Striving towards more innovative papers
Qualitative, Quantitative and Multi-Method Papers

Tomi Laamanen

Closing Panel
EGOS Conference 2011
Göteborg, Sweden
High impact articles
SMJ

Citations in Each Year

Articles in total: 1869
Total citations: 116704
Citations/Article: 62.44
H-index: 160
# Top 10 Most Cited Papers of SMJ
*(All years from 1980 to 2011)*

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Author(s)</th>
<th>Journal</th>
<th>Volume</th>
<th>Issue</th>
<th>Pages</th>
<th>Published</th>
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<tr>
<td>3</td>
<td>Toward a knowledge-based theory of the firm</td>
<td>Grant RM</td>
<td><em>Strategic Management Journal</em></td>
<td>17</td>
<td>Special Issue: SI</td>
<td>109-122</td>
<td>Win 1996</td>
<td>1,548</td>
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<td>4</td>
<td>THE CORNERSTONES OF COMPETITIVE ADVANTAGE - A RESOURCE-BASED VIEW</td>
<td>Peteraf MA</td>
<td><em>Strategic Management Journal</em></td>
<td>14</td>
<td>3</td>
<td>179-191</td>
<td>Mar 1993</td>
<td>1,247</td>
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<td>6</td>
<td>Exploring internal stickiness: Impediments to the transfer of best practice within the firm</td>
<td>Szulanski G</td>
<td><em>Strategic Management Journal</em></td>
<td>17</td>
<td>Special Issue: SI</td>
<td>27-43</td>
<td>Win 1996</td>
<td>1,143</td>
</tr>
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<td>8</td>
<td>CORE CAPABILITIES AND CORE RIGIDITIES - A PARADOX IN MANAGING NEW PRODUCT DEVELOPMENT</td>
<td>Leonard Barton D</td>
<td><em>Strategic Management Journal</em></td>
<td>13</td>
<td>Special Issue: SI</td>
<td>111-125</td>
<td>Sum 1992</td>
<td>963</td>
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<tr>
<td>9</td>
<td>THE MYOPIA OF LEARNING</td>
<td>Levinthal DA, March JG</td>
<td><em>Strategic Management Journal</em></td>
<td>14</td>
<td>Special Issue: SI</td>
<td>95-112</td>
<td>Win 1993</td>
<td>888</td>
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<tr>
<td>10</td>
<td>COMPETITION FOR COMPETENCE AND INTER-PARTNER LEARNING WITHIN INTERNATIONAL STRATEGIC ALLIANCES</td>
<td>Hamel G</td>
<td><em>Strategic Management Journal</em></td>
<td>12</td>
<td>Special Issue: SI</td>
<td>83-103</td>
<td>Sum 1991</td>
<td>882</td>
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</table>
11. Title: JOINT VENTURES - THEORETICAL AND EMPIRICAL-PERSPECTIVES
   Author(s): KOGUT B
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 9 Issue: 4 Pages: 319-332 Published: JUL-AUG 1988

12. Title: Alliances and networks
   Author(s): Gulati R
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 19 Issue: 4 Pages: 293-317 Published: APR 1998

13. Title: Relative absorptive capacity and interorganizational learning
   Author(s): Lane PJ, Lubatkin M
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 19 Issue: 5 Pages: 461-477 Published: MAY 1998

14. Title: Making knowledge the basis of a dynamic theory of the firm
   Author(s): Spender JC
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 17 Special Issue: Sp. Iss. SI Pages: 45-62 Published: WIN 1996

15. Title: 1ST-MOVER ADVANTAGES
   Author(s): LIEBERMAN MB, MONTGOMERY DB
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 9 Special Issue: Sp. Iss. SI Pages: 41-58 Published: SUM 1988

16. Title: STRUCTURING COOPERATIVE RELATIONSHIPS BETWEEN ORGANIZATIONS
   Author(s): RING PS, VANDEVEN AH
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 13 Issue: 7 Pages: 483-498 Published: OCT 1992

