Activists have exposed startling forms of labor exploitation and environmental degradation in global industries, leading many large retailers and brands to adopt standards for fairness and sustainability in their supply chains. For many scholars and practitioners, this kind of private regulation and global standard-setting can provide an alternative to regulation by territorially-bound, gridlocked, or incapacitated nation states, potentially improving environments and working conditions around the world while also protecting the rights of exploited workers, impoverished farmers, and marginalized communities. But can private, voluntary rules actually create meaningful forms of regulation? Can global norms remake local orders? To shed new light on these questions, I have developed a comparative account of land and labor in democratic and authoritarian settings. Specifically, this research has examined sustainable forestry and fair labor standards as implemented in Indonesia and China. In this presentation, I will show (1) why private regulation so often fails when applied to land and labor, (2) how domestic governance constrains and reconfigures transnational rules, and (3) how land and labor are different as objects of global regulation, despite their baseline similarity as “fictitious commodities.”