

# Julian Birkinshaw

## List of Publications by Year in descending order

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99  
papers

18,999  
citations

31949

53  
h-index

51562

86  
g-index

107  
all docs

107  
docs citations

107  
times ranked

7344  
citing authors

#	ARTICLE	IF	CITATIONS
1	Organizational Ambidexterity: Antecedents, Outcomes, and Moderators. <i>Journal of Management</i> , 2008, 34, 375-409.	6.3	1,834
2	Organizational Ambidexterity: Balancing Exploitation and Exploration for Sustained Performance. <i>Organization Science</i> , 2009, 20, 685-695.	3.0	1,630
3	Management Innovation. <i>Academy of Management Review</i> , 2008, 33, 825-845.	7.4	1,052
4	Multinational Subsidiary Evolution: Capability and Charter Change in Foreign-Owned Subsidiary Companies. <i>Academy of Management Review</i> , 1998, 23, 773-795.	7.4	1,048
5	ENTREPRENEURSHIP IN MULTINATIONAL CORPORATIONS: THE CHARACTERISTICS OF SUBSIDIARY INITIATIVES. <i>Strategic Management Journal</i> , 1997, 18, 207-229.	4.7	872
6	Building firm-specific advantages in multinational corporations: the role of subsidiary initiative. <i>Strategic Management Journal</i> , 1998, 19, 221-242.	4.7	755
7	Knowledge Transfer in International Acquisitions. <i>Journal of International Business Studies</i> , 1999, 30, 439-462.	4.6	742
8	Managing the Post-acquisition Integration Process: How the Human Integration and Task Integration Processes Interact to Foster Value Creation. <i>Journal of Management Studies</i> , 2000, 37, 395-425.	6.0	597
9	Weight Versus Voice: How Foreign Subsidiaries Gain Attention From Corporate Headquarters. <i>Academy of Management Journal</i> , 2008, 51, 577-601.	4.3	505
10	The sources of management innovation: When firms introduce new management practices. <i>Journal of Business Research</i> , 2009, 62, 1269-1280.	5.8	505
11	Clarifying the Distinctive Contribution of Ambidexterity to the Field of Organization Studies. <i>Academy of Management Perspectives</i> , 2013, 27, 287-298.	4.3	481
12	How Multinational Subsidiary Mandates are Gained and Lost. <i>Journal of International Business Studies</i> , 1996, 27, 467-495.	4.6	477
13	Innovation in multinational corporations: control and communication patterns in international R&D operations. <i>Strategic Management Journal</i> , 1998, 19, 479-496.	4.7	468
14	From a distance and generalizable to up close and grounded: Reclaiming a place for qualitative methods in international business research. <i>Journal of International Business Studies</i> , 2011, 42, 573-581.	4.6	440
15	Knowledge Flows Within Multinational Corporations: Explaining Subsidiary Isolation and Its Performance Implications. <i>Organization Science</i> , 2008, 19, 90-107.	3.0	379
16	External Sources of Knowledge, Governance Mode, and R&D Performance. <i>Journal of Management</i> , 2005, 31, 597-621.	6.3	348
17	Structural and competitive determinants of a global integration strategy. <i>Strategic Management Journal</i> , 1995, 16, 637-655.	4.7	335
18	When Does University Research Get Commercialized? Creating Ambidexterity in Research Institutions. <i>Journal of Management Studies</i> , 2008, 45, 1424-1447.	6.0	319

