

# Edward J Zajac

## List of Publications by Year in descending order

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70  
papers

16,598  
citations

50276

46  
h-index

106344

65  
g-index

71  
all docs

71  
docs citations

71  
times ranked

7218  
citing authors

#	ARTICLE	IF	CITATIONS
1	How Inductive and Deductive Generalization Shape the Guilt-by-Association Phenomenon Among Firms: Theory and Evidence. <i>Organization Science</i> , 2022, 33, 373-392.	4.5	14
2	Taking chances? The effect of CEO risk propensity on firms' risky internationalization decisions. <i>Journal of International Business Studies</i> , 2022, 53, 302-325.	7.3	11
3	When Is a Governmental Mandate not a Mandate? Predicting Organizational Compliance Under Semicoercive Conditions. <i>Journal of Management</i> , 2021, 47, 2169-2197.	9.3	17
4	Strength and Weakness in Numbers? Unpacking the Role of Prevalence in the Diffusion of Reverse Mergers. <i>Academy of Management Journal</i> , 2021, 64, 409-434.	6.3	7
5	Unpacking the dynamics of a contested practice: the case of executive compensation and the shareholder value orientation in the USA. <i>Socio-Economic Review</i> , 2021, 19, 157-187.	3.0	4
6	Multimarket coopetition: How the interplay of competition and cooperation affects entry into shared markets. <i>Long Range Planning</i> , 2020, 53, 101868.	4.9	23
7	The Cost of Status: When Social and Economic Interests Collide. <i>Organization Science</i> , 2019, 30, 869-884.	4.5	13
8	A Case of Evolutionary Mismatch? Why Facial Width-to-Height Ratio May Not Predict Behavioral Tendencies. <i>Psychological Science</i> , 2019, 30, 1074-1081.	3.3	32
9	On the Relationship Between Firms and Their Legal Environment: The Role of Cultural Consonance. <i>Organization Science</i> , 2019, 30, 803-830.	4.5	19
10	Thinking Broad and Deep: Why Some Directors Exert an Outsized Influence on Strategic Change. <i>Organization Science</i> , 2019, 30, 489-508.	4.5	18
11	On the duality of political and economic stakeholder influence on firm innovation performance: theory and evidence from Chinese firms. <i>Strategic Management Journal</i> , 2018, 39, 193-216.	7.3	193
12	Thinking Broad and Deep: Why Some Directors Exert an Outsized Influence on Strategic Change. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
13	Collaborative by Design? How Matrix Organizations See/Do Alliances. <i>Organization Science</i> , 2018, 29, 1130-1148.	4.5	10
14	Alliance or Acquisition? A Mechanisms-Based, Policy-Capturing Analysis. <i>Strategic Management Journal</i> , 2017, 38, 2353-2369.	7.3	14
15	When do firms change technology-sourcing vehicles? The role of poor innovative performance and financial slack. <i>Strategic Management Journal</i> , 2016, 37, 855-869.	7.3	84
16	How exploitation impedes and impels exploration: Theory and evidence. <i>Strategic Management Journal</i> , 2016, 37, 1431-1447.	7.3	70
17	Strategic Alliance Structures. <i>Journal of Management</i> , 2016, 42, 582-614.	9.3	142
18	Venture Capital Ownership as a Contingent Resource: How Owner-Firm Fit Influences IPO Outcomes. <i>Academy of Management Journal</i> , 2016, 59, 930-955.	6.3	36

