

Jeffrey J Reuer

List of Publications by Year in descending order

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133
papers

8,321
citations

57631

44
h-index

53109

85
g-index

136
all docs

136
docs citations

136
times ranked

3901
citing authors

#	ARTICLE	IF	CITATIONS
1	Interorganizational Routines and Performance in Strategic Alliances. <i>Organization Science</i> , 2002, 13, 701-713.	3.0	886
2	Strategic alliance contracts: dimensions and determinants of contractual complexity. <i>Strategic Management Journal</i> , 2007, 28, 313-330.	4.7	558
3	Post-formation dynamics in strategic alliances. <i>Strategic Management Journal</i> , 2002, 23, 135-151.	4.7	414
4	Do make or buy decisions matter? The influence of organizational governance on technological performance. <i>Strategic Management Journal</i> , 2002, 23, 817-833.	4.7	386
5	Real options theory in strategic management. <i>Strategic Management Journal</i> , 2017, 38, 42-63.	4.7	249
6	Contractual Renegotiations in Strategic Alliances. <i>Journal of Management</i> , 2002, 28, 47-68.	6.3	219
7	Asymmetric information and joint venture performance: theory and evidence for domestic and international joint ventures. <i>Strategic Management Journal</i> , 2000, 21, 81-88.	4.7	217
8	International Joint Ventures and The Value of Growth Options. <i>Academy of Management Journal</i> , 2008, 51, 1014-1029.	4.3	211
9	The interplay of competition and cooperation. <i>Strategic Management Journal</i> , 2018, 39, 3033-3052.	4.7	204
10	Real options in multinational corporations: organizational challenges and risk implications. <i>Journal of International Business Studies</i> , 2007, 38, 215-230.	4.6	197
11	Mitigating risk in international mergers and acquisitions: the role of contingent payouts. <i>Journal of International Business Studies</i> , 2004, 35, 19-32.	4.6	177
12	Signals across Multiple Networks: How Venture Capital and Alliance Networks Affect Interorganizational Collaboration. <i>Academy of Management Journal</i> , 2013, 56, 852-866.	4.3	175
13	Experience Spillovers Across Corporate Development Activities. <i>Organization Science</i> , 2010, 21, 1195-1212.	3.0	165
14	MEASURING ORGANIZATIONAL DOWNSIDE RISK. <i>Strategic Management Journal</i> , 1996, 17, 671-691.	4.7	159
15	Firm Strategy and Economic Exposure to Foreign Exchange Rate Movements. <i>Journal of International Business Studies</i> , 1998, 29, 493-513.	4.6	156
16	Real Options in International Joint Ventures. <i>Journal of Management</i> , 2005, 31, 403-423.	6.3	156
17	A Signaling Theory of Acquisition Premiums: Evidence from IPO Targets. <i>Academy of Management Journal</i> , 2012, 55, 667-683.	4.3	150
18	Geographic distance and corporate acquisitions: signals from IPO firms. <i>Strategic Management Journal</i> , 2011, 32, 876-894.	4.7	148

