

# Mari Sako

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11094373/publications.pdf>

Version: 2024-02-01

27  
papers

2,405  
citations

623734

14  
h-index

752698

20  
g-index

31  
all docs

31  
docs citations

31  
times ranked

1491  
citing authors

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 1  | Determinants of trust in supplier relations: Evidence from the automotive industry in Japan and the United States. <i>Journal of Economic Behavior and Organization</i> , 1998, 34, 387-417. | 2.0 | 524       |
| 2  | Profiting from business model innovation: Evidence from Pay-As-You-Drive auto insurance. <i>Research Policy</i> , 2013, 42, 101-116.   | 6.4 | 260       |
| 3  | Outsourcing and Offshoring: Implications for Productivity of Business Services. <i>Oxford Review of Economic Policy</i> , 2006, 22, 499-512.   | 1.9 | 130       |
| 4  | The unbundling of corporate functions: the evolution of shared services and outsourcing in human resource management. <i>Industrial and Corporate Change</i> , 2010, 19, 1367-1396.          | 2.8 | 97        |
| 5  | AI-enabled business models in legal services: from traditional law firms to next-generation law companies?. <i>Journal of Professions and Organization</i> , 2020, 7, 27-46.                 | 1.5 | 53        |
| 6  | Business models for strategy and innovation. <i>Communications of the ACM</i> , 2012, 55, 22-24.   | 4.5 | 50        |
| 7  | Supplier strategy in global value chains: shaping governance and profiting from upgrading. <i>Socio-Economic Review</i> , 2019, 17, 687-707.   | 3.0 | 50        |
| 8  | Strategy Meets Institutions: The Transformation of Management-Labor Relations at Deutsche Telekom and Ntt. <i>ILR Review</i> , 2006, 59, 347-366.  | 2.3 | 45        |
| 9  | Management innovation in supply chain: appreciating Chandler in the twenty-first century. <i>Industrial and Corporate Change</i> , 2010, 19, 399-429.  | 2.8 | 43        |
| 10 | How Do Plural-Sourcing Firms Make and Buy? The Impact of Supplier Portfolio Design. <i>Organization Science</i> , 2016, 27, 1161-1182.   | 4.5 | 42        |
| 11 | The nature and impact of employee 'voice' in the European car components industry. <i>Human Resource Management Journal</i> , 1998, 8, 5-13.   | 5.7 | 39        |
| 12 | NETWORK INTERACTIONS AND MUTUAL DEPENDENCE: A TEST IN THE CAR INDUSTRY. <i>Industry and Innovation</i> , 2000, 7, 117-144.   | 3.1 | 33        |
| 13 | Institutional Aspects of Youth Employment and Training Policy: A Comment on Marsden and Ryan. <i>British Journal of Industrial Relations</i> , 1991, 29, 485-490.                            | 1.2 | 23        |
| 14 | Does Embeddedness Imply Limits to Within-Country Diversity?. <i>British Journal of Industrial Relations</i> , 2005, 43, 585-592.   | 1.2 | 21        |
| 15 | Artificial intelligence and the future of professional work. <i>Communications of the ACM</i> , 2020, 63, 25-27.   | 4.5 | 16        |
| 16 | Do industries matter?. <i>Labour Economics</i> , 2008, 15, 673-686.  | 1.7 | 10        |
| 17 | Driving power in global supply chains. <i>Communications of the ACM</i> , 2011, 54, 23-25.   | 4.5 | 8         |
| 18 | Outsourcing and Offshoring of Professional Services. , 2015, , .   |     | 5         |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 19 | When suppliers shift my boundaries: Supplier employee mobility and its impact on buyer firms' sourcing strategy. <i>Strategic Management Journal</i> , 2020, 41, 1682-1711. | 7.3 | 5         |
| 20 | Unlocking the potential of AI for English law. <i>International Journal of the Legal Profession</i> , 2021, 28, 65-83.  | 0.3 | 4         |
| 21 | The Unbundling of Corporate Functions: The Evolution of Shared Services and Outsourcing in Human Resource Management. <i>SSRN Electronic Journal</i> , 2009, , .            | 0.4 | 3         |
| 22 | Organizational Diversity and Institutional Change: Evidence from Financial and Labour Markets in Japan. <i>SSRN Electronic Journal</i> , 0, , .                             | 0.4 | 3         |
| 23 | The effect of coordination requirements on sourcing decisions: Evidence from patent prosecution services. <i>Strategic Management Journal</i> , 2022, 43, 1141-1169.        | 7.3 | 2         |
| 24 | From Governance to Strategy: Injecting Management Studies into Global Value Chains. <i>SSRN Electronic Journal</i> , 0, , .   | 0.4 | 1         |
| 25 | Firm-Level Strategy and Global Value Chains. <i>SSRN Electronic Journal</i> , 0, , .  | 0.4 | 1         |
| 26 | Professional Skills. , 2017, , .  |     | 0         |
| 27 | Commentary on New Theories in Employment Relations. <i>ILR Review</i> , 2021, 74, 798-826.  | 2.3 | 0         |