

Arthur GAUTIER

Associate Professor

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Department: Law, Political Science & Society
Campus de Cergy

DIPLOMAS

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|------|--|
| 2009 | PhD in Management Science
(Conservatoire National des Arts & Métiers (CNAM) France) |
| 2005 | Master in Management
(Essca School of Management France) |

CAREER

FULL-TIME ACADEMIC APPOINTMENTS

- | | |
|-------------------|--|
| 2019 - 2023-09-01 | Assistant Professor (ESSEC Business School France) |
| 2023 - Now | Associate Professor (ESSEC Business School France) |

OTHER APPOINTMENTS

- | | |
|-------------------|---|
| 2011 - 2018-12-31 | Research Engineer (ESSEC Business School France) |
| 2014 - 2023-08-31 | Executive Director, Philanthropy Chair (ESSEC Business School France) |
| 2024 - 2027-08-31 | Associate Dean in charge of Chairs (ESSEC Business School France) |

PROFESSIONAL APPOINTMENTS

- | | |
|-------------------|---|
| 2010 - 2010-12-31 | Head of Publishing and Events (ADMICAL France) |
| 2006 - 2009-12-31 | Strategy and management consultant for cultural venues (ORAMA France) |

OTHER ACADEMIC APPOINTMENTS

- 2016 - Now Academic director, French Fundraising Certificate (ESSEC Business School France)
- 2023 - 2025-08-31 Chaired Professor in Philanthropy (ESSEC Business School France)

PUBLICATIONS

PRESENTATIONS AT AN ACADEMIC OR PROFESSIONAL CONFERENCE

[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. \(2019\). 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., 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. \(2023\). 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. \(2009\). 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.](#)

CONFERENCE PROCEEDINGS

[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.](#)

PUBLISHED CASES

[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 a 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.](#)

JOURNAL 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.](#)

[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.](#)

[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.](#)

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

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

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

[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.](#)

BOOKS

[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.](#)

WORKING PAPERS

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

[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.](#)

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

[facteurs de participation durable ?](#)

PRESS ARTICLE, VIDEO OR OTHER POPULAR MEDIA

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

BOOK CHAPTERS

[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.](#)

BOOK EDITOR

[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.](#)

RESEARCH ACTIVITIES

Organization of a conference or a seminar

- 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-organized with ERNOP (2017, 2018) (ESSEC Business School France)
- 2015 - 2015: Doctoral Seminar in Social Entrepreneurship and Philanthropy (SEPHI), Co-organized with EM Lyon and HEC Liège (ESSEC Business School France)
- 2018 - Now: Doctoral Seminar in Social Entrepreneurship and Philanthropy (SEPHI), Co-organized with EM Lyon and HEC Liège (ESSEC Business School France)
- 2014 - 2015: MBA Impact Investing Network & Training (MIINT), Co-organized with Prof. Thierry Sibieude (ESSEC) and the Wharton Social Impact Initiative

Member of an academic association

- 2013 - Now: Member of Academy of Management (AOM) (Academy of Management)
- 2014 - Now: Member of European Group for Organizational Studies (EGOS) (European Group for Organizational Studies Belgium)
- 2015 - Now: Member of European Research Network on Philanthropy (ERNOP)

Reviewer for a journal

- Reviewer for 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 in scientific commissions or reviewer for a conference

- 2013 - Now: Reviewer for the Academy of Management Annual Meeting (OMT, SIM, PNP divisions) (Academy of Management)

SERVICES

2019 - Now: Faculty member, Teaching Committee
2017 - 2019: Membre du jury, Entretiens d'admission à la Grande Ecole
2023 - Now: Member of the Disciplinary Board