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19	Power and Paradigms: The Dutch Response to Pressures for Shareholder Value. <i>Corporate Governance: an International Review</i> , 2015, 23, 60-75.	2.4	22
20	Under Construction: How Commensuration and Management Fashion Affect Corporate Reputation Rankings. <i>Organization Science</i> , 2014, 25, 591-608.	4.5	75
21	Ethnic diversity deflates price bubbles. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014, 111, 18524-18529.	7.1	197
22	A Behavioral Theory of Corporate Governance: Explicating the Mechanisms of Socially Situated and Socially Constituted Agency. <i>Academy of Management Annals</i> , 2013, 7, 607-661.	9.6	107
23	When Do Outsider CEOs Generate Strategic Change? The Enabling Role of Corporate Stability. <i>Journal of Management Studies</i> , 2013, 50, 1267-1294.	8.3	100
24	A Behavioral Theory of Corporate Governance: Explicating the Mechanisms of Socially Situated and Socially Constituted Agency. <i>Academy of Management Annals</i> , 2013, 7, 607-661.	9.6	240
25	Where can capabilities come from? network ties and capability acquisition in business groups. <i>Strategic Management Journal</i> , 2011, 32, 820-848.	7.3	220
26	Made to Fit: How Practices Vary As They Diffuse. <i>Academy of Management Review</i> , 2010, 35, 67-92.	11.7	381
27	MADE TO FIT: HOW PRACTICES VARY AS THEY DIFFUSE.. <i>Academy of Management Review</i> , 2010, 35, 67-92.	11.7	499
28	Control, collaboration, and productivity in international joint ventures: theory and evidence. <i>Strategic Management Journal</i> , 2009, 30, 865-884.	7.3	139
29	New Directions in Corporate Governance Research. <i>Organization Science</i> , 2008, 19, 381-385.	4.5	315
30	Alliance or acquisition? a dyadic perspective on interfirm resource combinations. <i>Strategic Management Journal</i> , 2007, 28, 1291-1317.	7.3	346
31	The Symbolic Management of Strategic Change: Sensegiving Via Framing and Decoupling. <i>Academy of Management Journal</i> , 2006, 49, 1173-1193.	6.3	665
32	Status Evolution and Competition: Theory and Evidence. <i>Academy of Management Journal</i> , 2005, 48, 282-296.	6.3	441
33	The Social Construction of Market Value: Institutionalization and Learning Perspectives on Stock Market Reactions. <i>American Sociological Review</i> , 2004, 69, 433-457.	5.2	405
34	Reply to Zuckerman: Should Sociological Theories Venture into "Economic Territory"? Yes!. <i>American Sociological Review</i> , 2004, 69, 466-471.	5.2	8
35	The strategy/governance structure fit relationship: theory and evidence in franchising arrangements. <i>Strategic Management Journal</i> , 2004, 25, 365-383.	7.3	231
36	Corporate elites and corporate strategy: how demographic preferences and structural position shape the scope of the firm. <i>Strategic Management Journal</i> , 2004, 25, 507-524.	7.3	352

#	ARTICLE	IF	CITATIONS
37	The Diffusion of Ideas over Contested Terrain: The (Non)adoption of a Shareholder Value Orientation among German Firms. <i>Administrative Science Quarterly</i> , 2004, 49, 501-534.	6.9	680
38	Decoupling Policy from Practice: The Case of Stock Repurchase Programs. <i>Administrative Science Quarterly</i> , 2001, 46, 202.	6.9	563
39	When will boards influence strategy? inclination $\tilde{A}$ — power = strategic change. <i>Strategic Management Journal</i> , 2001, 22, 1087-1111.	7.3	463
40	How Organizational Resources Affect Strategic Change and Performance in Turbulent Environments: Theory and Evidence. <i>Organization Science</i> , 2001, 12, 632-657.	4.5	553
41	Modeling the dynamics of strategic fit: a normative approach to strategic change. <i>Strategic Management Journal</i> , 2000, 21, 429-453.	7.3	689
42	Commentary on “alliances and networks” by R. Gulati. <i>Strategic Management Journal</i> , 1998, 19, 319-321.	7.3	44
43	The Symbolic Management of Stockholders: Corporate Governance Reforms and Shareholder Reactions. <i>Administrative Science Quarterly</i> , 1998, 43, 127.	6.9	596
44	Managerial incentives in organizations: Economic, political, and symbolic perspectives. , 1996, , 133-157.		2
45	Who Shall Succeed? How CEO/Board Preferences and Power Affect the Choice of New CEOs. <i>Academy of Management Journal</i> , 1996, 39, 64-90.	6.3	248
46	Exploring the Limits of the New Institutionalism: The Causes and Consequences of Illegitimate Organizational Change. <i>American Sociological Review</i> , 1996, 61, 812.	5.2	546
47	Accounting for the Explanations of CEO Compensation: Substance and Symbolism. <i>Administrative Science Quarterly</i> , 1995, 40, 283.	6.9	364
48	Who Shall Govern? CEO/Board Power, Demographic Similarity, and New Director Selection. <i>Administrative Science Quarterly</i> , 1995, 40, 60.	6.9	842
49	MANAGERIAL INCENTIVES, MONITORING, AND RISK BEARING IN INITIAL PUBLIC OFFERING FIRMS. <i>Journal of Applied Corporate Finance</i> , 1995, 8, 87-96.	0.8	10
50	Managerial Incentives, Monitoring, and Risk Bearing: A Study of Executive Compensation, Ownership, and Board Structure in Initial Public Offerings. <i>Administrative Science Quarterly</i> , 1994, 39, 313.	6.9	751
51	Competitive Organizational Behavior: Toward an Organizationally-Based Theory of Competitive Advantage. <i>Strategic Management Journal</i> , 1994, 15, 5-9.	7.3	537
52	The Costs and Benefits of Managerial Incentives and Monitoring in Large U.S. Corporations: When is More not Better?. <i>Strategic Management Journal</i> , 1994, 15, 121-142.	7.3	569
53	Substance and Symbolism in CEOs' Long-Term Incentive Plans. <i>Administrative Science Quarterly</i> , 1994, 39, 367.	6.9	615
54	FROM TRANSACTION COST TO TRANSACTIONAL VALUE ANALYSIS: IMPLICATIONS FOR THE STUDY OF INTERORGANIZATIONAL STRATEGIES*. <i>Journal of Management Studies</i> , 1993, 30, 131-145.	8.3	940