17. Title: MEASURING ORGANIZATIONAL PERFORMANCE IN THE ABSENCE OF OBJECTIVE MEASURES - THE CASE OF THE PRIVATELY-HELD FIRM AND CONGLomerate BUSINESS UNIT
   Author(s): DESS GG, ROBINSON RB
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 5 Issue: 3 Pages: 265-273 Published: 1984

18. Title: Strategic alliances and interfirm knowledge transfer
   Author(s): Mowery DC, Oxley JE, Silverman BS
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 17 Special Issue: Sp. Iss. SI Pages: 77-91 Published: WIN 1996

19. Title: MEASURING COMPETENCE - EXPLORING FIRM EFFECTS IN PHARMACEUTICAL RESEARCH
   Author(s): HENDERSON R, COCKBURN I
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 15 Special Issue: Sp. Iss. SI Pages: 63-84 Published: WIN 1994

20. Title: CHARACTERISTICS OF PARTNERSHIP SUCCESS - PARTNERSHIP ATTRIBUTES, COMMUNICATION BEHAVIOR, AND CONFLICT-RESOLUTION TECHNIQUES
   Author(s): MOHR J, SPEKMAN R
   Source: STRATEGIC MANAGEMENT JOURNAL Volume: 15 Issue: 2 Pages: 135-152 Published: FEB 1994
AMJ

Citations in Each Year

Articles in total: 2922
Total citations: 138399
Citations/Article: 47.36
H-index: 167
Top 5 Most Cited Papers of AMJ  
(All ISI Articles)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Author(s)</th>
<th>Source</th>
<th>Volume</th>
<th>Issue</th>
<th>Pages</th>
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<tr>
<td>1</td>
<td>THE IMPACT OF HUMAN-RESOURCE MANAGEMENT-PRACTICES ON TURNOVER, PRODUCTIVITY, AND CORPORATE FINANCIAL PERFORMANCE</td>
<td>HUSELID MA</td>
<td>ACADEMY OF MANAGEMENT JOURNAL</td>
<td>38</td>
<td>3</td>
<td>635-672</td>
<td>1,088</td>
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<td>2</td>
<td>ORGANIZATIONAL INNOVATION - A METAANALYSIS OF EFFECTS OF DETERMINANTS AND MODERATORS</td>
<td>DAMANPOUR F</td>
<td>ACADEMY OF MANAGEMENT JOURNAL</td>
<td>34</td>
<td>3</td>
<td>555-590</td>
<td>888</td>
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<td>3</td>
<td>DOES FAMILIARITY BREED TRUST - THE IMPLICATIONS OF REPEATED TIES FOR CONTRACTUAL CHOICE IN ALLIANCES</td>
<td>GULATI R</td>
<td>ACADEMY OF MANAGEMENT JOURNAL</td>
<td>38</td>
<td>1</td>
<td>85-112</td>
<td>881</td>
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<td>4</td>
<td>AFFECT-BASED AND COGNITION-BASED TRUST AS FOUNDATIONS FOR INTERPERSONAL COOPERATION IN ORGANIZATIONS</td>
<td>MCALLISTER DJ</td>
<td>ACADEMY OF MANAGEMENT JOURNAL</td>
<td>38</td>
<td>1</td>
<td>24-59</td>
<td>777</td>
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<td>5</td>
<td>MAKING FAST STRATEGIC DECISIONS IN HIGH-VELOCITY ENVIRONMENTS</td>
<td>EISENHARDT KM</td>
<td>ACADEMY OF MANAGEMENT JOURNAL</td>
<td>32</td>
<td>3</td>
<td>543-576</td>
<td>713</td>
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ASQ

Citations in Each Year

Articles in total: 3399
Total citations: 130599
Citations/Article: 38.42
H-index: 184
## Top 5 Most Cited Papers of ASQ
(All ISI Articles)