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19	Knowledge as a Contingency Variable: Do the Characteristics of Knowledge Predict Organization Structure?. <i>Organization Science</i> , 2002, 13, 274-289.	3.0	315
20	What are the consequences of initiative-taking in multinational subsidiaries?. <i>Journal of International Business Studies</i> , 2010, 41, 1099-1118.	4.6	312
21	Subsidiary entrepreneurship, internal and external competitive forces, and subsidiary performance. <i>International Business Review</i> , 2005, 14, 227-248.	2.6	282
22	The innovation value chain. <i>Harvard Business Review</i> , 2007, 85, 121-30, 142.	3.1	266
23	Characteristics of Foreign Subsidiaries in Industry Clusters. <i>Journal of International Business Studies</i> , 2000, 31, 141-154.	4.6	253
24	Managing Power in the Multinational Corporation: How Low-Power Actors Gain Influence. <i>Journal of Management</i> , 2008, 34, 477-508.	6.3	233
25	Multinational Subsidiary Evolution: Capability and Charter Change in Foreign-Owned Subsidiary Companies. <i>Academy of Management Review</i> , 1998, 23, 773.	7.4	225
26	Ambidexterity and Survival in Corporate Venture Units. <i>Journal of Management</i> , 2014, 40, 1899-1931.	6.3	224
27	How Do Firms Adapt to Discontinuous Change? Bridging the Dynamic Capabilities and Ambidexterity Perspectives. <i>California Management Review</i> , 2016, 58, 36-58.	3.4	215
28	The Antecedents, Consequences, and Mediating Role of Organizational Ambidexterity. <i>Academy of Management Journal</i> , 2004, 47, 209-226.	4.3	209
29	Fighting the corporate immune system: a process study of subsidiary initiatives in multinational corporations. <i>International Business Review</i> , 1999, 8, 149-180.	2.6	208
30	Headquarters's™ Attention and Its Effect on Subsidiary Performance. <i>Management International Review</i> , 2010, 50, 449-469.	2.1	160
31	International attention and multinational enterprise performance. <i>Journal of International Business Studies</i> , 2009, 40, 108-131.	4.6	158
32	Strategy's organization configurations in corporate venture units: Impact on performance and survival. <i>Journal of Business Venturing</i> , 2008, 23, 423-444.	4.0	155
33	Intrafirm Competition and Charter Evolution in the Multibusiness Firm. <i>Organization Science</i> , 2005, 16, 674-686.	3.0	154
34	Why do some multinational corporations relocate their headquarters overseas?. <i>Strategic Management Journal</i> , 2006, 27, 681-700.	4.7	154
35	Global Account Management in Multinational Corporations: Theory and Evidence. <i>Journal of International Business Studies</i> , 2001, 32, 231-248.	4.6	148
36	Consequences of perception gaps in the headquarters's subsidiary relationship. <i>International Business Review</i> , 2000, 9, 321-344.	2.6	144

#	ARTICLE	IF	CITATIONS
37	Finding, Forming, and Performing: Creating Networks for Discontinuous Innovation. <i>California Management Review</i> , 2007, 49, 67-84.	3.4	140
38	How Is Ambidexterity Initiated? The Emergent Charter Definition Process. <i>Organization Science</i> , 2015, 26, 1119-1139.	3.0	125
39	The external knowledge sourcing process in multinational corporations. <i>Strategic Management Journal</i> , 2017, 38, 342-362.	4.7	111
40	Dancing with Gorillas: How Small Companies Can Partner Effectively with MNCs. <i>California Management Review</i> , 2008, 51, 6-23.	3.4	109
41	Strategizing in a digital world: Overcoming cognitive barriers, reconfiguring routines and introducing new organizational forms. <i>Long Range Planning</i> , 2021, 54, 102110.	2.9	105
42	The Determinants and Consequences of Subsidiary Initiative in Multinational Corporations. <i>Entrepreneurship Theory and Practice</i> , 1999, 24, 9-36.	7.1	104
43	Strategies for Managing Internal Competition. <i>California Management Review</i> , 2001, 44, 21-38.	3.4	101
44	The Role of External Involvement in the Creation of Management Innovations. <i>Organization Studies</i> , 2014, 35, 1287-1312.	3.8	100
45	Knowledge transfer in international acquisitions. <i>Journal of International Business Studies</i> , 2010, 41, 5-20.	4.6	92
46	Boundary Spanning Activities of Corporate HQ Executives Insights from a Longitudinal Study. <i>Journal of Management Studies</i> , 2017, 54, 422-454.	6.0	92
47	How Do New Ventures Evolve? An Inductive Study of Archetype Changes in Science-Based Ventures. <i>Organization Science</i> , 2010, 21, 1125-1140.	3.0	83
48	Why is Knowledge Management So Difficult?. <i>Business Strategy Review</i> , 2001, 12, 11-18.	0.0	74
49	Choose Your Friends Carefully: Home-Country Ties and New Venture Internationalization. <i>Management International Review</i> , 2015, 55, 207-234.	2.1	71
50	Corporate entrepreneurship in network organizations:. <i>European Management Journal</i> , 1998, 16, 355-364.	3.1	69
51	Venturing to Succeed. <i>Business Strategy Review</i> , 2002, 13, 10-17.	0.0	64
52	Managing Internal R&D Networks in Global Firms. <i>Long Range Planning</i> , 2002, 35, 245-267.	2.9	62
53	Corporate Strategy and the Theory of the Firm in the Digital Age. <i>Journal of Management Studies</i> , 2021, 58, 1695-1720.	6.0	61
54	Knowledge transfer in international acquisitions: A retrospective. <i>Journal of International Business Studies</i> , 2010, 41, 21-26.	4.6	59

