

Yadong Luo

List of Publications by Year in descending order

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Version: 2024-02-01

133
papers

20,614
citations

12303

69
h-index

12558

132
g-index

138
all docs

138
docs citations

138
times ranked

7717
citing authors

#	ARTICLE	IF	CITATIONS
1	International expansion of emerging market enterprises: A springboard perspective. <i>Journal of International Business Studies</i> , 2007, 38, 481-498.	4.6	2,317
2	Guanxi and organizational dynamics: organizational networking in Chinese firms. <i>Strategic Management Journal</i> , 2001, 22, 455-477.	4.7	1,507
3	How emerging market governments promote outward FDI: Experience from China. <i>Journal of World Business</i> , 2010, 45, 68-79.	4.6	834
4	Learning to Compete in a Transition Economy: Experience, Environment, and Performance. <i>Journal of International Business Studies</i> , 1999, 30, 269-295.	4.6	702
5	Contract, cooperation, and performance in international joint ventures. <i>Strategic Management Journal</i> , 2002, 23, 903-919.	4.7	607
6	Governing buyer-supplier relationships through transactional and relational mechanisms: Evidence from China. <i>Journal of Operations Management</i> , 2009, 27, 294-309.	3.3	597
7	Transaction cost determinants and ownership-based entry mode choice: a meta-analytical review. <i>Journal of International Business Studies</i> , 2004, 35, 524-544.	4.6	528
8	Industrial dynamics and managerial networking in an emerging market: the case of China. <i>Strategic Management Journal</i> , 2003, 24, 1315-1327.	4.7	450
9	<i>Guanxi</i> and Organizational Performance: A Meta-Analysis. <i>Management and Organization Review</i> , 2012, 8, 139-172.	1.8	380
10	A general theory of springboard MNEs. <i>Journal of International Business Studies</i> , 2018, 49, 129-152.	4.6	365
11	Dynamic capabilities in international expansion. <i>Journal of World Business</i> , 2000, 35, 355-378.	4.6	360
12	Are joint venture partners more opportunistic in a more volatile environment?. <i>Strategic Management Journal</i> , 2007, 28, 39-60.	4.7	312
13	From "Distance" to "Friction": Substituting Metaphors and Redirecting Intercultural Research. <i>Academy of Management Review</i> , 2008, 33, 905-923.	7.4	308
14	Determinants of Entry in an Emerging Economy: A Multilevel Approach. <i>Journal of Management Studies</i> , 2001, 38, 443-472.	6.0	286
15	West Meets East: New Concepts and Theories. <i>Academy of Management Journal</i> , 2015, 58, 460-479.	4.3	281
16	Partner Selection and Venturing Success: The Case of Joint Ventures with Firms in the People's Republic of China. <i>Organization Science</i> , 1997, 8, 648-662.	3.0	275
17	The multinational corporation as a multilingual community: Language and organization in a global context. <i>Journal of International Business Studies</i> , 2006, 37, 321-339.	4.6	275
18	Strategic alignment and performance of market-seeking MNCs in China. <i>Strategic Management Journal</i> , 2001, 22, 141-155.	4.7	271