<table>
<thead>
<tr>
<th>Rank</th>
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<th>Authors</th>
<th>Source</th>
<th>Volume</th>
<th>Issue</th>
<th>Pages</th>
<th>Published</th>
<th>Citations</th>
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<tbody>
<tr>
<td>1.</td>
<td>ABSORPTIVE-CAPACITY - A NEW PERSPECTIVE ON LEARNING AND INNOVATION</td>
<td>COHEN WM, LEVINTHAL DA</td>
<td>ADMINISTRATIVE SCIENCE QUARTERLY</td>
<td>35</td>
<td>1</td>
<td>128-152</td>
<td>MAR 1990</td>
<td>3,858</td>
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<td>2.</td>
<td>JOB DEMANDS, JOB DECISION LATITUDE, AND MENTAL STRAIN - IMPLICATIONS FOR JOB REDESIGN</td>
<td>KARASEK RA</td>
<td>ADMINISTRATIVE SCIENCE QUARTERLY</td>
<td>24</td>
<td>2</td>
<td>285-308</td>
<td>1979</td>
<td>2,158</td>
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<td>3.</td>
<td>ROLE CONFLICT AND AMBIGUITY IN COMPLEX ORGANIZATIONS</td>
<td>RIZZI JR, HOUSE RJ, LIRTMAN SI</td>
<td>ADMINISTRATIVE SCIENCE QUARTERLY</td>
<td>15</td>
<td>2</td>
<td>150-162</td>
<td>1970</td>
<td>1,316</td>
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<td>4.</td>
<td>ARCHITECTURAL INNOVATION - THE RECONFIGURATION OF EXISTING PRODUCT TECHNOLOGIES AND THE FAILURE OF ESTABLISHED FIRMS</td>
<td>HENDERSON RM, CLARK KB</td>
<td>ADMINISTRATIVE SCIENCE QUARTERLY</td>
<td>35</td>
<td>1</td>
<td>9-30</td>
<td>MAR 1990</td>
<td>1,286</td>
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<td>5.</td>
<td>Social structure and competition in interfirm networks: The paradox of embeddedness</td>
<td>Uzzi B</td>
<td>ADMINISTRATIVE SCIENCE QUARTERLY</td>
<td>42</td>
<td>1</td>
<td>35-67</td>
<td>MAR 1997</td>
<td>1,230</td>
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AMR

Citations in Each Year

Articles in total: 2023
Total citations: 109149
Citations/Article: 53.95
H-index: 172
# Top 5 Most Cited Papers of AMR
*(All ISI Articles)*

<table>
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<th>Title</th>
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<th>Source</th>
<th>Vol.</th>
<th>Issue</th>
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<th>Citations</th>
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<tr>
<td>1</td>
<td>BUILDING THEORIES FROM CASE-STUDY RESEARCH</td>
<td>EISENHARDT KM</td>
<td>ACADEMY OF MANAGEMENT REVIEW</td>
<td>14</td>
<td>4</td>
<td>532-550</td>
<td>3,494</td>
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<td>2</td>
<td>AN INTEGRATIVE MODEL OF ORGANIZATIONAL TRUST</td>
<td>MAYER RC, DAVIS JH, SCHORMAN FD</td>
<td>ACADEMY OF MANAGEMENT REVIEW</td>
<td>20</td>
<td>3</td>
<td>709-734</td>
<td>1,578</td>
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<td>3</td>
<td>Social capital, intellectual capital, and the organizational advantage</td>
<td>Nahapiet J, Ghoshal S</td>
<td>ACADEMY OF MANAGEMENT REVIEW</td>
<td>23</td>
<td>2</td>
<td>242-266</td>
<td>1,491</td>
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<td>4</td>
<td>The relational view: Cooperative strategy and sources of</td>
<td>Dyer JH, Singh H</td>
<td>ACADEMY OF MANAGEMENT REVIEW</td>
<td>23</td>
<td>4</td>
<td>660-679</td>
<td>1,310</td>
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<tr>
<td>5</td>
<td>UPPER ECHELONS - THE ORGANIZATION AS A REFLECTION OF ITS TOP MANAGERS</td>
<td>HAMBRICK DC, MASON PA</td>
<td>ACADEMY OF MANAGEMENT REVIEW</td>
<td>9</td>
<td>2</td>
<td>193-206</td>
<td>1,252</td>
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</table>
OS

