

Jean-Francois Hennart

List of Publications by Year in descending order

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Version: 2024-02-01

62
papers

9,822
citations

94381

37
h-index

168321

53
g-index

64
all docs

64
docs citations

64
times ranked

3113
citing authors

#	ARTICLE	IF	CITATIONS
1	A transaction costs theory of equity joint ventures. <i>Strategic Management Journal</i> , 1988, 9, 361-374.	4.7	1,516
2	The Transaction Costs Theory of Joint Ventures: An Empirical Study of Japanese Subsidiaries in the United States. <i>Management Science</i> , 1991, 37, 483-497.	2.4	901
3	Boundaries of the Firm: Insights From International Entry Mode Research. <i>Journal of Management</i> , 2007, 33, 395-425.	6.3	653
4	Greenfield vs. Acquisition: The Strategy of Japanese Investors in the United States. <i>Management Science</i> , 1993, 39, 1054-1070.	2.4	557
5	Explaining the Swollen Middle: Why Most Transactions Are a Mix of "Market" and "Hierarchy". <i>Organization Science</i> , 1993, 4, 529-547.	3.0	531
6	Down with MNE-centric theories! Market entry and expansion as the bundling of MNE and local assets. <i>Journal of International Business Studies</i> , 2009, 40, 1432-1454.	4.6	477
7	THE CHOICE BETWEEN MERGERS/ACQUISITIONS AND JOINT VENTURES: THE CASE OF JAPANESE INVESTORS IN THE UNITED STATES. <i>Strategic Management Journal</i> , 1997, 18, 1-12.	4.7	450
8	The Impact of Culture on the Strategy of Multinational Enterprises: Does National Origin Affect Ownership Decisions?. <i>Journal of International Business Studies</i> , 1998, 29, 515-538.	4.6	430
9	The theoretical rationale for a multinationality-performance relationship. <i>Management International Review</i> , 2007, 47, 423-452.	2.1	358
10	Emerging market multinationals and the theory of the multinational enterprise. <i>Global Strategy Journal</i> , 2012, 2, 168-187.	4.4	292
11	The Impact of Joint Venture Status on the Longevity of Japanese Stakes in U.S. Manufacturing Affiliates. <i>Organization Science</i> , 1998, 9, 382-395.	3.0	278
12	Location, governance, and strategic determinants of Japanese manufacturing investment in the United States. <i>Strategic Management Journal</i> , 1994, 15, 419-436.	4.7	253
13	Cross-Cultural Differences and Joint Venture Longevity. <i>Journal of International Business Studies</i> , 2002, 33, 699-716.	4.6	210
14	Do multinationals really prefer to enter culturally distant countries through greenfields rather than through acquisitions? The role of parent experience and subsidiary autonomy. <i>Journal of International Business Studies</i> , 2008, 39, 472-490.	4.6	171
15	A hostage theory of joint ventures: why do Japanese investors choose partial over full acquisitions to enter the United States?. <i>Journal of Business Research</i> , 2004, 57, 1126-1134.	5.8	170
16	Japanese Investors' Choice of Joint Ventures Versus Wholly-owned Subsidiaries in the US: The Role of Market Barriers and Firm Capabilities. <i>Journal of International Business Studies</i> , 2002, 33, 1-18.	4.6	169
17	Can the "New Forms of Investment" Substitute for the "Old Forms"? A Transaction Costs Perspective. <i>Journal of International Business Studies</i> , 1989, 20, 211-234.	4.6	166
18	Greenfield or acquisition entry: A review of the empirical foreign establishment mode literature. <i>Journal of International Management</i> , 2007, 13, 403-429.	2.4	165

#	ARTICLE	IF	CITATIONS
19	Conducting and Integrating Strategy Research at the International, Corporate, and Business Levels: Issues and Directions. <i>Journal of Management</i> , 1995, 21, 357-393.	6.3	154
20	A theoretical assessment of the empirical literature on the impact of multinationality on performance. <i>Global Strategy Journal</i> , 2011, 1, 135-151.	4.4	147
21	The myth of the stay-at-home family firm: How family-managed SMEs can overcome their internationalization limitations. <i>Journal of International Business Studies</i> , 2019, 50, 758-782.	4.6	145
22	Why and how FDI stocks are a biased measure of MNE affiliate activity. <i>Journal of International Business Studies</i> , 2010, 41, 1444-1459.	4.6	136
23	Yes, we really do need more entry mode studies! A commentary on Shaver. <i>Journal of International Business Studies</i> , 2015, 46, 114-122.	4.6	128
24	The effects of linguistic distance and lingua franca proficiency on the stake taken by acquirers in cross-border acquisitions. <i>Journal of International Business Studies</i> , 2015, 46, 429-442.	4.6	121
25	â€˜Trojan horseâ€™ or â€˜Workhorseâ€™? the evolution of U.S.-Japanese joint ventures in the United States. <i>Strategic Management Journal</i> , 1999, 20, 15-29.	4.7	105
26	Transaction Cost Theory and International Business. <i>Journal of Retailing</i> , 2010, 86, 257-269.	4.0	102
27	Transaction Cost Theory: Past Progress, Current Challenges, and Suggestions for the Future. <i>Academy of Management Annals</i> , 2021, 15, 111-150.	5.8	102
28	Do Foreign Greenfields Outperform Foreign Acquisitions or Vice Versa? An Institutional Perspective. <i>Journal of Management Studies</i> , 2008, 45, 1301-1328.	6.0	92
29	Do exits proxy a liability of foreignness?. <i>Journal of International Management</i> , 2002, 8, 241-264.	2.4	90
30	Structural determinants of joint venture performance. <i>European Management Review</i> , 2005, 2, 105-115.	2.2	73
31	Digestibility and asymmetric information in the choice between acquisitions and joint ventures: where's the beef?. <i>Strategic Management Journal</i> , 2000, 21, 191-193.	4.7	63
32	What Is internalization?. <i>Weltwirtschaftliches Archiv</i> , 1986, 122, 791-804.	0.8	61
33	Some Empirical Dimensions of Countertrade. <i>Journal of International Business Studies</i> , 1990, 21, 243-270.	4.6	56
34	Digitalized service multinationals and international business theory. <i>Journal of International Business Studies</i> , 2019, 50, 1388-1400.	4.6	56
35	International Financial Capital Transfers: A Transaction Cost Framework. <i>Business History</i> , 1994, 36, 51-70.	0.6	52
36	Alliance Research: Less is More. <i>Journal of Management Studies</i> , 2006, 43, 1621-1628.	6.0	51

