auckland, Victoria (NZ), Nottingham and Open University.

### ***Conferences keynote presentations***

Gabriel, Yiannis. "The Odyssey of Organizing". **Invited keynote speech**, EGOS Conference, Lyon, France, 5-7 July 2001.

Gabriel, Yiannis. "Psychoanalysis, identity and organizational change". **Invited keynote speech**, ESRC Seminar Series on "Enabling individual and collective identities", Manchester Metropolitan University, 5 November 2002.

Gabriel, Yiannis. "Organizations and their discontents". **Invited keynote speech**, 21<sup>st</sup> Standing Conference for Organizational Symbolism (SCOS), Cambridge University, 10-12 July 2003.

Gabriel, Yiannis. "MBA and the education of leaders". **Opening keynote speech**, 2<sup>nd</sup> Studying Leadership Conference, Lancaster University, 15-16 December 2003.

Gabriel, Yiannis. "Every picture tells a story" – Losing the plot in the era of the image. **Opening Keynote Speech**, 6th International Conference on Organizational Discourse, Vrije Universiteit (Free University), Amsterdam, 28-30 July 2004

Gabriel, Yiannis. "Oedipus in the land of organizational darkness" **Keynote presentation** 10-year Anniversary celebrations at Centre for Advanced Studies in Leadership, Stockholm School of Economics, December 6-7, 2006.

Gabriel, Yiannis. **Keynote presentation** 60-year Anniversary celebrations at Tavistock Institute of Human Relations, 20 September 2007.

Gabriel, Yiannis. **Invited keynote lecture** and **workshop facilitation** on "Organizational stories in social science research", Systemic Research in Therapy, Education and Organizational Development Conference, Faculty of Medical Psychology, University of Heidelberg, March 5 - 7, 2008.

Gabriel, Yiannis. Latte Capitalism and Late Capitalism: Reflections on Fantasy and Care as Part of the Service Triangle, **Keynote presentation** at "Authenticity in Contemporary Organisations Workshop," The Judge Business School, 16 May 2008

Gabriel, Yiannis. Separation, abjection, loss and mourning: Reflections on the phenomenon of organizational miasma, **Keynote presentation** at "ESRC seminar series: Abjection and alterity in the workplace", Seminar 1, University of Leicester, 28th May 2008

Gabriel, Yiannis. Latte Capitalism and Late Capitalism: Reflections on Fantasy and Care as Part of the Service Triangle, **Keynote presentation** at the Critical Management Studies Research Workshop, Academy Of Management Conference, Anaheim, 7-8 August 2008

Gabriel, Yiannis. Stories and storytelling in social research. **Keynote presentation** at the FNRS Research Seminar on Theories of Public Communications, Free University of Brussels, 7 May 2010.

Gabriel, Yiannis. Under new management – Changing configurations of subjectivity and social defences in late modernity. **Keynote presentation** at MPO 10<sup>th</sup> anniversary Conference, Roskilde University, Denmark, 9 September 2011.

Gabriel, Yiannis. “The moral standing of leaders – What do followers expect?” **Keynote speech**, 10<sup>th</sup> Studying Leadership Conference, University of West of England, Bristol, 12-13 December 2011..

### **Conferences organizing**

I founded the Organizational Storytelling Seminar in 2001 and have personally organized the 1<sup>st</sup>, 2<sup>nd</sup>, 4<sup>th</sup>, 11<sup>th</sup>, 13<sup>th</sup> and 17<sup>th</sup> of the 19 seminars to date. The Storytelling Seminar brings together scholars, research students and practitioners who are interested in the nature of stories and storytelling in organizations and the use of stories in research on different aspects of organizational life, including politics, gender, culture, leadership and emotion. Now in its 8<sup>th</sup> year, the seminar receives funding from the ESRC. Seminars have taken place in a variety of academic institutions including Imperial College, University of Exeter, University College Cork, City University, Queen Mary College, University of East Anglia, the Humanistic University of Utrecht and the Free University of Amsterdam.

Details on past seminars can be found at <http://www.organizational-storytelling.org.uk/>.