Articles in total: 988
Total citations: 46748
Citations/Article: 47.32
H-index: 101
Top 5 Most Cited Papers of OS  
(All ISI Articles)

1. Title: A DYNAMIC THEORY OF ORGANIZATIONAL KNOWLEDGE CREATION  
   Author(s): NONAKA I  
   Source: ORGANIZATION SCIENCE  
   Volume: 5  
   Issue: 1  
   Pages: 14-37  
   Published: FEB 1994  
   Citations: 1,834

2. Title: KNOWLEDGE OF THE FIRM, COMBINATIVE CAPABILITIES, AND THE REPLICATION OF TECHNOLOGY  
   Author(s): KOGUT B, ZANDER U  
   Source: ORGANIZATION SCIENCE  
   Volume: 3  
   Issue: 3  
   Pages: 383-397  
   Published: AUG 1992  
   Citations: 1,602

3. Title: Prospering in dynamically-competitive environments:  
   Organizational capability as knowledge integration  
   Author(s): Grant RM  
   Source: ORGANIZATION SCIENCE  
   Volume: 7  
   Issue: 4  
   Pages: 375-387  
   Published: JUL-AUG 1996  
   Citations: 812

4. Title: Deliberate learning and the evolution of dynamic capabilities  
   Author(s): Zollo M, Winter SG  
   Source: ORGANIZATION SCIENCE  
   Volume: 13  
   Issue: 3  
   Pages: 339-351  
   Published: MAY-JUN 2002  
   Citations: 587

5. Title: THE DUALITY OF TECHNOLOGY - RETHINKING THE CONCEPT OF TECHNOLOGY IN ORGANIZATIONS  
   Author(s): ORLIKOWSKI WJ  
   Source: ORGANIZATION SCIENCE  
   Volume: 3  
   Issue: 3  
   Pages: 573
Articles in total: 1288
Total citations: 46187
Citations/Article: 35.86
H-index: 96
Top 5 Most Cited Papers of JOM
(All ISI Articles)

1. Title: FIRM RESOURCES AND SUSTAINED COMPETITIVE ADVANTAGE
   Author(s): BARNEY J
   Source: JOURNAL OF MANAGEMENT Volume: 17 Issue: 1 Pages: 99-120 Published: MAR 1991

2. Title: SELF-REPORTS IN ORGANIZATIONAL RESEARCH - PROBLEMS AND PROSPECTS
   Author(s): PODSAKOFF PM, ORGAN FW
   Source: JOURNAL OF MANAGEMENT Volume: 12 Issue: 4 Pages: 531-544 Published: WIN 1988

3. Title: ORGANIZATIONAL JUSTICE - YESTERDAY, TODAY, AND TOMORROW
   Author(s): GREENBERG J
   Source: JOURNAL OF MANAGEMENT Volume: 16 Issue: 2 Pages: 399-432 Published: JUN 1990

4. Title: JOB-SATISFACTION AND ORGANIZATIONAL COMMITMENT AS PREDICTORS OF ORGANIZATIONAL CITIZENSHIP AND IN-ROLE BEHAVIORS
   Author(s): WILLIAMS LJ, ANDERSON SE
   Source: JOURNAL OF MANAGEMENT Volume: 17 Issue: 3 Pages: 601-617 Published: SEP 1991

5. Title: A HISTORICAL COMPARISON OF RESOURCE-BASED THEORY AND 5 SCHOOLS OF THOUGHT WITHIN INDUSTRIAL-ORGANIZATION ECONOMICS - DO WE HAVE A NEW THEORY OF THE FIRM
   Author(s): CONNER KR
   Source: JOURNAL OF MANAGEMENT Volume: 17 Issue: 1 Pages: 121-154 Published: MAR 1991
JMS

