

Oded Shenkar

List of Publications by Year in descending order

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105
papers

11,315
citations

57758

44
h-index

38395

95
g-index

107
all docs

107
docs citations

107
times ranked

4413
citing authors

#	ARTICLE	IF	CITATIONS
1	Cultural Distance Revisited: Towards a More Rigorous Conceptualization and Measurement of Cultural Differences. <i>Journal of International Business Studies</i> , 2001, 32, 519-535.	7.3	1,439
2	Clustering Countries on Attitudinal Dimensions: A Review and Synthesis. <i>Academy of Management Review</i> , 1985, 10, 435-454.	11.7	1,165
3	Institutional Distance and the Multinational Enterprise. <i>Academy of Management Review</i> , 2002, 27, 608.	11.7	741
4	Note: Institutional Distance and The Multinational Enterprise. <i>Academy of Management Review</i> , 2002, 27, 608-618.	11.7	601
5	National and Corporate Cultural Fit in Mergers/Acquisitions: An Exploratory Study. <i>Management Science</i> , 1996, 42, 1215-1227.	4.1	481
6	Clustering Countries on Attitudinal Dimensions: A Review and Synthesis. <i>Academy of Management Review</i> , 1985, 10, 435.	11.7	361
7	From "Distance" to "Friction": Substituting Metaphors and Redirecting Intercultural Research. <i>Academy of Management Review</i> , 2008, 33, 905-923.	11.7	308
8	Mapping world cultures: Cluster formation, sources and implications. <i>Journal of International Business Studies</i> , 2013, 44, 867-897.	7.3	302
9	Paradoxes of Organizational Theory and Research: Using the Case of China to Illustrate National Contingency. <i>Management Science</i> , 1994, 40, 56-71.	4.1	285
10	Cultural distance revisited: Towards a more rigorous conceptualization and measurement of cultural differences. <i>Journal of International Business Studies</i> , 2012, 43, 1-11.	7.3	279
11	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.	7.3	275
12	Knowledge Search in International Cooperative Ventures. <i>Organization Science</i> , 1999, 10, 134-143.	4.5	245
13	Role Conflict and Role Ambiguity of Chief Executive Officers in International Joint Ventures. <i>Journal of International Business Studies</i> , 1992, 23, 55-75.	7.3	237
14	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.	7.3	225
15	A Managerial Decision Model of International Cooperative Venture Formation. <i>Journal of International Business Studies</i> , 1994, 25, 91-113.	7.3	219
16	Beyond cultural distance: Switching to a friction lens in the study of cultural differences. <i>Journal of International Business Studies</i> , 2012, 43, 12-17.	7.3	180
17	Mitigating risk in international mergers and acquisitions: the role of contingent payouts. <i>Journal of International Business Studies</i> , 2004, 35, 19-32.	7.3	177
18	One more time: international business in a global economy. <i>Journal of International Business Studies</i> , 2004, 35, 161-171.	7.3	176

