

**Arthur GAUTIER**

Professeur associé

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Département: Droit, Science politique & Société

Campus de Cergy

## DIPLÔMES

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2009                      Doctorat en Sciences de gestion  
(Conservatoire National des Arts & Métiers (CNAM) France)

2005                      Master en Management  
(Essca School of Management France)

## CARRIÈRE

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### POSITIONS ACADÉMIQUES PRINCIPALES

2019 - 2023-09-01    Professeur assistant (ESSEC Business School France)

2023 - Présent        Professeur associé (ESSEC Business School France)

### AUTRES POSITIONS

2011 - 2018-12-31    Ingénieur de recherche (ESSEC Business School France)

2014 - 2023-08-31    Directeur exécutif, Chaire Philanthropie (ESSEC Business School France)

2024 - 2027-08-31    Doyen Associé en charge des Chaires (ESSEC Business School France)

### POSITIONS PROFESSIONNELLES

2010 - 2010-12-31    Responsable des publications et des événements (ADMICAL France)

2006 - 2009-12-31    Consultant en stratégie et gestion de lieux culturels (ORAMA France)

## AUTRES POSITIONS ACADÉMIQUES

- 2016 - Présent      Directeur académique, Certificat Français du Fundraising (ESSEC Business School France)
- 2023 - 2025-08-31    Titulaire de la Chaire Philanthropie (ESSEC Business School France)

## PUBLICATIONS

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### COMMUNICATIONS DANS UNE CONFÉRENCE

- [GAUTIER, A. \(2019\). Motivations for Charitable Giving: An Interdisciplinary and Integrative Review. Dans: 2019 International Research Conference of the European Research Network on Philanthropy.](#)
- [GAUTIER, A., PACHE, A.C. et SANTOS, F. \(2018\). The Making of Hybridizers: Exploring How Individuals Combine Competing Institutional Logics. Dans: 5th Alberta Institutions Conference 2018.](#)
- [PACHE, A.C. et GAUTIER, A. \(2017\). The Making of Hybridizers: Exploring How Individuals Combine Competing Logics. Dans: 2017 Academy of Management Meeting.](#)
- [GAUTIER, A. \(2023\). Philanthropy for Systems Change: An Exploratory Study. Dans: 11th International Conference of the European Research Network On Philanthropy 2023. Zagreb.](#)
- [GAUTIER, A. \(2023\). Philanthropy for Systems Change: An Exploratory Study. Dans: 39th European Group for Organization Studies \(EGOS\) Colloquium 2023. Cagliari.](#)
- [GAUTIER, A. \(2023\). Philanthropy for systems change: An exploratory study. Dans: 83rd Annual Meeting of the Academy of Management. Boston.](#)
- [GAUTIER, A. et EABRASU, M. \(2023\). Taking Society Seriously in Corporate Philanthropy Research. Dans: 83rd Annual Meeting of the Academy of Management. Boston.](#)
- [GAUTIER, A. \(2011\). What do we know about philanthropy? A Literature review. Dans: 3rd International Social Innovation Research Conference. Londres.](#)
- [GAUTIER, A. \(2013\). Nonprofit roles in for profit firms: the emergence of corporate philanthropy in France. Dans: 4th EMES International Research Conference on Social Enterprise. Liège.](#)
- [GAUTIER, A. \(2013\). The institutionalization of nonprofit professions within for profit organizations: a multilevel analysis of corporate philanthropy in France. Dans: 9th New Institutionalism Workshop. Warsaw.](#)

[GAUTIER, A. \(2013\). What do we know about corporate philanthropy? Dans: 6th ERNOP International Conference. Riga.](#)

[GAUTIER, A. \(2014\). Contemporary History of Corporate Philanthropy in France: Key Changes over the Past Thirty Years. Dans: ISTR 11th International Conference. Muenster.](#)

[EABRASU, M. et GAUTIER, A. \(2014\). From Donor Motivation to Recipient Welfare: A Philosophical-critical Assessment of Corporate Philanthropy. Dans: EBEN Annual Conference. Berlin.](#)