Citations in Each Year

Articles in total: 2837
Total citations: 29449
Citations/Article: 10.38
H-index: 70
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<th>Pages</th>
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<tr>
<td>1</td>
<td>INTERNATIONALIZATION OF FIRM - 4 SWEDISH CASES</td>
<td>JOHANSON J, WIEDERSHEIM PAUL F</td>
<td>JOURNAL OF MANAGEMENT STUDIES</td>
<td>12</td>
<td>3</td>
<td>305-322</td>
<td>1975</td>
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<td>2</td>
<td>STRENGTH IS IGNORANCE - SLAVERY IS FREEDOM - MANAGING CULTURE</td>
<td>WILLMOTT H</td>
<td>JOURNAL OF MANAGEMENT STUDIES</td>
<td>30</td>
<td>4</td>
<td>515-552</td>
<td>JUL 1993</td>
</tr>
<tr>
<td>4</td>
<td>FROM TRANSACTION COST TO TRANSACTIONAL VALUE ANALYSIS - IMPLICATIONS</td>
<td>ZAJAC EJ, OLSEN CP</td>
<td>JOURNAL OF MANAGEMENT STUDIES</td>
<td>30</td>
<td>1</td>
<td>131-145</td>
<td>JAN 1993</td>
</tr>
</tbody>
</table>
Organization Studies

Citations in Each Year

Articles in total: 2107
Total citations: 21111
Citations/Article: 10.02
H-index: 58
Top 5 Most Cited Papers of Organization Studies
(All ISI Articles)

1. Title: Knowledge, knowledge work and organizations: An overview and interpretation
   Author(s): Blackler F
   Source: ORGANIZATION STUDIES Volume: 16 Issue: 6 Pages: 1021-1046 Published: 1995

2. Title: Corporate social and financial performance: A meta-analysis
   Author(s): Orlitzky M, Schmidt FL, Rynes SL
   Source: ORGANIZATION STUDIES Volume: 24 Issue: 3 Pages: 403-441 Published: MAR 2003

3. Title: Institutionalization and structuration: Studying the links between action and institution
   Author(s): Barley SR, Tolbert PS
   Source: ORGANIZATION STUDIES Volume: 18 Issue: 1 Pages: 93-117 Published: 1997

4. Title: ORGANIZATIONAL LEARNING - A REVIEW OF SOME LITERATURES
   Author(s): DODGSON M
   Source: ORGANIZATION STUDIES Volume: 14 Issue: 3 Pages: 375-394 Published: 1993

5. Title: THE ANTECEDENTS OF DEINSTITUTIONALIZATION
   Author(s): OLIVER C
   Source: ORGANIZATION STUDIES Volume: 13 Issue: 4 Pages: 563-588 Published: 1992
Hit Article Hall of Fame (ISI)
Top 5 Most Cited Papers of the Eight Journals  
(All ISI Articles)

1. **Title:** FIRM RESOURCES AND SUSTAINED COMPETITIVE ADVANTAGE  
   **Author(s):** BARNEY J  
   **Source:** JOURNAL OF MANAGEMENT  
   **Volume:** 17  
   **Issue:** 1  
   **Pages:** 99-120  
   **Published:** MAR 1991

2. **Title:** ABSORPTIVE-CAPACITY - A NEW PERSPECTIVE ON LEARNING AND INNOVATION  
   **Author(s):** COHEN WM, LEVINTHAL DA  
   **Source:** ADMINISTRATIVE SCIENCE QUARTERLY  
   **Volume:** 35  
   **Issue:** 1  
   **Pages:** 128-152  
   **Published:** MAR 1990

3. **Title:** BUILDING THEORIES FROM CASE-STUDY RESEARCH  
   **Author(s):** EISENHARDT KM  
   **Source:** ACADEMY OF MANAGEMENT REVIEW  
   **Volume:** 14  
   **Issue:** 4  
   **Pages:** 532-550  
   **Published:** OCT 1989