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55	A diametric forces model of strategic change: Assessing the antecedents and consequences of restructuring in the higher education industry. Strategic Management Journal, 1993, 14, 83-102.	7.3	243
56	SUBSTANCE AND SYMBOLISM IN CEOS' LONG-TERM INCENTIVE PLANS.. Proceedings - Academy of Management, 1993, 1993, 232-236.	0.1	10
57	The effect of agents and mediators on negotiation outcomes. Organizational Behavior and Human Decision Processes, 1992, 53, 55-73.	2.5	64
58	Blind Spots in Industry and Competitor Analysis: Implications of Interfirm (Mis)Perceptions for Strategic Decisions. Academy of Management Review, 1991, 16, 37.	11.7	66
59	BLIND SPOTS IN INDUSTRY AND COMPETITOR ANALYSIS: IMPLICATIONS OF INTERFIRM (MIS)PERCEPTIONS FOR STRATEGIC DECISIONS. Academy of Management Review, 1991, 16, 37-56.	11.7	413
60	New Organizational Forms for Enhancing Innovation: The Case of Internal Corporate Joint Ventures. Management Science, 1991, 37, 170-184.	4.1	165
61	Ceo selection, succession, compensation and firm performance: A theoretical integration and empirical analysis. Strategic Management Journal, 1990, 11, 217-230.	7.3	378
62	Perceptual and Archival Measures of Miles and Snow's Strategic Types: A Comprehensive Assessment of Reliability and Validity. Academy of Management Journal, 1990, 33, 817-832.	6.3	59
63	Changing generic strategies: Likelihood, direction, and performance implications. Strategic Management Journal, 1989, 10, 413-430.	7.3	400
64	Internal corporate joint ventures: Development processes and performance outcomes. Strategic Management Journal, 1988, 9, 527-542.	7.3	56
65	Ceo change and firm performance in large corporations: Succession effects and manager effects. Strategic Management Journal, 1987, 8, 305-317.	7.3	208
66	Strategic Adaptation in Health Care Organizations: Implications for Theory and Research. Medical Care Review, 1985, 42, 267-302.	0.9	54
67	Tailoring incentive systems to a strategic context. Strategy and Leadership, 1984, 12, 30-35.	0.2	15
68	Venture Capital Ownership as a Contingent Resource: How Owner/Firm Fit Influences IPO Outcomes. SSRN Electronic Journal, 0, , .	0.4	0
69	How Cognitive Congruence Drives Innovation in Interfirm Collaborations. SSRN Electronic Journal, 0, , .	0.4	0
70	Have a Go or Lay Low? Predicting Firms'™ Rhetorical Commitment versus Avoidance in Response to Polyolithic Governmental Pressures. Journal of Management Studies, 0, , .	8.3	4