

David B Montgomery

List of Publications by Year in descending order

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Version: 2024-02-01

27
papers

6,107
citations

361296

20
h-index

526166

27
g-index

28
all docs

28
docs citations

28
times ranked

2855
citing authors

#	ARTICLE	IF	CITATIONS
1	First-mover advantages. <i>Strategic Management Journal</i> , 1988, 9, 41-58.	4.7	2,821
2	First-mover (dis)advantages: retrospective and link with the resource-based view. <i>Strategic Management Journal</i> , 1998, 19, 1111-1125.	4.7	872
3	First-mover (dis)advantages: retrospective and link with the resource-based view. <i>Strategic Management Journal</i> , 1998, 19, 1111-1125.	4.7	475
4	Export performance as an antecedent of export commitment and marketing strategy adaptation. <i>European Journal of Marketing</i> , 2004, 38, 1186-1214.	1.7	262
5	Learning from strategic success and failure. <i>Journal of Business Research</i> , 1987, 15, 503-517.	5.8	170
6	Why should marketing and manufacturing work together?. <i>Journal of Operations Management</i> , 2002, 20, 241-257.	3.3	158
7	Deterrence, Reputations, and Competitive Cognition. <i>Management Science</i> , 1998, 44, 62-82.	2.4	147
8	The relationship between export assistance and performance improvement in Portuguese export ventures. <i>European Journal of Marketing</i> , 2005, 39, 755-784.	1.7	144
9	Managerial Identification of Competitors. <i>Journal of Marketing</i> , 1999, 63, 67-83.	7.0	141
10	New Product Distribution: An Analysis of Supermarket Buyer Decisions. <i>Journal of Marketing Research</i> , 1975, 12, 255-264.	3.0	124
11	Managerial Identification of Competitors. <i>Journal of Marketing</i> , 1999, 63, 67.	7.0	103
12	Toward Strategic Intelligence Systems. <i>Journal of Marketing</i> , 1979, 43, 41.	7.0	92
13	Conundra and Progress: Research on Entry Order and Performance. <i>Long Range Planning</i> , 2013, 46, 312-324.	2.9	90
14	Reasoning About Competitive Reactions: Evidence from Executives. <i>Marketing Science</i> , 2005, 24, 138-149.	2.7	85
15	Consumer Characteristics Associated with Dealing: An Empirical Example. <i>Journal of Marketing Research</i> , 1971, 8, 118.	3.0	80
16	Consumer Characteristics Associated with Dealing: An Empirical Example. <i>Journal of Marketing Research</i> , 1971, 8, 118-120.	3.0	72
17	Perceiving competitive reactions: The value of accuracy (and paranoia). <i>Marketing Letters</i> , 1996, 7, 115-129.	1.9	50
18	Technological capabilities and firm performance: The case of small manufacturing firms in Japan. <i>Asia Pacific Journal of Management</i> , 2008, 25, 413-428.	2.9	50

#	ARTICLE	IF	CITATIONS
19	Individual differences in response to consumer promotions. <i>International Journal of Research in Marketing</i> , 1991, 8, 169-186.	2.4	49
20	Marketing's Interfunctional Interfaces: The MSI Workshop on Management of Corporate Fault Zones. <i>Journal of Market-Focused Management</i> , 1997, 2, 7-26.	0.3	49
21	Understanding the Japanese as customers, competitors, and collaborators. <i>Japan and the World Economy</i> , 1991, 3, 61-91.	0.4	22
22	Competitive reputations, multimarket competition and entry deterrence. <i>Journal of Strategic Marketing</i> , 1998, 6, 81-96.	3.7	18
23	Resource Commitment, Entry Timing, and Market Performance of Foreign Direct Investments in Emerging Economies: The Case of Japanese International Joint Ventures in China. <i>Academy of Management Journal</i> , 2000, 43, 468-484.	4.3	18
24	Market Driven Manufacturing. <i>Journal of Market-Focused Management</i> , 1997, 2, 27-47.	0.3	6
25	Asian Management Education: Some Twenty-First-Century Issues. <i>Journal of Public Policy and Marketing</i> , 2005, 24, 150-154.	2.2	6
26	<i>JMR</i> : The Bass Years (1972-1975). <i>Journal of Marketing Research</i> , 2014, 51, 96-100.	3.0	1
27	Strategic Groups: Comparing Cognitive and Objective Approaches. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0