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19	The Independent and Interactive Roles of Procedural, Distributive, and Interactional Justice in Strategic Alliances. <i>Academy of Management Journal</i> , 2007, 50, 644-664.	4.3	261
20	Capability Exploitation and Building in a Foreign Market: Implications for Multinational Enterprises. <i>Organization Science</i> , 2002, 13, 48-63.	3.0	257
21	Toward a Cooperative View of MNC-Host Government Relations: Building Blocks and Performance Implications. <i>Journal of International Business Studies</i> , 2001, 32, 401-419.	4.6	245
22	How does justice matter in achieving buyer-supplier relationship performance?. <i>Journal of Operations Management</i> , 2012, 30, 355-367.	3.3	245
23	Foreign direct investment strategies by developing country multinationals: A diagnostic model for home country effects. <i>Global Strategy Journal</i> , 2012, 2, 244-261.	4.4	236
24	Global platforms and ecosystems: Implications for international business theories. <i>Journal of International Business Studies</i> , 2019, 50, 1464-1486.	4.6	227
25	A Dual Parent Perspective on Control and Performance in International Joint Ventures: Lessons From a Developing Economy. <i>Journal of International Business Studies</i> , 2001, 32, 41-58.	4.6	225
26	Political behavior, social responsibility, and perceived corruption: a structuration perspective. <i>Journal of International Business Studies</i> , 2006, 37, 747-766.	4.6	221
27	An Organizational Perspective of Corruption. <i>Management and Organization Review</i> , 2005, 1, 119-154.	1.8	220
28	Does Guanxi Influence Firm Performance?. <i>Asia Pacific Journal of Management</i> , 1997, 14, 1-16.	2.9	216
29	Creating Competitive Advantages Through New Value Creation: A Reverse Logistics Perspective. <i>Academy of Management Perspectives</i> , 2007, 21, 56-73.	4.3	215
30	Procedural fairness and interfirm cooperation in strategic alliances. <i>Strategic Management Journal</i> , 2008, 29, 27-46.	4.7	207
31	Antecedents and Consequences of Personal Attachment in Cross-Cultural Cooperative Ventures. <i>Administrative Science Quarterly</i> , 2001, 46, 177.	4.8	205
32	Emerging Market MNEs: Qualitative Review and Theoretical Directions. <i>Journal of International Management</i> , 2016, 22, 333-350.	2.4	181
33	Opportunism in Inter-firm Exchanges in Emerging Markets. <i>Management and Organization Review</i> , 2006, 2, 121-147.	1.8	180
34	Mitigating liabilities of foreignness. <i>Journal of International Management</i> , 2002, 8, 283-300.	2.4	171
35	Transactional characteristics, institutional environment and joint venture contracts. <i>Journal of International Business Studies</i> , 2005, 36, 209-230.	4.6	168
36	An Ambidexterity Perspective Toward Multinational Enterprises From Emerging Economies. <i>Academy of Management Perspectives</i> , 2009, 23, 49-70.	4.3	167

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37	How Important are Shared Perceptions of Procedural Justice in Cooperative Alliances?. <i>Academy of Management Journal</i> , 2005, 48, 695-709.	4.3	161
38	Timing of Investment and International Expansion Performance in China. <i>Journal of International Business Studies</i> , 1998, 29, 391-407.	4.6	157
39	Determinants of local responsiveness: perspectives from foreign subsidiaries in an emerging market. <i>Journal of Management</i> , 2001, 27, 451-477.	6.3	151
40	An integrated anti-opportunism system in international exchange. <i>Journal of International Business Studies</i> , 2007, 38, 855-877.	4.6	146
41	An Ambidexterity Perspective Toward Multinational Enterprises From Emerging Economies.. <i>Academy of Management Perspectives</i> , 2009, 23, 49-70.	4.3	145
42	The antecedents of process integration in business process outsourcing and its effect on firm performance. <i>Journal of Operations Management</i> , 2011, 29, 3-16.	3.3	144
43	From foreign investors to strategic insiders: Shifting parameters, prescriptions and paradigms for MNCs in China. <i>Journal of World Business</i> , 2007, 42, 14-34.	4.6	142
44	Do multiple parents help or hinder international joint venture performance? The mediating roles of contract completeness and partner cooperation. <i>Strategic Management Journal</i> , 2007, 28, 1021-1034.	4.7	141
45	A coopetition perspective of MNCs' host government relations. <i>Journal of International Management</i> , 2004, 10, 431-451.	2.4	133
46	Autonomy delegation to foreign subsidiaries: An enabling mechanism for emerging-market multinationals. <i>Journal of International Business Studies</i> , 2014, 45, 111-130.	4.6	133
47	Achieving legitimacy through corporate social responsibility: The case of emerging economy firms. <i>Journal of World Business</i> , 2015, 50, 389-403.	4.6	129
48	Multiparty cooperation and performance in international equity joint ventures. <i>Journal of International Business Studies</i> , 2004, 35, 142-160.	4.6	128
49	Product diversification in international joint ventures: performance implications in an emerging market. <i>Strategic Management Journal</i> , 2002, 23, 1-20.	4.7	127
50	Toward a perspective of cultural friction in international business. <i>Journal of International Management</i> , 2011, 17, 1-14.	2.4	119
51	Improving performance and reducing cost in buyer-supplier relationships: The role of justice in curtailing opportunism. <i>Journal of Business Research</i> , 2015, 68, 607-615.	5.8	117
52	Emerging Economy Copycats: Capability, Environment, and Strategy. <i>Academy of Management Perspectives</i> , 2011, 25, 37-56.	4.3	113
53	A Composition-Based View of Firm Growth. <i>Management and Organization Review</i> , 2015, 11, 379-411.	1.8	112
54	Structuring interorganizational cooperation: the role of economic integration in strategic alliances. <i>Strategic Management Journal</i> , 2008, 29, 617-637.	4.7	111