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19	Searching for Alliance Partners: Effects of Geographic Distance on the Formation of R&D Collaborations. <i>Organization Science</i> , 2014, 25, 283-298.	3.0	137
20	Agency hazards and alliance portfolios. <i>Strategic Management Journal</i> , 2006, 27, 27-43.	4.7	133
21	Isolating Trust Outcomes from Exchange Relationships: Social Exchange and Learning Benefits of Prior Ties in Alliances. <i>Academy of Management Journal</i> , 2015, 58, 1826-1847.	4.3	106
22	Termination outcomes of research alliances. <i>Research Policy</i> , 2005, 34, 101-115.	3.3	104
23	Entrepreneurial alliances as contractual forms. <i>Journal of Business Venturing</i> , 2006, 21, 306-325.	4.0	100
24	Building a foreign sales base: the roles of capabilities and alliances for entrepreneurial firms. <i>Journal of Business Venturing</i> , 2004, 19, 285-307.	4.0	99
25	AGENCY COSTS AND THE PERFORMANCE IMPLICATIONS OF INTERNATIONAL JOINT VENTURE INTERNALIZATION. <i>Strategic Management Journal</i> , 1997, 18, 425-438.	4.7	95
26	Adverse selection and M&A design: The roles of alliances and IPOs. <i>Journal of Economic Behavior and Organization</i> , 2008, 66, 195-212.	1.0	94
27	How much does country matter? An analysis of firms' growth options. <i>Journal of International Business Studies</i> , 2008, 39, 387-405.	4.6	91
28	On the future of international joint venture research. <i>Journal of International Business Studies</i> , 2019, 50, 555-597.	4.6	91
29	From hybrids to hierarchies: shareholder wealth effects of joint venture partner buyouts. <i>Strategic Management Journal</i> , 2001, 22, 27-44.	4.7	90
30	Building Capabilities for Alliance Portfolios. <i>Long Range Planning</i> , 2009, 42, 96-114.	2.9	90
31	Adverse Selection in Acquisitions of Small Manufacturing Firms: A Comparison of Private and Public Targets. <i>Small Business Economics</i> , 2005, 24, 393-407.	4.4	89
32	Parent Firm Performance across International Joint Venture Life-cycle Stages. <i>Journal of International Business Studies</i> , 2000, 31, 1-20.	4.6	87
33	Asymmetric corporate exposures to foreign exchange rate changes. <i>Strategic Management Journal</i> , 1998, 19, 1183-1191.	4.7	85
34	Initial public offerings and the acquisition of entrepreneurial firms. <i>Strategic Organization</i> , 2007, 5, 155-176.	3.1	77
35	Alliance Dynamics for Entrepreneurial Firms. <i>Journal of Management Studies</i> , 2008, 45, 147-168.	6.0	76
36	Effects of Information Technology Capabilities on Strategic Alliances: Implications for the Resource-Based View. <i>Journal of Management Studies</i> , 2016, 53, 161-183.	6.0	74

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37	Real Options in Strategic Management. <i>Advances in Strategic Management</i> , 2007, , 3-28.	0.1	70
38	Mechanisms of Hybrid Governance: Administrative Committees in Non-Equity Alliances. <i>Academy of Management Journal</i> , 2016, 59, 510-533.	4.3	70
39	Agglomeration and the choice between acquisitions and alliances: An information economics perspective. <i>Strategic Management Journal</i> , 2016, 37, 1085-1106.	4.7	62
40	Signals and international alliance formation: The roles of affiliations and international activities. <i>Journal of International Business Studies</i> , 2014, 45, 321-337.	4.6	61
41	Discovering Valuable Growth Opportunities: An Analysis of Equity Alliances with IPO Firms. <i>Organization Science</i> , 2010, 21, 202-215.	3.0	60
42	Contracts, Negotiation, and Learning: An Examination of Termination Provisions. <i>Journal of Management Studies</i> , 2014, 51, 379-405.	6.0	60
43	What Makes a Decision Strategic?. <i>Strategy Science</i> , 2018, 3, 558-573.	2.1	58
44	Firm and industry influences on the value of growth options. <i>Strategic Organization</i> , 2006, 4, 71-95.	3.1	55
45	Contingent Earnouts in Acquisitions of Privately Held Targets. <i>Journal of Management</i> , 2009, 35, 857-879.	6.3	55
46	The Choice Between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>Organization Science</i> , 2012, 23, 1175-1190.	3.0	53
47	Geographic Co-location of Partners and Rivals: Implications for the Design of R&D Alliances. <i>Academy of Management Journal</i> , 2018, 61, 945-965.	4.3	53
48	On lemons and indigestibility: resource assembly through joint ventures. <i>Strategic Management Journal</i> , 2000, 21, 195-197.	4.7	48
49	Cooperation across Disciplines: A Multilevel Perspective on Cooperative Behavior in Governing Interfirm Relations. <i>Academy of Management Annals</i> , 2017, 11, 960-1004.	5.8	48
50	Knowledge sharing and safeguarding in R&D collaborations: The role of steering committees in biotechnology alliances. <i>Strategic Management Journal</i> , 2018, 39, 1912-1934.	4.7	48
51	Executive preferences for governance modes and exchange partners: An information economics perspective. <i>Strategic Management Journal</i> , 2013, 34, 1104-1122.	4.7	45
52	Board involvement in international joint ventures. <i>Strategic Management Journal</i> , 2014, 35, 1626-1644.	4.7	45
53	Sequential divestiture through initial public offerings. <i>Journal of Economic Behavior and Organization</i> , 2004, 54, 249-266.	1.0	43
54	Earnouts in mergers and acquisitions: A game-theoretic option pricing approach. <i>European Journal of Operational Research</i> , 2012, 223, 256-263.	3.5	43

