Record Nr. UNINA9910795981103321 Autore Mutzel Sophie Titolo Making sense: markets from stories in new breast cancer therapeutics // Sophie Mutzel Pubbl/distr/stampa Stanford, California:,: Stanford University Press,, [2023] ©2023 **ISBN** 1-5036-3407-8 Edizione [First edition.] Descrizione fisica 1 online resource (222 pages) Collana Culture and economic life Disciplina 616.99449061 Soggetti Pharmaceutical biotechnology industry Breast - Cancer - Treatment - Technological innovations Breast - Cancer - Treatment - Economic aspects Drug development - Economic aspects Narration (Rhetoric) - Economic aspects Narration (Rhetoric) - Social aspects Markets - Social aspects Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Frontmatter -- Contents -- Acknowledgments -- Introduction -- 1 Markets and Stories -- 2 Breast Cancer Therapies and Innovation -- 3 A Market of Expectations -- 4 Making Sense of the Market -- 5 Patterns in Meaning-Making: Categories over Time -- Conclusion: Markets from Stories -- Appendix A: Research Design and Data -- Appendix B: Technical Details on Formal Analyses -- Notes -- Bibliography -- Index Sommario/riassunto Breast cancer is one of the most commonly diagnosed cancers and a leading cause of death for women worldwide. With advances in molecular engineering in the 1980s, hopes began to rise that a nontoxic and non-invasive treatment for breast cancer could be developed. These hopes were stoked by the researchers, biotech companies, and analysts who worked to make sense of the uncertainties during product development. In Making Sense Sophie Mützel traces this emergence of "innovative breast cancer therapeutics" up to the 2010s, through the

lens of the narratives of the involved actors. Despite the notorious unpredictability of cancer drug development these actors are tasked

with establishing a client base and capturing the attention of potential investors, even before trials are completed. Combining theories of economic and cultural sociology, Mützel shows how stories are integral for the emergence of new markets; stories of the future create a market of expectations prior to any existing products. Making Sense uses thousands of press statements, media reports, scientific reports, and financial and industry analyses to illustrate these mechanisms, presenting a fresh view of how life-prolonging innovations can be turned into market products.