The ethos of the seminar is to stimulate discussion and argument among people who share a fascination and love for stories and storytelling and believe that stories open valuable windows into the world of organizations and their members. To this end, the number of participants is limited to no more than 40 and the cost of participation is kept low.

I have convened several conference streams, including

2<sup>nd</sup> Critical Management Studies Conference, July 11-13, 2001, University of Manchester: Sub-theme 2: Narratives of oppressors and narratives of oppressed

5<sup>th</sup> Critical Management Studies Conference, July 11-13, 2007, University of Manchester: Sub-theme 11: Emergent story and control narratives

23<sup>rd</sup> EGOS Colloquium, July 5–7, 2007, Vienna University of Economics and Business Administration: Sub-theme 10: Genocide, individuals and organization – Choices, actions and consequences for contemporary contexts

25<sup>th</sup> EGOS Colloquium, July 2–4, 2009, Barcelona: Sub-theme 31 “The marriage of story and metaphor: Power couple or marriage of convenience?”

27<sup>th</sup> EGOS Colloquium, July 6–9, 2011, Gothenburg: Sub-theme 29 “Untold Stories of the Field and Beyond”

28<sup>th</sup> EGOS Colloquium, July 4–5, 2012, Helsinki: Sub-theme 25 “Design or fortune? Serendipity, accident and chance in organizations”

29<sup>th</sup> EGOS Colloquium, July 4-6, Montreal 2013, Sub-theme 35: Organizations and their Consumers: Bridging Production and Consumption

### **Other positions**

1994-1995 Book Reviews Editor of *Management Learning*

1995-2000 Editor of *Management Learning*

2000-2004 Associate Editor, *Human Relations*

2011- Senior Editor, *Organization Studies*

2001 Special Issue Joint Editor *Journal of Organizational Change Management*, 14, 5, “The psychodynamics of organizational change management

- 2009 Special Issue co-editor *Organization*, 16, 3 Storytelling and Organizational Change
- 2011 Special Issue co-editor *Culture and Organizations*, 17, 5, "The marriage of story and metaphor"
- 2014 Special Issue co-editor *Culture and Organizations*, "Luck of the Draw? Serendipity, accident , chance and misfortune in organization and design'
- 2015 Special Issue co-editor *Organization, Organizations and their consumers*

On the editorial Board of journals including *Organization, Organization Studies, Human Relations, Human Relations, Management Learning, Marketing Theory, Freie Assoziation* and *Socio-Analysis*.

### **Research Grants**

ESRC Grant Number R000232627, 'An Exploration of Organizational Culture through the Study of Stories and Myths', 1992.

Three Imperial College Teaching Research Grants to a total of £27,000

- From Learning to Practice – A review of the translation and implementation of MBA learning in subsequent careers (2002)
- Learning Shock – An investigation of extreme disorientation on returning to university study (2003)
- Synergies and difficulties of international syndicate groups (2005)

SDO Grant (£513,000) "Leadership and Better Patient Care: From Idea to Practice" (PI Paula Nicolson), September 2006.

### **PhDs**

I am currently supervising 7 PhD students. My last three PhD students from Imperial College graduated successfully in 2008 and from Royal Holloway in 2011. Since then, 6 of my PhDs have graduated successfully from Bath University.

I have been external examiner to over 30 PhD in different universities, including Manchester, Brunel, Lancaster, Keele, Liverpool, Loughborough, City, London School of Economics, London Business School, Exeter, Newcastle, Abo Academy (Turku, Finland), Antioch University USA, and Melbourne University.

I am interested in supervising PhDs in the following areas:

- Leader-follower relations and, more generally, leadership, especially from a psychoanalytic perspective
- Emotions and fantasies at the workplace
- The culture, ethics and sustainability of contemporary consumption
- Management learning and the production and dissemination of knowledge in organizations
- Organizations in times of trouble and crisis
- Most topics in organizational studies approached through a narrative or storytelling methodology
- Most topics in organizational studies approached from a psychoanalytic perspective

### **TEACHING**

Over the years I have taught a wide range of subjects to students at undergraduate and postgraduate levels, as well as in executive education. I am a very adaptable teacher and can consistently get outstanding teaching evaluation scores.

I am a very committed teacher and much of my teaching has fed into my research and publications.

