

# Jean-Francois Hennart

## List of Publications by Year in descending order

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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	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?. <i>Journal of International Business Studies</i> , 2022, 53, 2116-2132.	4.6	7
2	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
3	What's so special about born globals, their entrepreneurs or their business model?. <i>Journal of International Business Studies</i> , 2021, 52, 1665-1694.	4.6	40
4	Formal institutional uncertainty and equity sought on foreign market entry: does industry matter?. <i>Review of International Business and Strategy</i> , 2020, 30, 421-440.	2.3	11
5	More than intent: A bundling model of MNE-SME interactions. <i>Journal of International Business Studies</i> , 2020, 51, 1176-1194.	4.6	11
6	Digitalized service multinationals and international business theory. <i>Journal of International Business Studies</i> , 2019, 50, 1388-1400.	4.6	56
7	The Transaction Cost Theory of Equity Joint Ventures. , 2019, , 67-82.		1
8	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. <i>Asian Business and Management</i> , 2019, 18, 337-359.	1.7	23
9	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
10	Springing from where? How emerging market firms become multinational enterprises. <i>International Journal of Emerging Markets</i> , 2018, 13, 568-585.	1.3	15
11	Openness, international champions, and the internationalization of Multilatinas. <i>Journal of World Business</i> , 2017, 52, 518-532.	4.6	48
12	What drives cross-border M&As in commercial banking?. <i>Journal of Banking and Finance</i> , 2016, 72, S6-S18.	1.4	25
13	Leveraging Asian institutions to deepen theory: A transaction cost perspective on relational governance. <i>Asian Business and Management</i> , 2015, 14, 257-282.	1.7	27
14	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
15	Local complementary inputs as drivers of entry mode choices: The case of US investments in Brazil. <i>International Business Review</i> , 2015, 24, 466-475.	2.6	35
16	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
17	Commentary: Why and how can Multinational Enterprises be value-creating organizations?. <i>Journal of World Business</i> , 2015, 50, 623-626.	4.6	8
18	A Transaction Cost Theory of the TNC. , 2015, , 25-52.		0

#	ARTICLE	IF	CITATIONS
19	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
20	Emerging market multinationals and the theory of the multinational enterprise. <i>Global Strategy Journal</i> , 2012, 2, 168-187.	4.4	292
21	The Impact of Cultural Distance on Bilateral Armâ€™s Length Exports. <i>Management International Review</i> , 2011, 51, 875-896.	2.1	32
22	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
23	Transaction Cost Theory and International Business. <i>Journal of Retailing</i> , 2010, 86, 257-269.	4.0	102
24	Comparative evolution of Japaneseâ€™European joint ventures in Japan and Europe. <i>Progress in International Business Research</i> , 2010, , 57-73.	0.3	0
25	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
26	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
27	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
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 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
30	Sources of and Responses to the Liability of Foreignness: The Case of Korean Companies in the Netherlands. <i>Global Economic Review</i> , 2007, 36, 17-35.	0.5	17
31	Boundaries of the Firm: Insights From International Entry Mode Research. <i>Journal of Management</i> , 2007, 33, 395-425.	6.3	653
32	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
33	The theoretical rationale for a multinationality-performance relationship. <i>Management International Review</i> , 2007, 47, 423-452.	2.1	358
34	Alliance Research: Less is More. <i>Journal of Management Studies</i> , 2006, 43, 1621-1628.	6.0	51
35	A Retrospective View on my Research Program in International Business. <i>Progress in International Business Research</i> , 2006, , 1-13.	0.3	1
36	Structural determinants of joint venture performance. <i>European Management Review</i> , 2005, 2, 105-115.	2.2	73

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37	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
38	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
39	Cross-Cultural Differences and Joint Venture Longevity. <i>Journal of International Business Studies</i> , 2002, 33, 699-716.	4.6	210
40	Do exits proxy a liability of foreignness?. <i>Journal of International Management</i> , 2002, 8, 241-264.	2.4	90
41	Countertrade and Transaction Costs. , 2002, , 534-538.		0
42	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
43	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
44	â€˜Trojan horseâ€™ or â€˜Workhorseâ€™? the evolution of U.S.â€™Japanese joint ventures in the United States. <i>Strategic Management Journal</i> , 1999, 20, 15-29.	4.7	2
45	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
46	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
47	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
48	THE CHOICE BETWEEN MERGERS/ACQUISITIONS AND JOINT VENTURES: THE CASE OF JAPANESE INVESTORS IN THE UNITED STATES. , 1997, 18, 1.		1
49	THE CHOICE BETWEEN MERGERS/ACQUISITIONS AND JOINT VENTURES: THE CASE OF JAPANESE INVESTORS IN THE UNITED STATES. , 1997, 18, 1.		23
50	Binomial Logistic Models, Transaction Costs, and Joint Ventures: A Methodological Note. , 1997, , 239-260.		3
51	Industrial Collaboration and the European Internal Market. <i>Journal of Common Market Studies</i> , 1996, 34, 465-475.	1.3	5
52	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
53	International Financial Capital Transfers: A Transaction Cost Framework. <i>Business History</i> , 1994, 36, 51-70.	0.6	52
54	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

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55	Explaining the Swollen Middle: Why Most Transactions Are a Mix of "Market" and "Hierarchy". Organization Science, 1993, 4, 529-547.	3.0	531
56	Greenfield vs. Acquisition: The Strategy of Japanese Investors in the United States. Management Science, 1993, 39, 1054-1070.	2.4	557
57	The Transaction Costs Theory of Joint Ventures: An Empirical Study of Japanese Subsidiaries in the United States. Management Science, 1991, 37, 483-497.	2.4	901
58	Some Empirical Dimensions of Countertrade. Journal of International Business Studies, 1990, 21, 243-270.	4.6	56
59	Can the "New Forms of Investment" Substitute for the "Old Forms"? A Transaction Costs Perspective. Journal of International Business Studies, 1989, 20, 211-234.	4.6	166
60	A transaction costs theory of equity joint ventures. Strategic Management Journal, 1988, 9, 361-374.	4.7	1,516
61	What Is internalization?. Weltwirtschaftliches Archiv, 1986, 122, 791-804.	0.8	61
62	Internalization Theory and the International Diversification: Performance Conundrum. Research in Global Strategic Management, 0, , 75-93.	0.5	2