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55	How valuable is information and communication technology? A study of emerging economy enterprises. <i>Journal of World Business</i> , 2016, 51, 200-211.	4.6	108
56	Managerial Ties and Firm Performance in a Transition Economy: The Nature of a Micro-Macro Link. <i>Academy of Management Journal</i> , 2000, 43, 486-501.	4.3	103
57	Strategic Inventory and Supplier Encroachment. <i>Manufacturing and Service Operations Management</i> , 2019, 21, 536-555.	2.3	102
58	An Investigation of Interpersonal Ties in Interorganizational Exchanges in Emerging Markets. <i>Journal of Management</i> , 2016, 42, 1557-1587.	6.3	101
59	Developed country MNEs investing in developing economies: Progress and prospect. <i>Journal of International Business Studies</i> , 2019, 50, 633-667.	4.6	99
60	Reducing poverty in the least developed countries: The role of small and medium enterprises. <i>Journal of World Business</i> , 2017, 52, 244-257.	4.6	93
61	Emerging Economy Copycats: Capability, Environment, and Strategy.. <i>Academy of Management Perspectives</i> , 2011, 25, 37-56.	4.3	93
62	Venturing Abroad by Emerging Market Enterprises. <i>Management International Review</i> , 2011, 51, 433-459.	2.1	89
63	Contextualizing international strategy by emerging market firms: A composition-based approach. <i>Journal of World Business</i> , 2018, 53, 337-355.	4.6	85
64	How private enterprises respond to government bureaucracy in emerging economies: the effects of entrepreneurial type and governance. <i>Strategic Entrepreneurship Journal</i> , 2008, 2, 133-153.	2.6	83
65	Time-based Experience and International Expansion: The Case of an Emerging Economy. <i>Journal of Management Studies</i> , 1999, 36, 505-534.	6.0	77
66	Relationship Investment and Channel Performance: An Analysis of Mediating Forces. <i>Journal of Management Studies</i> , 2009, 46, 1113-1137.	6.0	77
67	Business models in global competition. <i>Global Strategy Journal</i> , 2018, 8, 517-535.	4.4	77
68	Corruption and Organization in Asian Management Systems. <i>Asia Pacific Journal of Management</i> , 2002, 19, 405-422.	2.9	73
69	Moral Degradation, Business Ethics, and Corporate Social Responsibility in a Transitional Economy. <i>Journal of Business Ethics</i> , 2014, 120, 405-421.	3.7	72
70	Performance implications of capability exploitation and upgrading in international joint ventures. <i>Management International Review</i> , 2008, 48, 227-253.	2.1	64
71	Task attributes and process integration in business process offshoring: A perspective of service providers from India and China. <i>Journal of International Business Studies</i> , 2012, 43, 498-524.	4.6	64
72	First mover advantages in investing in transitional economies. <i>Thunderbird International Business Review</i> , 1998, 40, 141-163.	0.9	63