### ***External Examiner***

Currently external examiner at Cambridge (Executive MBA) In the past, I have been external examiner at Surrey, Warwick, Brunel, Nottingham Trent and Cambridge (MBA, Management Tripos)

### ***External assessor***

I have been external assessor to professorial appointments at the universities of Leicester (2005), Exeter and Warwick (2006).

## **ADMINISTRATION AND LEADERSHIP**

As Head of Department at the Imperial College Business School (2002-2005), I was responsible for leading a group of 14 academics in a wide range of teaching and research activities. I was responsible for my staff's RAE and teaching performance and carried out their appraisal interviews. I was a member of the School's Executive Board, Research Committee and Finance Committee. I put a lot of effort ensuring that the Section continued to be a highly effective and harmonious unit.

During the extensive changes undergone by the Imperial College Business School, I was involved in numerous appointment and promotion interviews. I was also extensively involved in a wide range of new courses, including a residential MBA and a new MSc in Management.

As Deputy Dean at the School of Management (2009-2011) I was involved in numerous appointments, course redesign and strategy development at University level. I am currently Director of research for the Strategy and Organization Division.

## **EXTERNAL AND OTHER APPOINTMENTS**

I am a founding member of the **Leadership Academy** for South East England and organized (with Chris Howorth) the Second of the Academy's Workshop at RHUL (14 June 2007).

Trustee of the Bayswater Institute 2006-2011

Trustee of council member of the Tavistock Institute 2007-2009

Board of EGOS 2014-

I have served on the external advisory boards of two NHS research studies, HERO (Healthcare electronic records in organisations) and SCORE (Summary Care Record Evaluation); they are both official NHS studies undertaken by teams led by Professor T. Greenhalgh of London University (2003-2008)

## **Visiting Professorship**

I am currently a visiting professor at

- Athens Laboratory of Business Administration (ALBA), Greece
- Lund University, Sweden
- Agricultural University, Athens
- International Hellenic University (Thessaloniki), Greece

## **Letters to the media**

The Guardian, December 6 1999  
The Gramophone, July 2000  
The Guardian, August 15 2000  
The Guardian, October 20 2000  
The Guardian, September 24 2003  
The Guardian, May 31 2005  
The Guardian, September 3 2005  
The Guardian, August 18 2006  
The Independent, 15 January 2007  
The Guardian, Monday March 19 2007  
The Gramophone, April 2007  
The Gramophone, September 2009  
The Guardian, November 5 2009  
The Guardian, 28 Dec 2012

## 2016

- Gabriel, Y. 2016b. The Essay as an Endangered Species: Should We Care? *Journal of Management Studies*, 53(2): 244-249.
- Gabriel, Y. 2016c. Leadership in opera: Romance, betrayal, strife and sacrifice. *Leadership*.
- Gabriel, Y. 2016d. Narrative ecologies and the role of counter-narratives: The case of nostalgic stories and conspiracy theories. In S. Frandsen, T. Kuhn, & M. W. Lundholt (Eds.), *Counter-narratives and Organization*: 208-226. London: Routledge.
- Gabriel, Y. 2016e. Psychoanalysis and the study of organization. In R. Mir, H. Willmott, & M. Greenwood (Eds.), *The Routledge Companion to Philosophy in Organization Studies*: 212-225. London: Routledge.
- Gabriel, Y. 2016f. Storytelling. In M. Bevir, & R. A. W. Rhodes (Eds.), *Routledge Handbook of Interpretive Political Science*: 211-224. London: Routledge.
- Lindebaum, D., & Gabriel, Y. 2016. Anger and Organization Studies: From Social Disorder to Moral Order. *Organization Studies*.
- Lindebaum, D., Geddes, D., & Gabriel, Y. 2016. Moral Emotions and Ethics in Organisations: Introduction to the Special Issue. *Journal of Business Ethics*: 1-12.
- Ulus, E., & Gabriel, Y. 2016. Bridging the contradictions of social constructionism and psychoanalysis in a study of workplace emotions in India. *Culture and Organization*: 1-23.