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55	Entrepreneurship and strategic alliances. <i>Journal of Business Venturing</i> , 2006, 21, 401-404.	4.0	41
56	Network Prominence, Bargaining Power, and the Allocation of Value Capturing Rights in High-Tech Alliance Contracts. <i>Organization Science</i> , 2017, 28, 947-964.	3.0	40
57	Firm heterogeneity in growth option value: The role of managerial incentives. <i>Strategic Management Journal</i> , 2012, 33, 1557-1566.	4.7	37
58	Investment dynamics and financial constraints in IPO firms. <i>Strategic Entrepreneurship Journal</i> , 2009, 3, 29-45.	2.6	34
59	Structuring and Governing Alliances: New Directions for Research. <i>Global Strategy Journal</i> , 2014, 4, 241-256.	4.4	33
60	Competitive consequences of interfirm collaboration: How joint ventures shape industry profitability. <i>Journal of International Business Studies</i> , 2010, 41, 1056-1073.	4.6	32
61	Partner Selection in R&D Collaborations: Effects of Affiliations with Venture Capitalists. <i>Organization Science</i> , 2017, 28, 574-595.	3.0	32
62	How Do Real Options Matter? Empirical Research on Strategic Investments and Firm Performance. <i>Advances in Strategic Management</i> , 0, , 145-173.	0.1	30
63	The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>SSRN Electronic Journal</i> , 0, , .	0.4	29
64	Performance Implications of <sc>IJV</sc> Boards: A Contingency Perspective. <i>Journal of Management Studies</i> , 2013, 50, 1245-1266.	6.0	27
65	Bringing corporate governance to international joint ventures. <i>Global Strategy Journal</i> , 2011, 1, 54-66.	4.4	25
66	Corporate investments and growth options. <i>Managerial and Decision Economics</i> , 2007, 28, 863-877.	1.3	24
67	Real Options in Strategy and Finance: Current Gaps and Future Linkages. <i>Academy of Management Perspectives</i> , 2016, 30, 428-440.	4.3	22
68	STRATEGIC ALLIANCES AS CONTRACTUAL FORMS.. <i>Proceedings - Academy of Management</i> , 2003, 2003, R1-R6.	0.0	19
69	Board representation in international joint ventures. <i>Strategic Management Journal</i> , 2017, 38, 920-938.	4.7	19
70	The effects of multimarket contact on partner selection for technology cooperation. <i>Strategic Management Journal</i> , 2020, 41, 267-289.	4.7	19
71	Acquirersâ€™ Reception of Signals in M&A Markets: Effects of Acquirer Experiences on Target Selection. <i>Journal of Management Studies</i> , 2021, 58, 1237-1266.	6.0	19
72	Combinations of partners' joint venture formation motives. <i>European Business Review</i> , 2010, 22, 576-590.	1.9	18