[BOTHELLO, J., GAUTIER, A. et PACHE, A.C. \(2015\). Families, Firms and Philanthropy: A cross-national comparison of responses to competing institutional demands. Dans: 31st EGOS Colloquium. Athens.](#)

[GAUTIER, A. et EABRASU, M. \(2015\). From donor motivation to recipient welfare: A philosophical assessment of corporate philanthropy. Dans: ERNOP 7th International Conference. Cergy.](#)

[GAUTIER, A., PACHE, A.C. et CHOWDHURY, I. \(2016\). Bound to Fail Yet Successful: Understanding Institutionalization Processes of Contested Practices. Dans: 32nd European Group for Organizational Studies \(EGOS\) Colloquium 2016.](#)

[GAUTIER, A., PACHE, A.C. et SANTOS, F.M.S.D. \(2022\). Making sense of hybrid practices: The role of individual adherence to institutional logics. Dans: 2022 Academy of Management Annual Meeting. Seattle.](#)

[GAUTIER, A. \(2009\). Entrepreneuriat institutionnel et co-construction de politiques publiques : le cas des lieux associatifs des musiques actuelles. Dans: Conférence internationale sur la gouvernance des associations. Paris.](#)

[GAUTIER, A. \(2009\). Stratégies institutionnelles d'associations dans un jeune champ organisationnel : le cas des lieux associatifs de musiques actuelles. Dans: XVIIIe Conférence de l'AIMS - Atelier doctoral. Grenoble.](#)

[GAUTIER, A. et EYNAUD, P. \(2009\). When nonprofits rally to change public policies: an inter-organizational IT platform in the field of popular music. Dans: 25th EGOS Colloquium. Barcelone.](#)

[GAUTIER, A. \(2012\). What do we know about corporate philanthropy? A literature review. Dans: SEEK Workshop on Corporate Philanthropy. Mannheim.](#)

[GAUTIER, A. \(2012\). What do we know about corporate philanthropy? A literature review. Dans: International Workshop on the Role of Business in Society and the Pursuit of the Common Good. Cergy.](#)

[GAUTIER, A., PACHE, A.C. et CHOWDHURY, I. \(2015\). Bound to fail yet successful: Understanding the institutionalization processes of corporate philanthropy in France. Dans: ERNOP 7th International Conference. Cergy.](#)

[BOTHELLO, J., GAUTIER, A. et PACHE, A.C. \(2015\). Families, Firms and Philanthropy: A cross-](#)

[national comparison of responses to competing institutional demands. Dans: ERNOP 7th International Conference. Cergy.](#)

[GAUTIER, A., PACHE, A.C. et SANTOS, F.M.S.D. \(2022\). Making sense of hybrid practices: The role of individual adherence to institutional logics. Dans: 38th European Group for Organizational Studies \(EGOS\) Colloquium 2022. Vienna.](#)

## ARTICLES

[GAUTIER, A. et PACHE, A.C. \(2015\). Research on Corporate Philanthropy: A Review and Assessment. \*Journal of Business Ethics\*, 126\(3\), pp. 343-369.](#)

[GAUTIER, A. et PACHE, A.C. \(2012\). La philanthropie familiale en France. \*Revue des Deux Mondes\*, pp. 126-135.](#)

[PACHE, A.C. et GAUTIER, A. \(2014\). A Global Family Affair. \*Stanford Social Innovation Review\*, 12\(3\), pp. 61-62.](#)

[ANDRE, K., BUREAU, S., GAUTIER, A. et RUBEL, O. \(2017\). Beyond the opposition between altruism and self-interest: Reciprocal giving in reward-based crowdfunding. \*Journal of Business Ethics\*, 146\(2\), pp. 313-332.](#)

[VAN SCHIE, S., GAUTIER, A., PACHE, A.C. et GÜNTER, S.T. \(2019\). What Keeps Corporate Volunteers Engaged: Extending the Volunteer Work Design Model with Self-determination Theory Insights. \*Journal of Business Ethics\*, 160\(3\), pp. 693–712.](#)