## 2015

- Alvesson, M., & Gabriel, Y. 2015. Grandiosity in contemporary management and education. *Management Learning*, <http://mlq.sagepub.com/content/early/2015/12/09/1350507615618321.full.pdf+html>.
- Gabriel, Y. 2015a. Beyond compassion: replacing a blame culture with proper emotional support and management: Comment on "Why and how is compassion necessary to provide good quality healthcare?". *International Journal of Health Policy Management*, 4(9): 617-619.
- Gabriel, Y. 2015b. The caring leader – What followers expect of their leaders and why? *Leadership*, 11(3): 316-334.
- Gabriel, Y. 2015c. Identity, choice and consumer freedom – the new opiates? A psychoanalytic interrogation. *Marketing Theory*, 15(1): 25-30.
- Gabriel, Y. 2015d. Narratives and stories in organizational life. In A. De Fina, & A. Georgakopoulou (Eds.), *The Handbook of Narrative Analysis*: 275-292. Chichester: Wiley.
- Gabriel, Y. 2015e. Reflexivity and beyond – a plea for imagination in qualitative research methodology. *Qualitative Research in Organizations and Management: An International Journal*, 10(4): 332-336.
- Gabriel, Y. 2016b. The Essay as an Endangered Species: Should We Care? *Journal of Management Studies*, 53(2): 244-249.
- Gabriel, Y. 2016c. Psychoanalysis and the study of organization. In R. Mir, H. Willmott, & M. Greenwood (Eds.), *The Routledge Companion to Philosophy in Organization Studies*: 212-225. London: Routledge.
- Gabriel, Y., Korczynski, M., & Rieder, K. 2015. Organizations and their consumers: Bridging work and consumption. *Organization*, 22(5): 629-643.

- Gabriel, Y., & Lang, T. 2015. *The Unmanageable Consumer* (3rd ed.). London: Sage.
- Gabriel, Y., & Ulus, E. 2015. "It's all in the plot": narrative explorations of work-related emotions. In H. Flam, & J. Kleres (Eds.), *Methods of Exploring Emotions*: 36-45. Abingdon: Routledge.
- Gray, D. E., Gabriel, Y., & Goregaokar, H. 2015. Coaching unemployed managers and professionals through the trauma of unemployment: Derailed or undaunted? *Management Learning*, 46(3): 299-316.
- Nixon, E., & Gabriel, Y. 2015. 'So much choice and no choice at all': A socio-psychoanalytic interpretation of consumerism as a source of pollution. *Marketing Theory*, 16(1): 39-56.

## 2014

- Boussebaa, M., Sinha, S., & Gabriel, Y. 2014. Englishization in offshore call centers: A postcolonial perspective. *Journal of International Business Studies*, 45(9): 1152-1169.
- Fraher, A. L., & Gabriel, Y. 2014. Dreaming of Flying When Grounded: Occupational Identity and Occupational Fantasies of Furloughed Airline Pilots. *Journal of Management Studies*, 51(6): 926-951.
- Gabriel, Y. 2014a. Disclosing affect: A Freudian Inquiry into organizational storytelling. In K. Kenny, & M. Fotaki (Eds.), *The psychosocial and Organization Studies - Affect at work*: 83-103. Houndmills: Palgrave Macmillan.
- Gabriel, Y. 2014b. Occupy management! Inspirations and ideas for self-organization and self-management. *Management Learning*, 45(4): 499-503.
- Gabriel, Y. 2014c. Organizations and Archetypes. *Organization*, 21(4): 579-581.
- Gabriel, Y., Muhr, S. L., & Linstead, S. 2014. Luck of the draw? Serendipity, accident, chance and misfortune in organization and design. *Culture and Organization*: 1-8.
- design. *Culture and Organization*: 1-8.