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19	Treasures in the China house: a review of management and organizational research on Greater China. <i>Journal of Business Research</i> , 2001, 52, 95-110.	10.2	173
20	Mitigating liabilities of foreignness. <i>Journal of International Management</i> , 2002, 8, 283-300.	4.2	171
21	Reputation, Image, Prestige, and Goodwill: An Interdisciplinary Approach to Organizational Standing. <i>Human Relations</i> , 1997, 50, 1361-1381.	5.4	163
22	Human Resources Management in International Joint Ventures: Directions for Research. <i>Academy of Management Review</i> , 1987, 12, 546-557.	11.7	159
23	International joint ventures' problems in China: Risks and remedies. <i>Long Range Planning</i> , 1990, 23, 82-90.	4.9	156
24	Social Identities in an International Joint Venture: An Exploratory Case Study. <i>Organization Science</i> , 2001, 12, 161-178.	4.5	155
25	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.	7.3	141
26	National culture and expatriate deployment. <i>Journal of International Business Studies</i> , 2008, 39, 1293-1309.	7.3	141
27	The Cultural Context of Negotiations: The Implications of Chinese Interpersonal Norms. <i>Journal of Applied Behavioral Science</i> , The, 1987, 23, 263-275.	3.3	122
28	Toward a perspective of cultural friction in international business. <i>Journal of International Management</i> , 2011, 17, 1-14.	4.2	119
29	Social networks and opportunity recognition: A cultural comparison between Taiwan and the United States. <i>Strategic Management Journal</i> , 2011, 32, 1183-1205.	7.3	115
30	Working Abroad, Working with Others: How Firms Learn to Operate International Joint Ventures. <i>Academy of Management Journal</i> , 1997, 40, 426-442.	6.3	110
31	Cultural differences, MNE learning abilities, and the effect of experience on subsidiary mortality in a dissimilar culture: Evidence from Korean MNEs. <i>Journal of International Business Studies</i> , 2013, 44, 42-65.	7.3	109
32	Cultural distance, investment flow, and control in cross-border cooperation. <i>Strategic Management Journal</i> , 2008, 29, 1117-1125.	7.3	101
33	The People's Republic of China. <i>International Studies of Management and Organization</i> , 1994, 24, 9-34.	0.6	93
34	Cultural distance asymmetry in expatriate adjustment. <i>Cross Cultural Management</i> , 2007, 14, 150-160.	1.1	91
35	Linguistic gender marking and its international business ramifications. <i>Journal of International Business Studies</i> , 2014, 45, 1170-1178.	7.3	88
36	Failure as a Consequence of Partner Politics: Learning from the Life and Death of an International Cooperative Venture. <i>Human Relations</i> , 2002, 55, 565-601.	5.4	86

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37	National Animosity and Cross-Border Alliances. <i>Academy of Management Journal</i> , 2013, 56, 1516-1544.	6.3	81
38	Knowledge transfer from international joint ventures to local suppliers in a developing economy. <i>Journal of International Business Studies</i> , 2015, 46, 656-675.	7.3	75
39	The asymmetric relationship between national cultural distance and target premiums in cross-border M&A. <i>Journal of Corporate Finance</i> , 2016, 41, 542-571.	5.5	67
40	Joint venture dissolution as corporate divorce. <i>Academy of Management Perspectives</i> , 2002, 16, 92-105.	6.8	63
41	The Globalization of our Mental Maps: Evaluating the Geographic Scope of JIBS Coverage. <i>Journal of International Business Studies</i> , 1994, 25, 675-686.	7.3	62
42	Embracing the foreign: Cultural attractiveness and international strategy. <i>Strategic Management Journal</i> , 2017, 38, 950-971.	7.3	60
43	Human resources and international joint venture performance: a system perspective. <i>Journal of International Business Studies</i> , 2005, 36, 505-518.	7.3	51
44	Role conflict and ambiguity of CEOs in international joint ventures: A transaction cost perspective.. <i>Journal of Applied Psychology</i> , 2001, 86, 764-773.	5.3	49
45	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.	4.5	45
46	The Firm as a Total Institution: Reflections on the Chinese State Enterprise. <i>Organization Studies</i> , 1996, 17, 885-907.	5.3	44
47	Controlâ€œcooperation interfaces in global strategic alliances: a situational typology and strategic responses. <i>Journal of International Business Studies</i> , 2008, 39, 428-453.	7.3	43
48	The impact of country-dyadic military conflicts on market reaction to cross-border acquisitions. <i>Journal of International Business Studies</i> , 2020, 51, 299-325.	7.3	42
49	The role of context in SME internationalization â€œ A review. <i>Journal of World Business</i> , 2022, 57, 101267.	7.7	38
50	Language and market inclusivity for women entrepreneurship: the case of microfinance. <i>Journal of Business Venturing</i> , 2018, 33, 395-415.	6.3	35
51	Nationâ€œdyadic history and crossâ€œborder corporate deals: Role of conflict, trade, generational distance, and professional education. <i>Strategic Management Journal</i> , 2020, 41, 422-466.	7.3	33
52	The Performance Impact of Informal and Formal Institutional Differences in Cross-Border Alliances. <i>International Business Review</i> , 2019, 28, 104-118.	4.8	32
53	Cultural friction in leadership beliefs and foreign-invested enterprise survival. <i>Journal of International Business Studies</i> , 2016, 47, 453-470.	7.3	31
54	Structure and Importance of Work Goals Among Managers in the People's Republic of China. <i>Academy of Management Journal</i> , 1987, 30, 564-576.	6.3	30

