

# David B Montgomery

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10582975/publications.pdf>

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	<i>JMR</i>: The Bass Years (1972â€“1975). Journal of Marketing Research, 2014, 51, 96-100.	3.0	1
2	Conundra and Progress: Research on Entry Order and Performance. Long Range Planning, 2013, 46, 312-324.	2.9	90
3	Technological capabilities and firm performance: The case of small manufacturing firms in Japan. Asia Pacific Journal of Management, 2008, 25, 413-428.	2.9	50
4	Reasoning About Competitive Reactions: Evidence from Executives. Marketing Science, 2005, 24, 138-149.	2.7	85
5	The relationship between export assistance and performance improvement in Portuguese export ventures. European Journal of Marketing, 2005, 39, 755-784.	1.7	144
6	Asian Management Education: Some Twenty-First-Century Issues. Journal of Public Policy and Marketing, 2005, 24, 150-154.	2.2	6
7	Export performance as an antecedent of export commitment and marketing strategy adaptation. European Journal of Marketing, 2004, 38, 1186-1214.	1.7	262
8	Why should marketing and manufacturing work together?. Journal of Operations Management, 2002, 20, 241-257.	3.3	158
9	Resource Commitment, Entry Timing, and Market Performance of Foreign Direct Investments in Emerging Economies: The Case of Japanese International Joint Ventures in China. Academy of Management Journal, 2000, 43, 468-484.	4.3	18
10	Managerial Identification of Competitors. Journal of Marketing, 1999, 63, 67-83.	7.0	141
11	Managerial Identification of Competitors. Journal of Marketing, 1999, 63, 67.	7.0	103
12	First-mover (dis)advantages: retrospective and link with the resource-based view. Strategic Management Journal, 1998, 19, 1111-1125.	4.7	872
13	Deterrence, Reputations, and Competitive Cognition. Management Science, 1998, 44, 62-82.	2.4	147
14	Competitive reputations, multimarket competition and entry deterrence. Journal of Strategic Marketing, 1998, 6, 81-96.	3.7	18
15	First-mover (dis)advantages: retrospective and link with the resource-based view. Strategic Management Journal, 1998, 19, 1111-1125.	4.7	475
16	Marketing's Interfunctional Interfaces: The MSI Workshop on Management of Corporate Fault Zones. Journal of Market-Focused Management, 1997, 2, 7-26.	0.3	49
17	Market Driven Manufacturing. Journal of Market-Focused Management, 1997, 2, 27-47.	0.3	6
18	Perceiving competitive reactions: The value of accuracy (and paranoia). Marketing Letters, 1996, 7, 115-129.	1.9	50

#	ARTICLE	IF	CITATIONS
19	Understanding the Japanese as customers, competitors, and collaborators. <i>Japan and the World Economy</i> , 1991, 3, 61-91.	0.4	22
20	Individual differences in response to consumer promotions. <i>International Journal of Research in Marketing</i> , 1991, 8, 169-186.	2.4	49
21	First-mover advantages. <i>Strategic Management Journal</i> , 1988, 9, 41-58.	4.7	2,821
22	Learning from strategic success and failure. <i>Journal of Business Research</i> , 1987, 15, 503-517.	5.8	170
23	Toward Strategic Intelligence Systems. <i>Journal of Marketing</i> , 1979, 43, 41.	7.0	92
24	New Product Distribution: An Analysis of Supermarket Buyer Decisions. <i>Journal of Marketing Research</i> , 1975, 12, 255-264.	3.0	124
25	Consumer Characteristics Associated with Dealing: An Empirical Example. <i>Journal of Marketing Research</i> , 1971, 8, 118-120.	3.0	72
26	Consumer Characteristics Associated with Dealing: An Empirical Example. <i>Journal of Marketing Research</i> , 1971, 8, 118.	3.0	80
27	Strategic Groups: Comparing Cognitive and Objective Approaches. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0