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73	Interorganizational Imitation and Acquisitions of High-tech Ventures. <i>Strategic Management Journal</i> , 2017, 38, 2647-2665.	4.7	18
74	Alliance Contractual Design. , 2006, , 149-168.		17
75	Host country executives' assessments of international joint ventures and divestitures: An experimental approach. <i>Strategic Management Journal</i> , 2015, 36, 254-275.	4.7	16
76	Choosing Between Safeguards: Scope and Governance Decisions in R&D Alliances. <i>Journal of Management</i> , 2020, 46, 359-384.	6.3	15
77	International alliance negotiations: legal issues for general managers. <i>Business Horizons</i> , 2001, 44, 19-26.	3.4	14
78	Marshallian Forces and Governance Externalities: Location Effects on Contractual Safeguards in Research and Development Alliances. <i>Organization Science</i> , 2018, 29, 1112-1129.	3.0	14
79	Foundations and Futures of Strategic Management. <i>Strategic Management Review</i> , 2020, 1, 1-33.	0.5	14
80	The impact of corruption on market reactions to international strategic alliances. <i>Journal of International Business Studies</i> , 2022, 53, 187-202.	4.6	13
81	Insights of Signaling Theory for Acquisitions Research. <i>Advances in Mergers and Acquisitions</i> , 2013, , 173-191.	0.8	11
82	Alliance Contractual Design. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	10
83	The opportunities and challenges of entrepreneurial acquisitions. <i>European Management Review</i> , 2010, 7, 80-90.	2.2	10
84	Downside Risk Implications of Multinationality and International Joint Ventures. <i>Academy of Management Journal</i> , 2000, 43, 203-214.	4.3	9
85	International Joint Ventures and the Value of Growth Options. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	9
86	Risk Reduction Through Acquisitions: The Roles of Firm-Specific Investments and Agency Hazards. <i>Advances in Mergers and Acquisitions</i> , 0, , 25-49.	0.8	8
87	Adverse Selection and M&A Design: The Roles of Alliances and IPOs. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	7
88	Safeguarding from the Sharks: Board Representation in Minority Equity Partnerships. <i>Organization Science</i> , 2019, 30, 981-999.	3.0	7
89	Economies of Scope and Optimal Due Diligence in Corporate Acquisitions. <i>Organization Science</i> , 2021, 32, 1100-1119.	3.0	6
90	When are global decisions strategic?. <i>Global Strategy Journal</i> , 2022, 12, 714-737.	4.4	6

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91	How the JOBS Act is Reshaping IPOs: Implications for Entrepreneurial Firms. <i>Academy of Management Perspectives</i> , 2017, 31, 109-123.	4.3	5
92	Characteristics of Innovation-Driven Interfirm Alliances, 1957â€“2006. , 2019, , 370-389.		5
93	Ex-post governance in joint ventures: Determinants of monitoring by JV boards of directors. <i>Long Range Planning</i> , 2019, 52, 72-85.	2.9	5
94	Microfoundations of R&D Alliance Formation: The Interplay of Scientist Mobility and the Cooperative Context of Collaboration. <i>Strategy Science</i> , 2022, 7, 56-70.	2.1	5
95	MEASURING ORGANIZATIONAL DOWNSIDE RISK. <i>Strategic Management Journal</i> , 1996, 17, 671-691.	4.7	5
96	Founder social capital and value appropriation in R&D alliance agreements. <i>Research Policy</i> , 2022, 51, 104474.	3.3	5
97	Executives' Assessments of International Joint Ventures in China: A Multi-Theoretical Investigation. <i>Management and Organization Review</i> , 2012, 8, 311-340.	1.8	4
98	The Effects of Contract Detail and Prior Ties on Contract Change: A Learning Perspective. <i>Organization Science</i> , 2021, 32, 480-499.	3.0	4
99	The Impact of Firm Speed Capabilities on the Decision to Partner or Go It Alone. <i>Strategy Science</i> , 2021, 6, 191-208.	2.1	4
100	The impact of initial public offerings on SMEsâ€™ foreign investment decisions. <i>Journal of International Business Studies</i> , 2022, 53, 879-901.	4.6	4
101	Special Issue Introduction: Assessing Key Dimensions of Strategic Decisions. <i>Strategy Science</i> , 2018, 3, 555-557.	2.1	3
102	Board leadership structures in international joint ventures. <i>Global Strategy Journal</i> , 2020, 10, 700-725.	4.4	3
103	Network Prominence, Bargaining Power, and the Allocation of Value Capture Rights in Alliance Contracts. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
104	Governance of Hybrid Organizations. <i>Annals of Corporate Governance</i> , 2018, 3, 1-81.	1.0	2
105	Responding to Digital Disruption through Alliances. , 2019, , 101-113.		2
106	The impact of industry IPOs on acquisitions of new ventures: An information spillovers perspective. <i>Long Range Planning</i> , 2021, 54, 101945.	2.9	2
107	How Multimarket Competition Fosters Collaboration: Mutual Forbearance and Market Power Effects. <i>Proceedings - Academy of Management</i> , 2015, 2015, 12554.	0.0	2
108	Switching Options and Coordination Costs in Multinational Firms. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

