

Barbara Gray

List of Publications by Year in descending order

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Version: 2024-02-01

55
papers

6,677
citations

147801

31
h-index

168389

53
g-index

59
all docs

59
docs citations

59
times ranked

4334
citing authors

#	ARTICLE	IF	CITATIONS
1	Toward a Comprehensive Theory of Collaboration. <i>Journal of Applied Behavioral Science, The</i> , 1991, 27, 139-162.	3.3	852
2	Conditions Facilitating Interorganizational Collaboration. <i>Human Relations</i> , 1985, 38, 911-936.	5.4	757
3	Collaborative Alliances: Moving from Practice to Theory. <i>Journal of Applied Behavioral Science, The</i> , 1991, 27, 3-22.	3.3	467
4	Conflicting Logics, Mechanisms of Diffusion, and Multilevel Dynamics in Emerging Institutional Fields. <i>Academy of Management Journal</i> , 2009, 52, 355-380.	6.3	344
5	Disentangling approaches to framing in conflict and negotiation research: A meta-paradigmatic perspective. <i>Human Relations</i> , 2009, 62, 155-193.	5.4	340
6	Constructing a Climate Change Logic: An Institutional Perspective on the "Tragedy of the Commons". <i>Organization Science</i> , 2013, 24, 1014-1040.	4.5	267
7	A Grounded Model of Organizational Schema Change During Empowerment. <i>Organization Science</i> , 2000, 11, 235-257.	4.5	263
8	Communication, Meaning, and Organized Action. <i>Administrative Science Quarterly</i> , 1986, 31, 43.	6.9	253
9	Racial Homophily and Its Persistence in Newcomers' Social Networks. <i>Organization Science</i> , 2003, 14, 123-136.	4.5	227
10	From Interactions to Institutions: Microprocesses of Framing and Mechanisms for the Structuring of Institutional Fields. <i>Academy of Management Review</i> , 2015, 40, 115-143.	11.7	220
11	Organizations as Constructions and Destructions of Meaning. <i>Journal of Management</i> , 1985, 11, 83-98.	9.3	189
12	Enhancing Transdisciplinary Research Through Collaborative Leadership. <i>American Journal of Preventive Medicine</i> , 2008, 35, S124-S132.	3.0	188
13	Antecedents and Effects of Parent Control in International Joint Ventures. <i>Journal of Management Studies</i> , 2001, 38, 393-416.	8.3	186
14	Repairing relationship conflict: how Violation types and culture influence The effectiveness of restoration Rituals. <i>Academy of Management Review</i> , 2009, 34, 105-126.	11.7	180
15	Strong opposition: frame-based resistance to collaboration. <i>Journal of Community and Applied Social Psychology</i> , 2004, 14, 166-176.	2.4	168
16	Politics and Strategic Change Across Organizational Life Cycles. <i>Academy of Management Review</i> , 1985, 10, 707-723.	11.7	140
17	Bargaining Power, Management Control, and Performance in U.S.-China Joint Ventures: A Comparative Case Study. , 1995, , 91-125.		137
18	Influence Modes, Schema Change, and Organizational Transformation. <i>Journal of Applied Behavioral Science, The</i> , 1989, 25, 271-289.	3.3	133

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19	Making Sense of Intractable Multiparty Conflict: A Study of Framing in Four Environmental Disputes. <i>Communication Monographs</i> , 2008, 75, 25-51.	2.7	131
20	Encountering Social Class Differences at Work: How "Class Work" Perpetuates Inequality. <i>Academy of Management Review</i> , 2013, 38, 670-699.	11.7	127
21	Political Limits to Interorganizational Consensus and Change. <i>Journal of Applied Behavioral Science</i> , 1986, 22, 95-112.	3.3	117
22	Performance of International Joint Ventures: What Factors Really Make a Difference and How?. <i>Journal of Management</i> , 2009, 35, 805-832.	9.3	111
23	Stakeholder Collaboration: Implications for Stakeholder Theory and Practice. <i>Journal of Business Ethics</i> , 2010, 96, 21-26.	6.0	100
24	The Context of Interorganizational Collaboration in the Garment Industry: An Institutional Perspective. <i>Journal of Applied Behavioral Science</i> , 1991, 27, 181-208.	3.3	89
25	The Dynamics of Multidisciplinary Research Teams in Academia. <i>Review of Higher Education</i> , 1999, 22, 425-440.	1.3	79
26	Triggering Faultline Effects in Teams: The Importance of Bridging Friendship Ties and Breaching Animosity Ties. <i>Organization Science</i> , 2015, 26, 390-404.	4.5	60
27	Are Logics Enough? Framing as an Alternative Tool for Understanding Institutional Meaning Making. <i>Journal of Management Inquiry</i> , 2019, 28, 409-419.	3.9	56
28	Organizational Script Development Through Interactive Accommodation. <i>Group & Organization Studies</i> , 1990, 15, 212-232.	0.7	55
29	Negotiating control and achieving performance in international joint ventures: A conceptual model. <i>Journal of International Management</i> , 2001, 7, 295-315.	4.2	46
30	Identity Work by First-Generation College Students to Counteract Class-Based Microaggressions. <i>Organization Studies</i> , 2018, 39, 1227-1250.	5.3	46
31	Fiddling while the ice melts? How organizational scholars can take a more active role in the climate change debate. <i>Strategic Organization</i> , 2011, 9, 70-76.	5.0	37
32	Bargaining Power, Management Control, and Performance in United States-China Joint Ventures: A Comparative Case Study. <i>Academy of Management Journal</i> , 1994, 37, 1478-1517.	6.3	26
33	The enactment of management control systems: A critique of Simons. <i>Accounting, Organizations and Society</i> , 1990, 15, 145-148.	2.8	22
34	POWER AND COLLABORATION IN HUMAN SERVICE DOMAINS. <i>International Journal of Sociology and Social Policy</i> , 1986, 6, 58-67.	1.2	18
35	Social Class and Work: A Review and Organizing Framework. <i>Journal of Management</i> , 2023, 49, 509-565.	9.3	17
36	Confronting Power Asymmetries in Partnerships to Address Grand Challenges. <i>Organization Theory</i> , 2022, 3, 263178772210987.	4.4	17

