# How to Build a Stock Exchange – a podcast by Dr Philip Roscoe

#### Reference list

These references were originally published as notes to the transcripts on the podcast website. As these transcripts are no longer available the episode references are published below.

July 2021

### Episode 1

- [i] Thomas Piketty, Capital in the Twenty-First Century (Harvard University Press, 2017).
- [ii] Karen Ho, Liquidated (Durham: Duke University Press, 2009).
- [iii] The original paper is MC Jensen and WH Meckling, "Theory of the Firm: Managerial Behaviour, Agency Costs, and Ownership Structure," *Journal of Financial Economics* 3 (1976). The ideas reached a broader audience through MC Jensen and WH Meckling, 'CEO Incentives—It's Not How Much You Pay, But How,' *Harvard Business Review* (1990 May-June). For an account of Wall Street's preoccupation with shareholder value see Ho, *Liquidated*.
- [iv] Again, from MC Jensen and WH Meckling, 'CEO Incentives—It's Not How Much You Pay, But How,' *Harvard Business Review* (1990 May-June)

### Episode 2

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- [2] An elegant primer is found in Donald MacKenzie, *Material Markets: How Economic Agents Are Constructed* (Oxford: Oxford University Press, 2009). MacKenzie is the undisputed leader in this field of study.
- [3] Caitlin Zaloom, *Out of the Pits: Traders and Technology from Chicago to London* (Chicago: University of Chicago Press, 2006). This quotation from p16.
- [4] This and below, Alex Preda, "Socio-Technical Agency in Financial Markets: The Case of the Stock Ticker," *Social Studies of Science* 36, no. 5 (2006).
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- [6] Frank Norris, *The Pit* (London: Penguin Classics), 72-73.
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- [10] M Abolafia, "Markets as Cultures: An Ethnographic Approach," in *The Laws of the Markets*, ed. M Callon (Oxford: Oxford University Press, 1998).
- [11] Wayne E Baker, "The Social Structure of a National Securities Market," *American Journal of Sociology* 89, no. 4 (1984).

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- [3] Sound recording from 'Ancorapazzo' via freesound.org, under an creative commons attribution licence from https://freesound.org/people/ancorapazzo/sounds/181630/
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- [7] Ranald C. Michie, *The London Stock Exchange: A History* (Oxford: Oxford University Press, 2001), 23.
- [8] Anne Murphy, "Building trust in the financial market", *Critical Finance Studies*, University of Leicester, June 2017.
- [9] Jonathan Ira Levy, "Contemplating Delivery: Futures Trading and the Problem of Commodity Exchange in the United States, 1875–1905," *The American Historical Review* 111, no. 2 (2006).
- [10] Viviana A. Zelizer, *The Social Meaning of Money* (New York: Harper Collins, 1994).
- [11] Levy, "Contemplating Delivery: Futures Trading and the Problem of Commodity Exchange in the United States, 1875–1905," 316.
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#### Episode 4

- [1] I am quoting from Sixtus' own account of this start-up. Sixtus is a pseudonym.
- [2] Banking economics has given us a library of studies of lending decisions, mostly following two articles: G Akerlov, "The Market for Lemons: Quality Uncertainty and Market Mechanisms," *Quarterly Journal of Economics* 84 (1970); JG Stiglitz and A Weiss, "Credit Rationing in Markets with Imperfect Information," *American Economic Review* 71 (1981).
- [3] SC Myers, "The Capital Structure Puzzle," Journal of Finance 3 (1984).
- [4] You can find Chakrabortty's series here

https://www.theguardian.com/commentisfree/series/the-alternatives

## Episode 5

[1] The background detail in this chapter comes from varied sources, my own research into London's markets, see https://research-repository.st-andrews.ac.uk/handle/10023/11688, and Ranald C. Michie, *The London Stock Exchange: A History* (Oxford: Oxford University Press, 2001). In 1990 Dr Bernard Attard of Leicester University conducted a series of oral history interviews with former jobbers, capturing the details of what was by then a vanished world. Transcripts and recordings can be found https://sasspace.sas.ac.uk/view/collections/lseoh.html

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- [4] Norris, p.90, quoted in Christian Borch, Kristian Bondo Hansen, and Ann-Christina Lange, "Markets, Bodies, and Rhythms: A Rhythmanalysis of Financial Markets from Open-Outcry Trading to High-Frequency Trading," *Environment and Planning D: Society and Space* 33, no. 6 (2015).
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- [6] MacKenzie, "Mechanizing the Merc: The Chicago Mercantile Exchange and the Rise of High-Frequency Trading."
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- [12] To be precise, the application was rejected on the basis that the firm's accounts did not meet UK standards. Ibid., 477.
- [13] http://www.cityam.com/226688/how-the-winterflood-founder-went-from-freemason-to-gangster [accessed April 2017]
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[1] Quotations are from Bernard Attard's interview with Anthony Jenkins, and my own oral histories, see

https://research-repository.st-andrews.ac.uk/handle/10023/11688

- [2] Sound recording from 'Ancorapazzo' via freesound.org, under an attribution creative commons licence from https://freesound.org/people/ancorapazzo/sounds/181630/
- [3] For detailed accounts of the Big Bang see, among others, Michie, *The London Stock Exchange: A History*.ch.12; Clemons and Weber, "London's Big Bang: A Case Study of Information Technology, Competitive Impact, and Organizational Change."; Norman S. Poser, "Big Bang and the Financial Services Act Seen through American Eyes," *Brooklyn Journal of International Law* 14, no. 2 (1988).
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- [5] GR Krippner, "The Elusive Market: Embeddedness and the Paradigm of Economic Sociology," *Theory and Society* 30, no. 6 (2001): 785.
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- [7] For further commentary on the development of the housing market under Thatcher see chapter two in Philip Roscoe, *I Spend Therefore I Am* (London: Penguin Viking, 2014).