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73	Building a Strong Foothold in an Emerging Market: A Link Between Resource Commitment and Environment Conditions*. <i>Journal of Management Studies</i> , 2004, 41, 749-773.	6.0	61
74	Organizational dynamics and global integration. <i>Journal of International Management</i> , 2002, 8, 189-215.	2.4	60
75	A comparison of multinational and domestic firms in an emerging market: A strategic choice perspective. <i>Journal of International Management</i> , 1998, 4, 21-40.	2.4	59
76	Comparative strategic management: An emergent field in international management. <i>Journal of International Management</i> , 2011, 17, 190-200.	2.4	58
77	Dimensions of Knowledge: Comparing Asian and Western MNEs in China. <i>Asia Pacific Journal of Management</i> , 1999, 16, 75-93.	2.9	57
78	Title is missing!. <i>Asia Pacific Journal of Management</i> , 2002, 19, 127-151.	2.9	56
79	Offshoring Business Process Services and Governance Control Mechanisms: An Examination of Service Providers from India. <i>Production and Operations Management</i> , 2013, 22, 314-334.	2.1	54
80	A general framework of digitization risks in international business. <i>Journal of International Business Studies</i> , 2022, 53, 344-361.	4.6	53
81	A taxonomy of control mechanisms and effects on channel cooperation in China. <i>Journal of the Academy of Marketing Science</i> , 2011, 39, 307-326.	7.2	52
82	Partnering with foreign businesses: perspectives from Chinese firms. <i>Journal of Business Research</i> , 2002, 55, 481-493.	5.8	51
83	Human resources and international joint venture performance: a system perspective. <i>Journal of International Business Studies</i> , 2005, 36, 505-518.	4.6	51
84	New OLI advantages in digital globalization. <i>International Business Review</i> , 2021, 30, 101797.	2.6	50
85	Illusions of techno-nationalism. <i>Journal of International Business Studies</i> , 2022, 53, 550-567.	4.6	48
86	Strategic Responses to Competitive Pressure: The Case of Township and Village Enterprises in China. <i>Asia Pacific Journal of Management</i> , 1998, 15, 33-50.	2.9	45
87	Controlâ€œcooperation interfaces in global strategic alliances: a situational typology and strategic responses. <i>Journal of International Business Studies</i> , 2008, 39, 428-453.	4.6	43
88	Toward an action-based view of dynamic capabilities for international business. <i>Journal of International Business Studies</i> , 2022, 53, 583-600.	4.6	43
89	Achieving Temporal Ambidexterity in New Ventures. <i>Journal of Management Studies</i> , 2019, 56, 788-822.	6.0	42
90	Doing Business in a Transitional Society. <i>Business and Society</i> , 2013, 52, 515-549.	4.2	41

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91	Institutional imprinting, entrepreneurial agency, and private firm innovation in transition economies. <i>Journal of World Business</i> , 2017, 52, 854-865.	4.6	41
92	The Structureâ€Performance Relationship in a Transitional Economy. <i>Journal of Business Research</i> , 1999, 46, 15-30.	5.8	39
93	Stimulating Exchange in International Joint Ventures: An Attachment-based View. <i>Journal of International Business Studies</i> , 2002, 33, 169-181.	4.6	39
94	Equity sharing in international joint ventures: an empirical analysis of strategic and environmental determinants. <i>Journal of International Management</i> , 2001, 7, 31-58.	2.4	36
95	Graft and business in emerging economies: An ecological perspective. <i>Journal of World Business</i> , 2009, 44, 225-237.	4.6	36
96	Toward a loose coupling view of digital globalization. <i>Journal of International Business Studies</i> , 2021, 52, 1646-1663.	4.6	34
97	A Strategic Analysis of Product Recalls: The Role of Moral Degradation and Organizational Control. <i>Management and Organization Review</i> , 2008, 4, 183-196.	1.8	33
98	Managing Human Resources in Cross-Border Alliances. , 0, , .		31
99	Are we on the same page?. <i>Journal of World Business</i> , 2009, 44, 383-396.	4.6	30
100	When are emerging market multinationals more risk taking?. <i>Global Strategy Journal</i> , 2018, 8, 635-664.	4.4	30
101	Governing business process offshoring: Properties, processes, and preferred modes. <i>Journal of World Business</i> , 2013, 48, 407-419.	4.6	29
102	Competing in Complex Cross-Cultural World: Philosophical Insights from Yin-Yang. <i>Cross Cultural and Strategic Management</i> , 2016, 23, .	1.0	27
103	Financial performance comparison between international joint ventures and wholly foreign-owned enterprises in China. <i>Thunderbird International Business Review</i> , 1995, 37, 599-613.	0.3	25
104	From gain-sharing to gain-generation: The quest for distributive justice in international joint ventures. <i>Journal of International Management</i> , 2009, 15, 343-356.	2.4	25
105	The unbalanced indirect effects of task characteristics on performance in professional service outsourcing. <i>International Journal of Production Economics</i> , 2017, 193, 281-293.	5.1	24
106	Developing compositional capability in emerging-market SMEs. <i>Journal of World Business</i> , 2021, 56, 101148.	4.6	24
107	Autonomy of foreign R&D units in an emerging market: An information processing perspective. <i>Management International Review</i> , 2006, 46, 349-378.	2.1	23
108	Toward a reverse adaptation view in cross-cultural management. <i>Cross Cultural and Strategic Management</i> , 2016, 23, 29-41.	1.0	21