[SANDFORD, S., PACHE, A.C. et GAUTIER, A. \(2016\). Case study: Donations Within Limits. \*Stanford Social Innovation Review\*, 14\(1\), pp. 20-25.](#)

[GAUTIER, A. \(2015\). Le mécénat d'entreprise en France. Histoire et perspectives. \*Revue Française de Gestion\*, 41\(249\), pp. 13-32.](#)

[GAUTIER, A. \(2019\). Historically contested concepts: A conceptual history of philanthropy in France, 1712-1914. \*Theory and Society\*, 48\(1\), pp. 95-129.](#)

[GAUTIER, A., PACHE, A.C., CHOWDHURY, I. et LIGONIE, M. \(2021\). The Missing Link: Communities of Practice as Bridges Between Institutional Entrepreneurs and Frontline Practitioners in Institutionalizing a Divergent Practice. \*Research in the Sociology of Organizations\*, 71, pp. 199-230.](#)

[GAUTIER, A. et BOTHELLO, J. \(2022\). What happens when a company \(like Patagonia\) transfers ownership to a nonprofit? \*Harvard Business Review\*.](#)

[GAUTIER, A., PACHE, A.C. et SANTOS, F.M.S.D. \(2023\). Making sense of hybrid practices: The role of individual adherence to institutional logics in impact investing. \*Organization Studies\*, 44\(9\), pp. 1385-1412.](#)

[GAUTIER, A. \(2025\). Philanthropy for Systems Change: An Exploratory Study. \*Nonprofit and Voluntary Sector Quarterly\*, In press.](#)

## **LIVRES**

[GAUTIER, A. et PACHE, A.C. \(2014\). \*La Philanthropie : Une affaire de familles\*. Paris: Autrement, 237 pages.](#)

[GAUTIER, A. et COLIN, B. \(2008\). \*Pour une autre économie de la culture\*. Toulouse: Éditions Érès, 176 pages.](#)

[GAUTIER, A., BOTHELLO, J., SEGHERS, V., DELSOL, X. et LE BRUN, F. \(2015\). \*Les fondations actionnaires : première étude européenne\*. Paris: Prophil.](#)

[FRUMKIN, P., PACHE, A.C. et GAUTIER, A. \(2020\). \*Vers une philanthropie stratégique\*. Odile Jacob, 256 pages.](#)

## **DOCUMENTS DE TRAVAIL**

[GAUTIER, A., PACHE, A.C. et CHOWDHURY, I. \(2013\). \*Nonprofit Roles in For-profit Firms: The Institutionalization of Corporate Philanthropy in France\*. ESSEC Business School.](#)

[GAUTIER, A., PACHE, A.C. et MOSSEL, V. \(2013\). \*Giving in France: A Philanthropic Renewal after Decades of Distrust\*. ESSEC Business School.](#)

[VAN SCHIE, S., GAUTIER, A. et PACHE, A.C. \(2014\). \*L'engagement des collaborateurs : quels facteurs de participation durable ?\*](#)

## **ARTICLES OU VIDÉOS DE VULGARISATION**

[GAUTIER, A. \(2024\). Impact investing: where philanthropy meets finance. \*ESSEC Knowledge\*.](#)

## **ACTES D'UNE CONFÉRENCE**

[GAUTIER, A., PACHE, A.C. et CHOWDHURY, I. \(2017\). Bound to fail yet successful: understanding the institutionalization processes of contested practices. Dans: \*Academy of Management Proceedings\*. Academy of Management, pp. 13220.](#)

[GAUTIER, A., PACHE, A.C. et SANTOS, F. \(2018\). From compartmentalizers to hybridizers: How individuals respond to multiple institutional logics. Dans: \*Academy of Management Proceedings\*. Academy of Management, pp. 17913.](#)

