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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents: introduction: a theory of two logics, a study of four countries -- 1. The two logics of labour's association -- 2. Hybrid industrial relations systems: between Ghent and sliced up bargaining units -- 3. Four hybrid industrial relations systems - converging challenges, divergent institutions -- 4. Declining membership and a rising legitimacy gap -- 5. Membership-based strategies - organizing and recruitment -- 6. Between two logics - strains of organizing when membership counts -- 7. Between two logics - bridging practices as a path towards revitalization -- Postscript: the two logics and membership counts -- References -- Index.
Sommario/riassunto	"Organizing Matters demonstrates the interplay between two distinct logics of labour's collective action: on the one hand - workers coming together, usually at their place of work, entrusting the union to represent their interests, and on the other hand - social bargaining in which the trade union constructs labour's interests from the top-down. The book investigates the tensions and potential complementarities between the two logics through the combination of a strong theoretical framework and an extensive qualitative case study of trade union organizing and recruitment in four countries - Austria, Germany, Israel and the Netherlands. These countries still utilize social-wide bargaining, but find it necessary to draw and develop strategies transposed from Anglo-American countries in response to continuously declining membership. Trade unionists and scholars will find a compelling story of organizing, narrated in the voice of organizers,

trade union officials and local observers. This a source for reflection on the daily hardship and strategic goals of organizing. Theorists will be able to utilize the two logics for explaining ongoing challenges for trade unions' revitalization worldwide"--

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