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109	Springboard MNEs under de-globalization. <i>Journal of International Business Studies</i> , 2022, 53, 767-780.	4.6	21
110	A diagnostic model of private control and collective control in buyer-supplier relationships. <i>Industrial Marketing Management</i> , 2017, 63, 116-128.	3.7	20
111	International springboard as an entrepreneurial act. <i>Journal of World Business</i> , 2021, 56, 101176.	4.6	20
112	Strategic entry or strategic exit? International presence by emerging economy enterprises. <i>International Business Review</i> , 2018, 27, 418-430.	2.6	19
113	New connectivity in the fragmented world. <i>Journal of International Business Studies</i> , 2022, 53, 962-980.	4.6	19
114	Adaptive learning in international business. <i>Journal of International Business Studies</i> , 2020, 51, 1547-1567.	4.6	18
115	How much does industry structure impact foreign direct investment in China?. <i>International Business Review</i> , 1997, 6, 337-359.	2.6	17
116	Private control and collective control in international joint ventures. <i>Management International Review</i> , 2007, 47, 531-566.	2.1	17
117	Typology and Effects of Co-opetition in Buyer-Supplier Relationships: Evidence from the Chinese Home Appliance Industry. <i>Management and Organization Review</i> , 2014, 10, 439-465.	1.8	17
118	Industry Attractiveness, Firm Competence, and International Investment Performance in a Transitional Economy. <i>Bulletin of Economic Research</i> , 1998, 50, 73-82.	0.5	14
119	Strategic Response to a Volatile Environment: The Case of Cross-Cultural Cooperative Ventures. <i>Asia Pacific Journal of Management</i> , 2001, 18, 7-25.	2.9	13
120	Becoming a great reviewer: Four actionable guidelines. <i>Journal of International Business Studies</i> , 2017, 48, 1-9.	4.6	11
121	The dark side of informal institutions: How crime, corruption, and informality influence foreign firms' commitment. <i>Global Strategy Journal</i> , 2022, 12, 209-244.	4.4	11
122	International strategy and subsidiary performance in China. <i>Thunderbird International Business Review</i> , 1999, 41, 153-178.	0.9	10
123	Entering China Today. <i>Journal of Global Marketing</i> , 2000, 14, 57-82.	2.0	9
124	Making Geographic Dispersion Work for Emerging Market MNEs. <i>Journal of International Management</i> , 2020, 27, 100800.	2.4	8
125	Typology and Effects of Co-opetition in Buyer-Supplier Relationships: Evidence from the Chinese Home Appliance Industry. <i>Management and Organization Review</i> , 2014, 10, 439-465.	1.8	5
126	Managing the hearts of boundary spanners: CEO organizational identification and international joint venture performance. <i>Asia Pacific Journal of Management</i> , 2023, 40, 87-119.	2.9	5

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127	The Multinational Corporation as a Multilingual Community: Language and Organization in a Global Context. <i>JIBS Special Collections</i> , 2017, , 59-92.	0.5	5
128	Entry Strategies in Business Process Offshoring. <i>Journal of Leadership and Organizational Studies</i> , 2013, 20, 448-464.	2.1	4
129	Social Entrepreneurship and Frugal Innovation: A Composition-Based View. <i>Journal of Social Entrepreneurship</i> , 0, , 1-22.	1.7	3
130	The cultural relevance of the composition-based view. <i>Asia Pacific Journal of Management</i> , 2021, 38, 815-824.	2.9	2
131	A Comparison of Multinational and Domestic Firms in an Emerging Market: A Strategic Choice Perspective. <i>SSRN Electronic Journal</i> , 1998, , .	0.4	1
132	The growth of the firm in China: an information-processing perspective. , 0, , .		1
133	From "West Leads East" to "West Meets East": Philosophical Insights from Asia. <i>Research in Global Strategic Management</i> , 2014, , 3-28.	0.5	0