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55	Strategy and Management In MNE Subsidiaries. , 2009, , .		56
56	How Do Firms Manage Strategic Dualities? A Process Perspective. Academy of Management Discoveries, 2016, 2, 51-78.	1.7	56
57	Debating the Future of Management Research. Journal of Management Studies, 2014, 51, 38-55.	6.0	55
58	Reflections on open strategy. Long Range Planning, 2017, 50, 423-426.	2.9	52
59	How global strategies emerge: an attention perspective. Global Strategy Journal, 2011, 1, 243-262.	4.4	47
60	The Relevance Gap in Business School Research: Which Academic Papers Are Cited in Managerial Bridge Journals?. Academy of Management Learning and Education, 2016, 15, 686-702.	1.6	41
61	MNEâ€™SME cooperation: An integrative framework. Journal of International Business Studies, 2020, 51, 1161-1175.	4.6	40
62	Acquiring intellect: Managing the integration of knowledge-intensive acquisitions. Business Horizons, 1999, 42, 33-40.	3.4	37
63	Innovation in multinational corporations: control and communication patterns in international R&D operations. Strategic Management Journal, 1998, 19, 479-496.	4.7	33
64	Advancing interdisciplinary research: Insights from the JIBS special issue. Journal of International Business Studies, 2014, 45, 643-648.	4.6	30
65	Complements or substitutes? A microfoundations perspective on the interplay between drivers of ambidexterity in SMEs. Long Range Planning, 2020, 53, 101927.	2.9	30
66	The Role of Interorganizational Fit in Global Account Management. International Studies of Management and Organization, 2006, 36, 61-81.	0.4	27
67	Business Schools at the Crossroads? A Trip Back from Sparta to Athens. Journal of Business Ethics, 2018, 150, 579-591.	3.7	25
68	Spatially dispersed corporate headquarters: A historical analysis of their prevalence, antecedents, and consequences. International Business Review, 2019, 28, 148-161.	2.6	24
69	ENTREPRENEURSHIP IN MULTINATIONAL CORPORATIONS: THE CHARACTERISTICS OF SUBSIDIARY INITIATIVES. Strategic Management Journal, 1997, 18, 207-229.	4.7	22
70	The Art of Swedish Management. Business Strategy Review, 2002, 13, 11-19.	0.0	16
71	Innovation as Unusual. Business Strategy Review, 2004, 15, 32-35.	0.0	16
72	Move fast and break things: Reassessing <scp>IB</scp> research in the light of the digital revolution. Global Strategy Journal, 2022, 12, 619-631.	4.4	16

