

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	Move fast and break things: Reassessing <scp>IB</scp> research in the light of the digital revolution. <i>Global Strategy Journal</i> , 2022, 12, 619-631.	4.4	16
2	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
3	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
4	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
5	MNEâ€™SME cooperation: An integrative framework. <i>Journal of International Business Studies</i> , 2020, 51, 1161-1175.	4.6	40
6	Complements or substitutes? A microfoundations perspective on the interplay between drivers of ambidexterity in SMEs. <i>Long Range Planning</i> , 2020, 53, 101927.	2.9	30
7	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
8	Spatially dispersed corporate headquarters: A historical analysis of their prevalence, antecedents, and consequences. <i>International Business Review</i> , 2019, 28, 148-161.	2.6	24
9	Business Schools at the Crossroads? A Trip Back from Sparta to Athens. <i>Journal of Business Ethics</i> , 2018, 150, 579-591.	3.7	25
10	Responding to a Potentially Disruptive Technology: How Big Pharma Embraced Biotechnology. <i>California Management Review</i> , 2018, 60, 74-100.	3.4	9
11	The external knowledge sourcing process in multinational corporations. <i>Strategic Management Journal</i> , 2017, 38, 342-362.	4.7	111
12	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
13	Reflections on open strategy. <i>Long Range Planning</i> , 2017, 50, 423-426.	2.9	52
14	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
15	The Relevance Gap in Business School Research: Which Academic Papers Are Cited in Managerial Bridge Journals?. <i>Academy of Management Learning and Education</i> , 2016, 15, 686-702.	1.6	41
16	How Do Firms Manage Strategic Dualities? A Process Perspective. <i>Academy of Management Discoveries</i> , 2016, 2, 51-78.	1.7	56
17	Choose Your Friends Carefully: Home-Country Ties and New Venture Internationalization. <i>Management International Review</i> , 2015, 55, 207-234.	2.1	71
18	How Is Ambidexterity Initiated? The Emergent Charter Definition Process. <i>Organization Science</i> , 2015, 26, 1119-1139.	3.0	125

#	ARTICLE	IF	CITATIONS
19	Open Strategy and Open Governance: Practices and Technologies. Proceedings - Academy of Management, 2015, 2015, 14150.	0.0	0
20	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
21	How to Adapt to Discontinuous Change? Bridging Dynamic Capabilities and Ambidexterity Perspectives. Proceedings - Academy of Management, 2015, 2015, 10704.	0.0	0
22	Ambidexterity and Survival in Corporate Venture Units. Journal of Management, 2014, 40, 1899-1931.	6.3	224
23	The Role of External Involvement in the Creation of Management Innovations. Organization Studies, 2014, 35, 1287-1312.	3.8	100
24	Debating the Future of Management Research. Journal of Management Studies, 2014, 51, 38-55.	6.0	55
25	Advancing interdisciplinary research: Insights from the JIBS special issue. Journal of International Business Studies, 2014, 45, 643-648.	4.6	30
26	Subsidiary Initiative in the Modern Multinational Corporation. Research in Global Strategic Management, 2014, , 201-220.	0.5	12
27	Subsidiary Initiative in the Modern Multinational Corporation. Research in Global Strategic Management, 2014, , 201-220.	0.5	2
28	Corporate Programs: Analysis of a Major Structural Choice in Strategy Implementation. Proceedings - Academy of Management, 2014, 2014, 11757.	0.0	0
29	How Do Multinational Corporations Identify And Use External Knowledge?A Boundary-Spanning Approach. Proceedings - Academy of Management, 2014, 2014, 11315.	0.0	0
30	Is Organizational Complexity Good for Innovation?. Proceedings - Academy of Management, 2014, 2014, 15914.	0.0	0
31	Clarifying the Distinctive Contribution of Ambidexterity to the Field of Organization Studies. Academy of Management Perspectives, 2013, 27, 287-298.	4.3	481
32	The Emergent Process of Ambidexterity. Proceedings - Academy of Management, 2013, 2013, 10160.	0.0	0
33	How do Firms Identify and Make Use of External Knowledge? A brokerage process perspective. Proceedings - Academy of Management, 2012, 2012, 11726.	0.0	0
34	EXTERNAL KNOWLEDGE ACCESS VERSUS INTERNAL KNOWLEDGE PROTECTION: A NECESSARY TRADE-OFF?. Proceedings - Academy of Management, 2011, 2011, 1-6.	0.0	4
35	How global strategies emerge: an attention perspective. Global Strategy Journal, 2011, 1, 243-262.	4.4	47
36	From a distance and generalizable to up close and grounded: Reclaiming a place for qualitative methods in international business research. Journal of International Business Studies, 2011, 42, 573-581.	4.6	440