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- [10] I'm following Bryan Appleyard's characterization here, drawn in three very prescient columns, 'A Year after the Big Bang', published in the Times 19-21 October, 1986.

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#### Episode 8

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- [8] ——, "London's Big Bang: A Case Study of Information Technology, Competitive Impact, and Organizational Change."
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- [12] K Knorr Cetina and U Bruegger, "The Market as an Object of Attachment: Exploring Postsocial Relations in Financial Markets," *Canadian Journal of Sociology* 25, no. 2 (2000): 146.
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- [9] The Guardian, October 21, 1987. 'Darkening clouds as the little yuppies go to market', Edward Vulliamy
- [10] An excellent introduction is George A Akerlov and RJ Shiller, *Animal Spirits* (Princeton and Oxford: Princeton University Press, 2009).
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- [12] A boiler room is simply an operation pressure selling worthless or imaginary stock to private investors, and for some reason they are often based in southern Spain.

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### Episode 11

- Posner, *The Origins of Europe's New Stock Markets*, 66.
- [2] This market offered much lighter admission rules including a three, rather than five-year trading record, no minimum capitalisation or pre-vetting of listing particulars, and a smaller public float. Sridhar Arcot, Julia Black, and Geoffrey Owen, "From Local to Global: The Rise of Aim as a Stock Market for Growing Companies: A Comprehensive Report Analysing the Growth of Aim," (London: London School of Economics, 2007).
- [3] Buckland and Davis, The Unlisted Securities Market.
- [4] You'll find my narrative history of these markets, with comprehensive sources, at https://research-repository.st-andrews.ac.uk/handle/10023/11688
- [5] Posner, The Origins of Europe's New Stock Markets, 66.
- [6] Cisco Newsletter, February 1993, p.8; April 1993, p.5-16.

- [1] Richard Kearney, Strangers, Gods and Monsters (Abingdon: Routledge, 2003), 179.
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- [3] https://en.wikipedia.org/wiki/Skunk Works
- [4] Juan Pablo Pardo-Guerra, *Automating Finance: Infrastructures, Engineers, and the Making of Electronic Markets* (Oxfoird: Oxford University Press, 2019); Donald MacKenzie and Juan Pablo Pardo-Guerra, "Insurgent Capitalism: Island, Bricolage and the Re-Making of Finance," *Economy and Society* 43, no. 2 (2014).
- [5] According Gerakos et al., firms listing on AIM underperform peers listed on more regulated exchanges, less regulated exchanges (e.g. the American 'Pink Sheets' OTC market) and even private equity, and are more likely to fail than firms on other markets. On the other hand, Nielsson argues that AIM-listed firms are of equivalent quality to those listing in more regulated markets, and simply do not meet the listing criteria of more established markets.

Scholars do agree that AIM offers a successful fund-raising venue for smaller companies. Joseph Gerakos, Mark Lang, and Mark Maffett, "Post-Listing Performance and Private Sector Regulation: The Experience of London's Alternative Investment Market," *Journal of Accounting and Economics* 56, no. 2–3, Supplement 1 (2013); Ulf Nielsson, "Do Less Regulated Markets Attract Lower Quality Firms? Evidence from the London Aim Market," *Journal of Financial Intermediation* 22, no. 3 (2013).

### Episode 13

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- [8] Yu-Hsiang Chen and Philip Roscoe, "Practices and Meanings of Non-Professional Stock-Trading in Taiwan: A Case of Relational Work," *Economy and Society* 46, no. 3-4 (2018).

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- [5] Brian Uzzi, "The Sources and Consequences of Embeddedness for the Economic Performance of Organizations: The Network Effect," *American Sociological Review* 61, no. 4 (1996).
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- [5] For detail and references, see https://how-to-build-a-stock-exchange.blubrry.net/2019/03/
- [6] See https://how-to-build-a-stock-exchange.blubrry.net/2020/06/05/episode-16-markets-at-the-speed-of-light/
- [7] This detail from Howell's presentation "Why derivatives for recyclables? Why now?", at workshop 'Building a Market for Exchange-Traded Derivatives for Recyclables,' Rowan College, 30 July 2020.
- [8] See Gareth MacKie, A history of Scotland's stock exchanges, The Scotsman, 18 March 2016.
- [9] https://www.thetimes.co.uk/article/scottish-stock-exchange-jet-set-life-of-boss-tomas-carruthers-j2skf9wsq
- [10] Peter Drucker, Innovation and Entrepreneurship (Oxford: Butterworth, 1999).
- [11] Mary Poovey, *Genres of the Credit Economy* (Chicago: University of Chicago Press, 2008).
- [12] Donald MacKenzie and Yuval Millo, "Constructing a Market, Performing Theory: The Historical Sociology of a Financial Derivatives Exchange," *American Journal of Sociology* 109, no. 1 (2003): 133.
- [13] See my paper 'Why matter matters for morality: the case of a stock exchange', forthcoming in Human Relations.
- [14] https://techcrunch.com/2013/11/02/welcome-to-the-unicorn-club/; https://www.cbinsights.com/research-unicorn-companies