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73	The Hierarchical Erosion Effect: A New Perspective on Perceptual Differences and Business Performance. <i>Journal of Management Studies</i> , 2019, 56, 1713-1747.	6.0	15
74	Multinational Strategy and Structure: A Review and Research Agenda. , 2004, , 5-14.		14
75	The Blinkered Boss: <scp>How Has Managerial Behavior Changed with the Shift to Virtual Working?</scp>. <i>California Management Review</i> , 2021, 63, 5-26.	3.4	13
76	Subsidiary Initiative in the Modern Multinational Corporation. <i>Research in Global Strategic Management</i> , 2014, , 201-220.	0.5	12
77	The Secret Diary of Corporate Venturing. <i>Business Strategy Review</i> , 2005, 16, 19-24.	0.0	10
78	Responding to a Potentially Disruptive Technology: How Big Pharma Embraced Biotechnology. <i>California Management Review</i> , 2018, 60, 74-100.	3.4	9
79	Contingency Theory and The Characteristics of Knowledge.. <i>Proceedings - Academy of Management</i> , 1998, 1998, C1-C7.	0.0	8
80	CORPORATE VENTURING PERFORMANCE: AN INVESTIGATION INTO THE APPLICABILITY OF VENTURE CAPITAL MODELS.. <i>Proceedings - Academy of Management</i> , 2003, 2003, B1-B6.	0.0	7
81	Is the country manager an endangered species?. <i>Thunderbird International Business Review</i> , 1995, 37, 279-301.	0.3	5
82	Multinational Corporate Strategy and Organization: An Internal Market Perspective. , 2000, , 55-79.		5
83	The dynamics of attention markets in multinational enterprises. <i>Advances in International Management</i> , 2009, , 27-54.	0.3	4
84	Management innovation and the multinational corporation. <i>Advances in International Management</i> , 2010, , 479-495.	0.3	4
85	EXTERNAL KNOWLEDGE ACCESS VERSUS INTERNAL KNOWLEDGE PROTECTION: A NECESSARY TRADE-OFF?. <i>Proceedings - Academy of Management</i> , 2011, 2011, 1-6.	0.0	4
86	Subsidiary Initiative in the Modern Multinational Corporation. <i>Research in Global Strategic Management</i> , 2014, , 201-220.	0.5	2
87	Multinational Corporate Evolution and Subsidiary Development. <i>Academy of Management Review</i> , 2000, 25, 259.	7.4	1
88	Building firm-specific advantages in multinational corporations: the role of subsidiary initiative. , 1998, 19, 221.		1
89	The System of Management Ideas: Origins, Microfoundations, and Dynamics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
90	Identifying Leading-Edge Market Knowledge in Multinational Corporations. , 2004, , 151-176.		0

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91	How do Firms Identify and Make Use of External Knowledge? A brokerage process perspective. Proceedings - Academy of Management, 2012, 2012, 11726.	0.0	0
92	The Emergent Process of Ambidexterity. Proceedings - Academy of Management, 2013, 2013, 10160.	0.0	0
93	Corporate Programs: Analysis of a Major Structural Choice in Strategy Implementation. Proceedings - Academy of Management, 2014, 2014, 11757.	0.0	0
94	How Do Multinational Corporations Identify And Use External Knowledge?A Boundary-Spanning Approach. Proceedings - Academy of Management, 2014, 2014, 11315.	0.0	0
95	Is Organizational Complexity Good for Innovation?. Proceedings - Academy of Management, 2014, 2014, 15914.	0.0	0
96	Open Strategy and Open Governance: Practices and Technologies. Proceedings - Academy of Management, 2015, 2015, 14150.	0.0	0
97	The Corporate Headquarters in the Contemporary Corporation: What do we know and what should we know about it?. Proceedings - Academy of Management, 2015, 2015, 14501.	0.0	0
98	How to Adapt to Discontinuous Change? Bridging Dynamic Capabilities and Ambidexterity Perspectives. Proceedings - Academy of Management, 2015, 2015, 10704.	0.0	0
99	The local roots of global entrepreneurship: Insights from Stephen Young. Journal of International Business Studies, 0, , 1.	4.6	0