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37	Knowledge transfer in international acquisitions: A retrospective. <i>Journal of International Business Studies</i> , 2010, 41, 21-26.	4.6	59
38	Management innovation and the multinational corporation. <i>Advances in International Management</i> , 2010, , 479-495.	0.3	4
39	Headquarters's Attention and Its Effect on Subsidiary Performance. <i>Management International Review</i> , 2010, 50, 449-469.	2.1	160
40	What are the consequences of initiative-taking in multinational subsidiaries?. <i>Journal of International Business Studies</i> , 2010, 41, 1099-1118.	4.6	312
41	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
42	Knowledge transfer in international acquisitions. <i>Journal of International Business Studies</i> , 2010, 41, 5-20.	4.6	92
43	Strategy and Management In MNE Subsidiaries. , 2009, , .		56
44	International attention and multinational enterprise performance. <i>Journal of International Business Studies</i> , 2009, 40, 108-131.	4.6	158
45	The sources of management innovation: When firms introduce new management practices. <i>Journal of Business Research</i> , 2009, 62, 1269-1280.	5.8	505
46	Organizational Ambidexterity: Balancing Exploitation and Exploration for Sustained Performance. <i>Organization Science</i> , 2009, 20, 685-695.	3.0	1,630
47	The dynamics of attention markets in multinational enterprises. <i>Advances in International Management</i> , 2009, , 27-54.	0.3	4
48	When Does University Research Get Commercialized? Creating Ambidexterity in Research Institutions. <i>Journal of Management Studies</i> , 2008, 45, 1424-1447.	6.0	319
49	Knowledge Flows Within Multinational Corporations: Explaining Subsidiary Isolation and Its Performance Implications. <i>Organization Science</i> , 2008, 19, 90-107.	3.0	379
50	Organizational Ambidexterity: Antecedents, Outcomes, and Moderators. <i>Journal of Management</i> , 2008, 34, 375-409.	6.3	1,834
51	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
52	Managing Power in the Multinational Corporation: How Low-Power Actors Gain Influence. <i>Journal of Management</i> , 2008, 34, 477-508.	6.3	233
53	Management Innovation. <i>Academy of Management Review</i> , 2008, 33, 825-845.	7.4	1,052
54	Dancing with Gorillas: How Small Companies Can Partner Effectively with MNCs. <i>California Management Review</i> , 2008, 51, 6-23.	3.4	109

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55	Weight Versus Voice: How Foreign Subsidiaries Gain Attention From Corporate Headquarters. <i>Academy of Management Journal</i> , 2008, 51, 577-601.	4.3	505
56	Finding, Forming, and Performing: Creating Networks for Discontinuous Innovation. <i>California Management Review</i> , 2007, 49, 67-84.	3.4	140
57	The innovation value chain. <i>Harvard Business Review</i> , 2007, 85, 121-30, 142.	3.1	266
58	The Role of Interorganizational Fit in Global Account Management. <i>International Studies of Management and Organization</i> , 2006, 36, 61-81.	0.4	27
59	Why do some multinational corporations relocate their headquarters overseas?. <i>Strategic Management Journal</i> , 2006, 27, 681-700.	4.7	154
60	Subsidiary entrepreneurship, internal and external competitive forces, and subsidiary performance. <i>International Business Review</i> , 2005, 14, 227-248.	2.6	282
61	The Secret Diary of Corporate Venturing. <i>Business Strategy Review</i> , 2005, 16, 19-24.	0.0	10
62	Intrafirm Competition and Charter Evolution in the Multibusiness Firm. <i>Organization Science</i> , 2005, 16, 674-686.	3.0	154
63	External Sources of Knowledge, Governance Mode, and R&D Performance. <i>Journal of Management</i> , 2005, 31, 597-621.	6.3	348
64	The Antecedents, Consequences, and Mediating Role of Organizational Ambidexterity. <i>Academy of Management Journal</i> , 2004, 47, 209-226.	4.3	209
65	Innovation as Unusual. <i>Business Strategy Review</i> , 2004, 15, 32-35.	0.0	16
66	Multinational Strategy and Structure: A Review and Research Agenda. , 2004, , 5-14.		14
67	Identifying Leading-Edge Market Knowledge in Multinational Corporations. , 2004, , 151-176.		0
68	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
69	Knowledge as a Contingency Variable: Do the Characteristics of Knowledge Predict Organization Structure?. <i>Organization Science</i> , 2002, 13, 274-289.	3.0	315
70	Managing Internal R&D Networks in Global Firms. <i>Long Range Planning</i> , 2002, 35, 245-267.	2.9	62
71	The Art of Swedish Management. <i>Business Strategy Review</i> , 2002, 13, 11-19.	0.0	16
72	Venturing to Succeed. <i>Business Strategy Review</i> , 2002, 13, 10-17.	0.0	64

