

Gabriel Szulanski

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11404241/publications.pdf>

Version: 2024-02-01

18
papers

9,716
citations

567144

15
h-index

996849

15
g-index

19
all docs

19
docs citations

19
times ranked

4697
citing authors

#	ARTICLE	IF	CITATIONS
1	Exploring internal stickiness: Impediments to the transfer of best practice within the firm. <i>Strategic Management Journal</i> , 1996, 17, 27-43.	4.7	5,389
2	The Process of Knowledge Transfer: A Diachronic Analysis of Stickiness. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 82, 9-27.	1.4	1,250
3	Replication as Strategy. <i>Organization Science</i> , 2001, 12, 730-743.	3.0	946
4	When and How Trustworthiness Matters: Knowledge Transfer and the Moderating Effect of Causal Ambiguity. <i>Organization Science</i> , 2004, 15, 600-613.	3.0	462
5	Stickiness and the adaptation of organizational practices in cross-border knowledge transfers. <i>Journal of International Business Studies</i> , 2004, 35, 508-523.	4.6	430
6	Presumptive adaptation and the effectiveness of knowledge transfer. <i>Strategic Management Journal</i> , 2006, 27, 937-957.	4.7	254
7	Template Use and the Effectiveness of Knowledge Transfer. <i>Management Science</i> , 2007, 53, 1716-1730.	2.4	168
8	Reproducing Knowledge: Inaccurate Replication and Failure in Franchise Organizations. <i>Organization Science</i> , 2012, 23, 672-685.	3.0	139
9	Overcoming Stickiness: How the Timing of Knowledge Transfer Methods Affects Transfer Difficulty. <i>Organization Science</i> , 2016, 27, 304-322.	3.0	125
10	Getting it right the second time. <i>Harvard Business Review</i> , 2002, 80, 62-9, 125.	3.1	124
11	Growing through copying: The negative consequences of innovation on franchise network growth. <i>Research Policy</i> , 2008, 37, 1732-1741.	3.3	107
12	Overcoming stickiness: An empirical investigation of the role of the template in the replication of organizational routines. <i>Managerial and Decision Economics</i> , 2004, 25, 347-363.	1.3	81
13	Diffusion of Innovations Within Organizations: Electronic Switching in the Bell System, 1971â€“1982. <i>Organization Science</i> , 1997, 8, 543-559.	3.0	78
14	UNPACKING STICKINESS: AN EMPIRICAL INVESTIGATION OF THE BARRIERS TO TRANSFER BEST PRACTICE INSIDE THE FIRM.. <i>Proceedings - Academy of Management</i> , 1995, 1995, 437-441.	0.0	76
15	Opening Up: How Centralization Affects Participation and Inclusion in Strategy Making. <i>Long Range Planning</i> , 2017, 50, 385-396.	2.9	73
16	INCUMBENTSâ€™ FRAMING: THREE ESTABLISHED COMPANIES RESPOND TO THE INTERNET. <i>Advances in Strategic Management</i> , 0, , 77-106.	0.1	10
17	Adaptation of Know-how for Cross-border Transfer. , 2003, , 131-150.		3
18	On the Foundations of Organizational Knowledge. <i>Journal of Management Inquiry</i> , 2016, 25, 223-231.	2.5	0