Organizations invest significant amounts of time and resources in the adoption and adaptation of management concepts. To understand the flow and impact of these concepts, it is important to know how they are shaped and interpreted when they are implemented in organizations. However, knowledge on how actors respond to and enact these concepts remains in a nascent state. Research on the translation of management concepts has started to address this issue, yet the assumption that translation as a theoretical perspective is both inherently coherent and agentic leaves considerable room for development.

The application of Lean in Dutch healthcare makes for a relevant research context, as the concept is still a relatively new phenomenon here, and was expected to require significant translation to be meaningful (‘a patient is not a car’). Based on interviews, observations and contextual data, this dissertation shows how specific key intermediate agents may use micro-practices (positioning, labeling and channeling) and draw on different forms of identification (salience, transience and valence) to translate Lean. In doing so, this research makes a contribution to the conceptualization of human agency in the translation of management concepts, and as such advances our comprehension of how actors translate a concept to their specific contexts.

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