4. **Title:** Dynamic capabilities and strategic management  
   **Author(s):** Teece DJ, Pisano G, Shuen A  
   **Source:** STRATEGIC MANAGEMENT JOURNAL  
   **Volume:** 18  
   **Issue:** 7  
   **Pages:** 509-533  
   **Published:** AUG 1997

5. **Title:** A RESOURCE-BASED VIEW OF THE FIRM  
   **Author(s):** WERNERFELT B  
   **Source:** STRATEGIC MANAGEMENT JOURNAL  
   **Volume:** 5  
   **Issue:** 2  
   **Pages:** 171-180  
   **Published:** 1984
6. Title: JOB DEMANDS, JOB DECISION LATITUDE, AND MENTAL STRAIN - IMPLICATIONS FOR JOB REDESIGN
   Author(s): KARASEK RA
   Source: ADMINISTRATIVE SCIENCE QUARTERLY  Volume: 24 Issue: 2 Pages: 285-308 Published: 1979

7. Title: SELF-REPORTS IN ORGANIZATIONAL RESEARCH - PROBLEMS AND PROSPECTS
   Author(s): PODSAKOFF PM, ORGAN DW
   Source: JOURNAL OF MANAGEMENT  Volume: 12 Issue: 4 Pages: 531-544 Published: WIN 1986

8. Title: A DYNAMIC THEORY OF ORGANIZATIONAL KNOWLEDGE CREATION
   Author(s): NONAKA I
   Source: ORGANIZATION SCIENCE  Volume: 5 Issue: 1 Pages: 14-37 Published: FEB 1994

9. Title: KNOWLEDGE OF THE FIRM, COMBINATIVE CAPABILITIES, AND THE REPLICATION OF TECHNOLOGY
   Author(s): KOGUT B, ZANDER U
   Source: ORGANIZATION SCIENCE  Volume: 3 Issue: 3 Pages: 383-397 Published: AUG 1992

10. Title: AN INTEGRATIVE MODEL OF ORGANIZATIONAL TRUST
    Author(s): MAYER RC, DAVIS JH, SCHOORMAN FD
    Source: ACADEMY OF MANAGEMENT REVIEW  Volume: 20 Issue: 3 Pages: 709-734 Published: JUL 1995

Top 5-10 Most Cited Papers of the Eight Journals
(All ISI Articles)
Where to publish?
Intersections (11 articles)

Strategy processes
(75 articles)

Strategy practices (66 articles)

Strategy processes
(64 articles)

Strategy practices (55 articles)
Journals that have published research on strategy practices

- ORGANIZATION STUDIES
- LONG RANGE PLANNING
- JOURNAL OF MANAGEMENT STUDIES
- HUMAN RELATIONS
- INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS
- ADVANCES IN STRATEGIC MANAGEMENT: A RESEARCH ANNUAL
- SCANDINAVIAN JOURNAL OF MANAGEMENT
- STRATEGIC ORGANIZATION
- STRATEGY PROCESS
- BRITISH JOURNAL OF MANAGEMENT
- HUMAN RESOURCE MANAGEMENT
- INDUSTRIAL MARKETING MANAGEMENT
- JOURNAL OF ORGANIZATIONAL CHANGE MANAGEMENT
- ORGANIZATION
- ORGANIZATION SCIENCE
- ACADEMY OF MANAGEMENT JOURNAL
- JOURNAL OF MANAGEMENT
- JOURNAL OF MANAGEMENT INQUIRY
Journals that have published research on strategy processes

- Strategic Management Journal
- Long Range Planning
- International Journal of Operations & Production Management
- Journal of Management
- Organization Studies
- Advances in Strategic Management: A Research Annual
- Industrial Marketing Management
- Journal of International Business Studies
- Journal of Management Studies
- Management Decision
- Strategy Process
- Technology Analysis & Strategic Management
- British Journal of Management
- Human Relations
- Journal for European Management Studies
- Journal of Business Research
- Journal of Organizational Change Management
- Organization Science
- Research-Technology Management
- Sloan Management Review
- Total Quality Management & Business Excellence
- Tourism Management