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109	Firm and Industry Influences on the Value of Growth Options. SSRN Electronic Journal, 2005, , .	0.4	1
110	Organizational economics insights from acquisitions research. Advances in Strategic Management, 2009, , 241-265.	0.1	1
111	Termination Payment Provisions in Acquisitions: An Information Economics Perspective. Advances in Strategic Management, 2014, , 69-102.	0.1	1
112	Social Psychological Foundations of Alliance Cooperation. , 2019, , 152-168.		1
113	The Effect of Alliance Scope on Knowledge Flows. , 2019, , 252-266.		1
114	Multimarket Competition and Alliance Formation. , 2019, , 305-321.		1
115	Pay to Play. , 2019, , 457-471.		1
116	Learning to Coordinate in Alliances. , 2019, , 135-151.		1
117	The Transaction Cost Theory of Equity Joint Ventures. , 2019, , 67-82.		1
118	Using Alliances to Test Core Theories of Strategic and International Management. , 2019, , 83-98.		1
119	Effects of R&D Investments and Market Signals on International Acquisitions: Evidence from IPO Firms. Journal of Risk and Financial Management, 2021, 14, 191.	1.1	1
120	Intrinsic speed capabilities and alliance partner attractiveness. Strategic Organization, 0, , 147612702110388.	3.1	1
121	Effects of Multimarket Contact on the Governance of R&D Alliances. Proceedings - Academy of Management, 2016, 2016, 14997.	0.0	1
122	Strategic investment models: New research opportunities. Research Methodology in Strategy and Management, 2009, , 269-300.	0.3	0
123	Determinants of Board Roles in IJVs in China: Control and Collaboration. Advances in International Management, 2015, , 235-265.	0.3	0
124	The Organizational Design of the Alliance Management System. , 2019, , 216-234.		0
125	Alliance Scope. , 2019, , 237-251.		0
126	Should I Stay or Should I Go Now?. , 2019, , 423-436.		0

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127	Frontiers of Alliance Research. , 2019, , 3-39.		0
128	Understanding Contracting Behavior. , 2019, , 40-54.		0
129	Performance Differences of Jointly Owned Firms in the US Electronics Sector. , 2019, , 114-122.		0
130	Attracting Knowledge Workers to High-tech Ventures: A Signaling Perspective on Employee Mobility. Advances in Strategic Management, 2020, , 415-431.	0.1	0
131	Multinational Investment and Organizational Risk: A Real Options Approach. , 2004, , 165-177.		0
132	Disentangling the Roles of Equity Market and Strategic Alliances in M&As: Valuation and Search Problems. SSRN Electronic Journal, 0, , .	0.4	0
133	Combinations of Partnersâ€™™ Joint Venture Formation Motives. , 2014, , 203-219.		0