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73	Global Account Management in Multinational Corporations: Theory and Evidence. <i>Journal of International Business Studies</i> , 2001, 32, 231-248.	4.6	148
74	Strategies for Managing Internal Competition. <i>California Management Review</i> , 2001, 44, 21-38.	3.4	101
75	Why is Knowledge Management So Difficult?. <i>Business Strategy Review</i> , 2001, 12, 11-18.	0.0	74
76	Consequences of perception gaps in the headquarters-sub subsidiary relationship. <i>International Business Review</i> , 2000, 9, 321-344.	2.6	144
77	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
78	Characteristics of Foreign Subsidiaries in Industry Clusters. <i>Journal of International Business Studies</i> , 2000, 31, 141-154.	4.6	253
79	Multinational Corporate Evolution and Subsidiary Development. <i>Academy of Management Review</i> , 2000, 25, 259.	7.4	1
80	Multinational Corporate Strategy and Organization: An Internal Market Perspective. , 2000, , 55-79.		5
81	Knowledge Transfer in International Acquisitions. <i>Journal of International Business Studies</i> , 1999, 30, 439-462.	4.6	742
82	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
83	Acquiring intellect: Managing the integration of knowledge-intensive acquisitions. <i>Business Horizons</i> , 1999, 42, 33-40.	3.4	37
84	The Determinants and Consequences of Subsidiary Initiative in Multinational Corporations. <i>Entrepreneurship Theory and Practice</i> , 1999, 24, 9-36.	7.1	104
85	Corporate entrepreneurship in network organizations:. <i>European Management Journal</i> , 1998, 16, 355-364.	3.1	69
86	Building firm-specific advantages in multinational corporations: the role of subsidiary initiative. <i>Strategic Management Journal</i> , 1998, 19, 221-242.	4.7	755
87	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
88	Multinational Subsidiary Evolution: Capability and Charter Change in Foreign-Owned Subsidiary Companies. <i>Academy of Management Review</i> , 1998, 23, 773.	7.4	225
89	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
90	Contingency Theory and The Characteristics of Knowledge.. <i>Proceedings - Academy of Management</i> , 1998, 1998, C1-C7.	0.0	8

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91	Building firm-specific advantages in multinational corporations: the role of subsidiary initiative. , 1998, 19, 221.		1
92	Innovation in multinational corporations: control and communication patterns in international R&D operations. Strategic Management Journal, 1998, 19, 479-496.	4.7	33
93	ENTREPRENEURSHIP IN MULTINATIONAL CORPORATIONS: THE CHARACTERISTICS OF SUBSIDIARY INITIATIVES. Strategic Management Journal, 1997, 18, 207-229.	4.7	872
94	ENTREPRENEURSHIP IN MULTINATIONAL CORPORATIONS: THE CHARACTERISTICS OF SUBSIDIARY INITIATIVES. Strategic Management Journal, 1997, 18, 207-229.	4.7	22
95	How Multinational Subsidiary Mandates are Gained and Lost. Journal of International Business Studies, 1996, 27, 467-495.	4.6	477
96	Is the country manager an endangered species?. Thunderbird International Business Review, 1995, 37, 279-301.	0.3	5
97	Structural and competitive determinants of a global integration strategy. Strategic Management Journal, 1995, 16, 637-655.	4.7	335
98	The System of Management Ideas: Origins, Microfoundations, and Dynamics. SSRN Electronic Journal, 0, , .	0.4	0
99	The local roots of global entrepreneurship: Insights from Stephen Young. Journal of International Business Studies, 0, , 1.	4.6	0