[EABRASU, M. et GAUTIER, A. \(2019\). From donor motivation to recipient welfare: A new agenda for corporate philanthropy research. Dans: \*Academy of Management Proceedings\*. Academy of Management, pp. 19214.](#)

[GAUTIER, A., PACHE, A.C. et CHOWDHURY, I. \(2013\). Nonprofit roles in for-profit firms: The institutionalization of corporate philanthropy in France. Dans: \*Academy of Management Proceedings\*. Academy of Management, pp. 17464.](#)

[GAUTIER, A., CHOWDHURY, I. et LIGONIE, M. \(2020\). Communities of Practice as Bridges between Institutional Entrepreneurs and Frontline Practitioners. Dans: \*Academy of Management Proceedings\*. Academy of Management, pp. 14865.](#)

[GAUTIER, A. et SANTOS, F.M.S.D. \(2019\). From compartmentalizers to hybridizers: How individuals respond to multiple institutional logics. Dans: \*Academy of Management Proceedings\*. Boston: Academy of Management, pp. 19513.](#)

[EABRASU, M. et GAUTIER, A. \(2021\). Past the business case: Reorienting corporate philanthropy research towards outcomes and impact. Dans: \*2021 Academy of Management Annual Meeting Best Paper Proceedings\*. Academy of Management.](#)

[GAUTIER, A. \(2024\). Probing Philanthropy for Systems Change: An Exploratory Study Among Grantmaking Foundation Leaders. Dans: \*Academy of Management Annual Meeting Proceedings\*. Chicago: Academy of Management.](#)

## **ETUDES DE CAS DÉPOSÉES**

[GAUTIER, A. et PACHE, A.C. \(2015\). Managing the departure of a charismatic founder: Asmae, the charity founded by Sister Emmanuelle. ESSEC Business School.](#)

[GAUTIER, A. et PACHE, A.C. \(2015\). Giving a new lease of life to a major music festival: The Belfort Eurockéennes. ESSEC Business School.](#)

[GAUTIER, A. \(2020\). Managing the growth of an innovative subsidiary in the voluntary sector: Fondation Caritas France, an offshoot of Secours Catholique. ESSEC Business School.](#)

[GAUTIER, A. \(2020\). Gérer la croissance d'une filiale innovante dans le secteur associatif : la Fondation Caritas France, issue du Secours Catholique. ESSEC Business School.](#)

[PACHE, A.C. et GAUTIER, A. \(2016\). Bringing together tradition and modernity: Towards a new philanthropy of the Rothschild family. ESSEC Business School.](#)

[PACHE, A.C. et GAUTIER, A. \(2016\). Allier tradition et modernité : vers une nouvelle philanthropie de la famille Rothschild. ESSEC Business School.](#)

[GAUTIER, A. et PACHE, A.C. \(2015\). Donner un second souffle à un grand festival de musique : les Eurockéennes de Belfort. ESSEC Business School.](#)

[GAUTIER, A. et PACHE, A.C. \(2015\). Gérer le départ d'un fondateur charismatique: le cas d'Asmae, l'association de Sœur Emmanuelle. ESSEC Business School.](#)

[GAUTIER, A. \(2025\). Rethinking philanthropic strategies: The original approach of the Degroof Petercam Foundation. ESSEC Business School.](#)

## **CHAPITRES**

[GAUTIER, A. \(2008\). Associations et entrepreneuriat institutionnel. Dans: \*La gouvernance des associations\*. 1st ed. Ramonville: Éditions Érès, pp. 213-223.](#)

[GAUTIER, A. \(2008\). Les lieux associatifs de musiques actuelles : régulation hybride et changement institutionnel. Dans: \*La gouvernance des associations\*. 1st ed. Ramonville: Éditions Érès, pp. 171-199.](#)

[GAUTIER, A. \(2012\). Développer les ressources privées pour les musiques actuelles. Dans: \*Guide du mécénat culturel territorial\*. 1st ed. Voiron: Territorial Editions, pp. 69-75.](#)