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55	Is Bureaucracy Inevitable? The Chinese Experience. <i>Organization Studies</i> , 1984, 5, 289-306.	5.3	28
56	The Role Structure of Chinese Managers. <i>Human Relations</i> , 1998, 51, 51-72.	5.4	27
57	The Liability of Home: Institutional Friction and Firm Disadvantage Abroad. <i>Advances in International Management</i> , 2012, , 127-148.	0.3	27
58	FDI Experience Location and Subsidiary Mortality. <i>Management International Review</i> , 2013, 53, 477-509.	3.3	26
59	An empirical inquiry of negotiation effects in cross-cultural joint ventures. <i>Journal of International Management</i> , 2002, 8, 141-162.	4.2	25
60	From political praise to stock options: Reforming compensation systems in the people's republic of China. <i>Human Resource Management</i> , 1989, 28, 65-85.	5.8	24
61	Parent company dissimilarity and equity international joint venture effectiveness. <i>Journal of International Management</i> , 2001, 7, 81-104.	4.2	23
62	National culture and international business: A path forward. <i>Journal of International Business Studies</i> , 2022, 53, 516-533.	7.3	23
63	Dynamic capabilities and internationalization of authentic firms: Role of heritage assets, administrative heritage, and signature processes. <i>Journal of International Business Studies</i> , 2022, 53, 601-635.	7.3	21
64	Structural Contingency Revisited: Toward a Dynamic System Model. <i>Emergence: Complexity and Organization</i> , 2002, 4, 51-85.	0.1	16
65	Neglected elements: What we should cover more of in international business research. <i>Journal of International Business Studies</i> , 2022, 53, 1484-1507.	7.3	15
66	Clustering Variables: The Application of Nonmetric Multivariate Analysis Techniques in Comparative Management Research. <i>International Studies of Management and Organization</i> , 1988, 18, 72-87.	0.6	14
67	Business as International Politics: Drawing Insights from Nation-State to Inter-Firm Alliances. <i>Business and Politics</i> , 2009, 11, 1-31.	0.8	14
68	The Rise and Fall of Structural Contingency Theory: A Theory's "autopsy". <i>Journal of Management Studies</i> , 2022, 59, 782-818.	8.3	14
69	Cost-Benefit Analysis of Quality Circles: A Case Study. <i>Human Systems Management</i> , 1992, 11, 35-40.	1.1	10
70	How Country Reputation Differentials Influence Market Reaction to International Acquisitions. <i>Journal of Management Studies</i> , 2021, 58, 1609-1639.	8.3	10
71	Construct Dimensions in the Contingency Model: An Analysis Comparing Metric and Non-Metric Multivariate Instruments. <i>Human Relations</i> , 1995, 48, 559-580.	5.4	9
72	Using interdisciplinary lenses to enrich the treatment of culture in international business. <i>International Business Review</i> , 2021, 30, 101799.	4.8	8