## 2013

- Gabriel Yiannis. 2013. Researchers as Storytellers: Storytelling in Organizational Research. In: Gotti M and Guinda CS (eds) *Narratives in Academic and Professional Genres*. Berne: Peter Lang, 105-122.
- Gabriel Y, Gray David E and Goregaokar Harshita. (2013) Job loss and its aftermath among managers and professionals: wounded, fragmented and flexible. *Work, Employment & Society* 27(1): 56-72. (ABS 4\*)

## 2012

- Clancy, Annette, Vince, Russ, and Gabriel, Yiannis. 2012. That Unwanted Feeling: A Psychodynamic Study of Disappointment in Organizations. *British Journal of Management*, 23(4): 518-531. (ABS 4\*)
- Gabriel Y. (2012) Organizations in a State of Darkness: Towards a Theory of Organizational Miasma. *Organization Studies* 33: 9, 1137-1152. (ABS 4\*)
- Gabriel, Yiannis. 2012. Under new management: Subjects, objects and hubris, new and old. *Nouvelle Revue de Psychosociologie*, 13(Spring), 241-264.

Gabriel, Yiannis. 2012. Why managing emotion is such a crucial task. *Institute of Healthcare Management*. Signpost Series.

[https://www.ihm.org.uk/news/articles\\_/why\\_managing\\_emotion\\_is\\_such\\_a\\_crucial\\_task](https://www.ihm.org.uk/news/articles_/why_managing_emotion_is_such_a_crucial_task)

Gabriel, Y. 2012. [Book Review]. Towards a Socioanalysis of Money, Finance and Capitalism: Beneath the Surface of the Financial Industry. *Organization Studies*, 33(11): 1644-1648.

## 2011

Gabriel, Yiannis. 2011. Psychoanalytic approaches to leadership. In A. Bryman, D. Collinson, K. Grint, B. Jackson, & M. Uhl-Bien (Eds.), *The SAGE Handbook of Leadership*: 393-405. London: Sage.

Vince, Russ, & Gabriel, Yiannis. 2011. Organizations, learning and emotion. In M. Easterby-Smith, & M. A. Lyles (Eds.), *Handbook of organizational learning and knowledge management*, 2nd ed.: 331-348. Chichester: Wiley.

Gabriel, Yiannis. 2011. "A picture tells more than a thousand words": Losing the plot in the era of the image. In F.-R. Puyou, P. Quattrone, C. McLean, & N. Thrift (Eds.), *Imagining organizations : performative imagery in business and beyond*, 1st ed.: 230-248. New York: Routledge.

Gabriel, Yiannis, Geiger, Daniel, & Letiche, Hugo. 2011. The marriage of story and metaphor. *Culture and Organization*, 17(5): 367-371.

## 2010

\*Gabriel, Yiannis, & Connell, N. A. D. 2010. Co-creating stories: Collaborative experiments in storytelling. *Management Learning*, 41(5): 507-523. (ABS 3\*)

\*Gabriel, Yiannis, Gray, David E., & Goregaokar, Harshita. 2010. Temporary Derailment or the End of the Line? Managers Coping with Unemployment at 50. *Organization Studies*, 31(12): 1687-1712. (ABS 4\*)

\*Gabriel, Yiannis. 2010. Organization Studies: A Space for Ideas, Identities and Agonies. *Organization Studies*, 31(6): 757-775. (ABS 4\*)

\*Stokes, Peter & Gabriel, Yiannis. 2010. Engaging with genocide: the challenge for organization and management studies. *Organization*, 17(4): 461-480. (ABS 3\*)

Gabriel, Yiannis. 2010. "Leadership and the unconscious", in Grint, K. (ed.), *Managing and Leading People: Rethinking people and organization*, The Marketing & Management Collection, Henry Stewart Talks Ltd, London (online at <http://hstalks.com/?t=MM1112514-Gabriel>)

Fineman, Stephen & Gabriel, Yiannis. 2010. Apologies and Remorse in Organizations: Saying sorry -- and meaning it? In C. Steyaert, & B. V. Looy (Eds.), *Relational Practices, participative organizing*: 103-120. Bingley: Emerald.

Gabriel, Yiannis. 2010. Beyond scripts and rules: Emotion, fantasy and care in contemporary service work. In B. Sieben and A. Wettergren (Eds.), *Emotionalizing Organizations and Organizing Emotions*: 42-61. Houndmills: Palgrave Macmillan.

## 2009

Gabriel, Yiannis. 2009. Stories and storytelling in organizations. *Geschichten und geschichtenerzählen in organisationen*, 34(1): 26-29.