[GAUTIER, A., PACHE, A.C. et MOSSEL, V. \(2015\). Giving in France: A philanthropic renewal after decades of distrust. Dans: P. Wiepking & F. Handy \(ed.\). \*The Palgrave Handbook of Global Philanthropy\*. 1st ed. London: Palgrave Macmillan, pp. 137-154.](#)

[BOTHELLO, J., GAUTIER, A. et PACHE, A.C. \(2020\). Families, firms and philanthropy: Shareholder foundation responses to competing goals. Dans: L. Roza, L. Meijs, & von Schnurbein, G. eds. \*Handbook on Corporate Foundations\*. 1st ed. Berlin: Springer, pp. 63-82.](#)

[GAUTIER, A. \(2024\). Association. Dans: Simon-Nahum P. et al. \(ed.\). \*Les mots qui disent la philanthropie\*. 1st ed. Paris: Odile Jacob, pp. 18-20.](#)

[GAUTIER, A. \(2024\). Entreprises. Dans: Simon-Nahum P. et al. \(ed.\). \*Les mots qui disent la philanthropie\*. 1st ed. Paris: Odile Jacob, pp. 117-119.](#)

[MARADEIX, M.S., GAUTIER, A. et PACHE, A.C. \(2025\). Trust-Based Philanthropy. Dans: Giulia Neri-Castracane, Giuseppe Ugazio eds. \*Philanthropy: Multidisciplinary Perspectives\*. 1st ed. London: Routledge, pp. 462-476.](#)

## **DIRECTION D'OUVRAGE**

[SIMON-NAHUM, P., GAUTIER, A., GOUGENHEIM, I., LEPETIT, L., LÉVY, P.H. et ROZEN, B. \[Eds\] \(2024\). \*Les mots qui disent la philanthropie\*. 1st ed. Paris: Odile Jacob.](#)

## ACTIVITÉS DE RECHERCHE

### Organisation d'une conférence ou d'un séminaire

- 2015 - 2015: European Research Network on Philanthropy (ERNOP) 7th International Conference, "Interdisciplinary Research On Philanthropy: Connecting the Dots" (ESSEC Business School France)
- 2017 - 2018: A Gathering of Academic Centers on Philanthropy in Europe (AGAPE), Co-organisée avec ERNOP (2017, 2018) (ESSEC Business School France)
- 2015 - 2015: Séminaire Doctoral, Social Entrepreneurship and Philanthropy (SEPHI), Co-organisé avec l'EM Lyon et HEC Liège (ESSEC Business School France)
- 2018 - Présent: Séminaire Doctoral en Social Entrepreneurship and Philanthropy (SEPHI), Co-organisé avec l'EM Lyon et HEC Liège (ESSEC Business School France)
- 2014 - 2015: MBA Impact Investing Network & Training (MIINT), Co-organisé avec le Prof. Thierry Sibieude (ESSEC) et le Wharton Social Impact Initiative

### Membre d'une association académique

- 2013 - Présent: Membre, Academy of Management (AOM) (Academy of Management )
- 2014 - Présent: Membre, European Group for Organizational Studies (EGOS) (European Group for Organizational Studies Belgique)
- 2015 - Présent: Membre, European Research Network on Philanthropy (ERNOP)

### Reviewer pour un journal

- Relecteur pour Business and Society
- Entrepreneurship Theory and Practice
- Journal of Business Ethics
- Journal of Business Research
- Journal of Business Venturing
- Journal of Management
- Journal of Management Studies
- Nonprofit and Voluntary Sector Quarterly
- Organization Studies
- Voluntas

### Participation au comité scientifique d'une conférence ou reviewer pour une conférence

- 2013 - Présent: Evalueur pour l'Academy of Management Annual Meeting (divisions OMT, SIM et PNP) (Academy of Management )

## SERVICES

2019 - Présent: Membre, Comité d'enseignement  
2017 - 2019: Membre du jury, Entretiens d'admission à la Grande Ecole  
2023 - Présent: Membre du Conseil de discipline