#	ARTICLE	IF	CITATIONS
37	GOVERNMENT AGENCIES AS MEDIATORS IN PUBLIC POLICY CONFLICTS. <i>International Journal of Conflict Management</i> , 1994, 5, 158-180.	1.9	13
38	Qualitative Challenges for Complexifying Organizational Change Research. <i>Journal of Applied Behavioral Science</i> , The, 2012, 48, 121-134.	3.3	13
39	Unconscious Processes of Organizing: Intergroup Conflict in Mental Health Care. <i>Journal of Management Studies</i> , 2020, 57, 1355-1383.	8.3	13
40	The Pathways of My Research: A Journey of Personal Engagement and Change. <i>Journal of Applied Behavioral Science</i> , The, 1989, 25, 383-398.	3.3	12
41	The Complexity of Multiparty Negotiations: Wading into the Muck. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 169-177.	1.0	12
42	Service line structure and decision-maker attention in three health systems: Implications for patient-centered care. <i>Health Care Management Review</i> , 2019, 44, 41-56.	1.4	12
43	A Feminist Critique of Collaborating. <i>Journal of Management Inquiry</i> , 1994, 3, 286-293.	3.9	11
44	Chapter 7 Integrating Multiple Voices: Working with Collusion in Multiparty Collaborations. <i>Advanced Series in Management</i> , 2010, , 121-135.	1.2	10
45	Negotiating With Your Nemesis. <i>Negotiation Journal</i> , 2003, 19, 299-310.	0.5	8
46	In search of integrative logics. <i>Strategic Organization</i> , 2011, 9, 85-90.	5.0	7
47	Emotional Incompetence or Gender-Based Stereotyping?. <i>Journal of Applied Behavioral Science</i> , The, 2008, 44, 293-314.	3.3	4
48	Chapter 12 "Through the Looking Glass": on Phantasmal Tales, Distortions and Reflexivity in Organizational Scholarship. <i>Research in the Sociology of Organizations</i> , 2019, , 237-253.	0.8	3
49	Mediation as Framing and Framing Within Mediation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
50	AVERTING THE "TRAGEDY OF THE COMMONS": AN INSTITUTIONAL PERSPECTIVE ON THE CONSTRUCTION AND GOVERNANCE OF TRANSNATIONAL COMMONS.. <i>Proceedings - Academy of Management</i> , 2009, 2009, 1-6.	0.1	2
51	Utilising a national protocol for collaboration on environmental problems in Ireland: the Silvermines case. <i>International Journal of Strategic Business Alliances</i> , 2011, 2, 221.	0.2	2
52	Anger at work: Examining organizational anger normsâ€™ impact on anger expression outcomes. , 2014, , .		2
53	Lessons Learned from Working with Roy J. Lewicki. <i>Negotiation and Conflict Management Research</i> , 2017, 10, 126-140.	1.0	2
54	Call for Papers: "Studying Change Dynamics Using Qualitative Methods" Special Issue. <i>Journal of Applied Behavioral Science</i> , The, 2010, 46, 5-7.	3.3	1

#	ARTICLE	IF	CITATIONS
55	Big Water Tales and Small Town Stories: Power and Identity Narratives in Protracted Environmental Disputes. SSRN Electronic Journal, 0, , .	0.4	0