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73	Robotics: A challenge for occupational psychology*. Journal of Occupational Psychology, 1988, 61, 103-112.	1.5	7
74	Uncovering some paths in the Japanese management theory jungle. Human Systems Management, 1988, 7, 221-230.	1.1	7
75	Revisiting emerging market multinational enterprise views: The Goldilocks story restated. Journal of International Business Studies, 2022, 53, 781-802.	7.3	7
76	Entrepreneurial strategies in a transitional economy: Chinese state and non-state enterprises compared and contrasted. International Journal of Entrepreneurship and Innovation Management, 2005, 5, 518.	0.1	6
77	Knowledge flows in international business: a <i>JIBS</i> citation analysis. EuroMed Journal of Business, 2009, 4, 111-126.	3.2	6
78	The last frontier of globalization: Trade and foreign direct investment in healthcare. Journal of International Business Studies, 2022, 53, 362-374.	7.3	6
79	Rejoinder to Clegg and Higgins. Organization Studies, 1989, 10, 117-122.	5.3	5
80	Variations in the economic development of China's provinces: an exploratory look. Geo Journal, 1990, 21, 177-183.	3.1	5
81	Management Education for International Joint Venture Managers. Leadership and Organization Development Journal, 1993, 14, 15-20.	3.0	5
82	Agricultural Roots and Subnational Cultural Heterogeneity in Domestic Acquisitions. Strategy Science, 2021, 6, 141-165.	2.9	5
83	Managing the hearts of boundary spanners: CEO organizational identification and international joint venture performance. Asia Pacific Journal of Management, 2023, 40, 87-119.	4.5	5
84	The Multinational Corporation as a Multilingual Community: Language and Organization in a Global Context. JIBS Special Collections, 2017, , 59-92.	1.2	5
85	Death of the "organization man": Temporal relations in strategic alliances. Thunderbird International Business Review, 1995, 37, 537-553.	0.3	4
86	International Joint Ventures:. Journal of Global Marketing, 1991, 5, 145-161.	3.4	3
87	Linguistic Gender Marking and Its International Business Ramifications. JIBS Special Collections, 2017, , 194-208.	1.2	3
88	Motivational Implications of Different Robot Types. International Journal of Operations and Production Management, 1985, 5, 50-57.	5.9	2
89	Blue, white and steel collar: a case study of robot introduction. New Technology, Work and Employment, 1988, 3, 66-73.	4.0	2
90	Macro variables and technological change: The diffusion of industrial robots in Japan and the United States. Journal of High Technology Management Research, 1992, 3, 189-211.	4.9	2

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91	NATIONAL CONTEXT AND THE METANATIONAL PERSPECTIVE IN INTERNATIONAL STRATEGY. <i>Advances in International Management</i> , 0, , 67-82.	0.3	2
92	Switching analytical mindsets: A person-centered approach to the analysis of cultural values. <i>International Journal of Cross Cultural Management</i> , 2020, 20, 223-247.	2.1	2
93	Rejoinder to Clegg and Higgins: Better Expert than Orthodox. <i>Organization Studies</i> , 1989, 10, 423-424.	5.3	1
94	Managing in a Robotic Age. <i>Human Systems Management</i> , 1990, 9, 107-114.	1.1	1
95	China, Economics, and FDI Reflections on Selling China. <i>Management and Organization Review</i> , 2005, 1, 315-318.	2.1	1
96	Chapter 3 Knowledge Flows in International Business: A JIBS. <i>International Business and Management</i> , 2011, , 45-62.	0.1	1
97	Knowledge Search and Governance Choice: International Joint Ventures in the People's Republic of China. , 2003, , 91-109.		1
98	The meaning of industrial prestige. <i>Quality and Quantity</i> , 1987, 21, 409.	3.7	0
99	â€œJapanologyâ€™ in Organizational Sciences: The Myth and its Dangers. <i>Human Systems Management</i> , 1990, 9, 47-49.	1.1	0
100	Applying a non parametric methodology to the study of corporate reputation. <i>Quality and Quantity</i> , 1996, 30, 371.	3.7	0
101	The Robot Masters: How Japan Has Won the Race to the Robotized Work Place. <i>International Journal of Human Factors in Manufacturing</i> , 1991, 1, 143-153.	0.4	0
102	In the Eye of the Beholder: The Asymmetric Impact of National Cultural Distance on Target Premiums for US And Foreign Firms in Cross-Border M&As. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	0
103	Culture and Cross-Border Alliances. , 2019, , 411-420.		0
104	Internal Governance and Corporate Fraud. <i>Journal of Accounting, Auditing & Finance</i> , 2023, 38, 596-619.	1.8	0
105	ISMO and international business: past and future. <i>International Studies of Management and Organization</i> , 2020, 50, 300-302.	0.6	0