#	ARTICLE	IF	CITATIONS
37	Openness, international champions, and the internationalization of Multilatinas. Journal of World Business, 2017, 52, 518-532.	4.6	48
38	What's so special about born globals, their entrepreneurs or their business model?. Journal of International Business Studies, 2021, 52, 1665-1694.	4.6	40
39	Local complementary inputs as drivers of entry mode choices: The case of US investments in Brazil. International Business Review, 2015, 24, 466-475.	2.6	35
40	The Impact of Cultural Distance on Bilateral Arm's Length Exports. Management International Review, 2011, 51, 875-896.	2.1	32
41	Leveraging Asian institutions to deepen theory: A transaction cost perspective on relational governance. Asian Business and Management, 2015, 14, 257-282.	1.7	27
42	What drives cross-border M&As in commercial banking?. Journal of Banking and Finance, 2016, 72, S6-S18.	1.4	25
43	How does the routing of FDI to and via tax havens confound our understanding of Chinese MNE identity? A critical review of the empirical literature on Chinese MNEs. Asian Business and Management, 2019, 18, 337-359.	1.7	23
44	THE CHOICE BETWEEN MERGERS/ACQUISITIONS AND JOINT VENTURES: THE CASE OF JAPANESE INVESTORS IN THE UNITED STATES. , 1997, 18, 1.		23
45	Sources of and Responses to the Liability of Foreignness: The Case of Korean Companies in the Netherlands. Global Economic Review, 2007, 36, 17-35.	0.5	17
46	Springing from where? How emerging market firms become multinational enterprises. International Journal of Emerging Markets, 2018, 13, 568-585.	1.3	15
47	Formal institutional uncertainty and equity sought on foreign market entry: does industry matter?. Review of International Business and Strategy, 2020, 30, 421-440.	2.3	11
48	More than intent: A bundling model of MNE-SME interactions. Journal of International Business Studies, 2020, 51, 1176-1194.	4.6	11
49	Commentary: Why and how can Multinational Enterprises be value-creating organizations?. Journal of World Business, 2015, 50, 623-626.	4.6	8
50	How much is new in Brouthers et al.'s new foreign entry modes, and do they challenge the transaction cost theory of entry mode choice?. Journal of International Business Studies, 2022, 53, 2116-2132.	4.6	7
51	Industrial Collaboration and the European Internal Market. Journal of Common Market Studies, 1996, 34, 465-475.	1.3	5
52	Binomial Logistic Models, Transaction Costs, and Joint Ventures: A Methodological Note. , 1997, , 239-260.		3
53	Internalization Theory and the International Diversification: Performance Conundrum. Research in Global Strategic Management, 0, , 75-93.	0.5	2
54	'Trojan horse' or 'Workhorse'? the evolution of U.S.'Japanese joint ventures in the United States. Strategic Management Journal, 1999, 20, 15-29.	4.7	2

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55	From the American Challenge to the Dragons at Your Door: Forty Years of Work on the Theory of the Multinational Enterprise. <i>Advances in International Management</i> , 2013, , 5-34.	0.3	1
56	The Transaction Cost Theory of Equity Joint Ventures. , 2019, , 67-82.		1
57	THE CHOICE BETWEEN MERGERS/ACQUISITIONS AND JOINT VENTURES: THE CASE OF JAPANESE INVESTORS IN THE UNITED STATES. , 1997, 18, 1.		1
58	A Retrospective View on my Research Program in International Business. <i>Progress in International Business Research</i> , 2006, , 1-13.	0.3	1
59	Do Japanese investors use their joint ventures with European partners in Europe as Trojan horses to capture Their Knowledge?. <i>Progress in International Business Research</i> , 2009, , 139-155.	0.3	0
60	Comparative evolution of Japaneseâ€™European joint ventures in Japan and Europe. <i>Progress in International Business Research</i> , 2010, , 57-73.	0.3	0
61	Countertrade and Transaction Costs. , 2002, , 534-538.		0
62	A Transaction Cost Theory of the TNC. , 2015, , 25-52.		0