\*Brown, Andrew D., Gabriel, Yiannis, & Gherardi, Silvia. 2009. Storytelling and Change: An Unfolding Story. *Organization*, 16(3): 323-333. **(ABS 3\*)**

\*Gabriel, Yiannis. 2009. Reconciling an Ethic of Care with Critical Management Pedagogy. *Management Learning*, 40(4): 379-385. **(ABS 3\*)**

Gabriel, Yiannis. 2009. Legacies of tarnished revolutionaries rest in far too much peace. *Times Higher Education*, 24 September.

## 2008

Gabriel, Yiannis. 2008. *Organizing Words*. Oxford: Oxford University Press

Gabriel, Yiannis. 2008. "Spectacles of resistance and resistance of spectacles". *Management Communication Quarterly*. 21, 3, 310-337.

Gabriel, Yiannis. Against the tyranny of PowerPoint - Making the technology work for us, *Management Online Review (MORE)* <http://www.moreexpertise.com/view/89>. 2008.

\*Gabriel, Yiannis. 2008. Essai: Against the tyranny of PowerPoint - Technology-in-use and technology abuse. *Organization Studies*. 29, 2, 255-276. **(ABS 4\*)**

Gabriel, Yiannis. 2008. Seduced by the text: The desire to be deceived in story, memoir and drama. *Tamara Journal*, 7(2): 149-162.

\*Gabriel, Yiannis, & Griffiths, Dorothy S. 2008. International learning groups: Synergies and dysfunctions. *Management Learning*, 39(5): 503-518. **(ABS 3\*)**

Gabriel, Yiannis, & Lang, Tim. 2008. New faces and new masks of today's consumer. *Journal of Consumer Culture* 8(3): 321-340.

Gabriel, Yiannis. 2008. Oedipus in the land of organizational darkness. In M. Kostera *Organizational Epics and Sagas*, 51-65, Houndmills: Palgrave.

Gabriel, Yiannis. 2008. Organizational miasma, purification and cleansing. In A. Ahlers-Niemann, U., Beumer, R. R. Mersky and B. Sievers (eds.) *Organisationslandschaften. Sozioanalytische Gedanken und Interventionen zur normalen Verrücktheit in Organisationen / Socioanalytic thoughts and interventions on the normal madness in organizations*. 53-73. Bergisch Gladbach: Andreas Kohlhaage.

Gabriel, Yiannis. 2008. Latte capitalism and late capitalism: Reflections on fantasy and care as part of the service triangle. In C. MacDonald, & M. Korczynski (Eds.), *Service work: Critical perspectives*. London: Routledge.

Review of *Narrating the management guru : in search of Tom Peters* by David Collins (2007), London: Routledge. In *Organization Studies*, 29, 7, 1064 – 1069, 2008.

## 2007

Gabriel, Yiannis. 2007. "Das Unbehagen in Organisationen – Zu einer Theorie organisatorischen Miasmas". *Freie Assoziation*. 10, 1, 7-35.

## 2006

\*Mano, Rita and Yiannis Gabriel. 2006. "Workplace romances in cold and hot organizational climates: The experience of Israel and Taiwan". **Human Relations**. 59, 1, 7-37. **(ABS 4\*)**

Gabriel, Yiannis, and Tim Lang. 2006. **The Unmanageable Consumer**. 2<sup>nd</sup> edition. London: Sage Publications.

## 2005

\*Griffiths, Dorothy S., Diana Winstanley and Yiannis Gabriel. 2005. "Learning shock: The trauma of return to formal learning". **Management Learning**. 36, 3, 275-297. **(ABS 3\*)**

\*Gabriel, Yiannis. 2005. "Glass cages and glass palaces: Images of organization in image-conscious times." **Organization**, 12, 1, 9-29. **(ABS 3\*)**

Lang, Tim and Yiannis Gabriel. 2005. A history of consumer activism. In R. Harrison, T. Newholm and D. Shaw (Eds.) **The Ethical Consumer**. 39-55. London: Sage.

Gabriel, Yiannis. 2005. "MBA and the education of leaders: The new playing fields of Eton?" **Leadership**, 1, 2, 147-163.

Gabriel, Yiannis and Paul Willman. 2005. "For dialogue rather than integration". (Editorial). **Human Relations**, 58, 4, 423-428.

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