

# Paul Ingram

## List of Publications by Year in descending order

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44  
papers

8,619  
citations

172457

29  
h-index

276875

41  
g-index

46  
all docs

46  
docs citations

46  
times ranked

5072  
citing authors

#	ARTICLE	IF	CITATIONS
1	Lay Theories of Instrumental Relations: Explaining Individual Differences in Dispositional Similarity-Attraction. <i>Academy of Management Journal</i> , 2023, 66, 667-687.	6.3	7
2	Identity Multiplicity and the Formation of Professional Network Ties. <i>Academy of Management Journal</i> , 2023, 66, 720-743.	6.3	1
3	Income Inequality and Subjective Well-Being: Toward an Understanding of the Relationship and Its Mechanisms. <i>Business and Society</i> , 2018, 57, 1010-1044.	6.4	29
4	Asset ownership and incentives in early shareholder capitalism: Liverpool shipping in the eighteenth century. <i>Strategic Management Journal</i> , 2017, 38, 854-875.	7.3	17
5	The Cultural Contingency of Structure: Evidence from Entry to the Slave Trade In and Around the Abolition Movement. <i>American Journal of Sociology</i> , 2016, 122, 755-797.	0.5	8
6	Social networks and life satisfaction: The interplay of network density and regulatory focus. <i>Motivation and Emotion</i> , 2015, 39, 693-713.	1.3	32
7	Improvisation in Management. , 2014, , .		0
8	Bonds and boundaries: Network structure, organizational boundaries, and job performance. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 98-109.	2.5	59
9	Information Spillovers from Protests against Corporations. <i>Administrative Science Quarterly</i> , 2013, 58, 669-701.	6.9	62
10	The Failure of Private Regulation. <i>Administrative Science Quarterly</i> , 2013, 58, 37-68.	6.9	58
11	Spanning the Institutional Abyss: The Intergovernmental Network and the Governance of Foreign Direct Investment. <i>American Journal of Sociology</i> , 2013, 118, 1055-1098.	0.5	38
12	History in Strategy Research: what, why, and how?. <i>Advances in Strategic Management</i> , 2012, , 241-273.	0.1	29
13	Laws of Attraction. <i>American Sociological Review</i> , 2011, 76, 365-385.	5.2	63
14	Activists, categories, and markets: Racial diversity and protests against Walmart store openings in America. <i>Research in the Sociology of Organizations</i> , 2010, , 235-253.	0.8	8
15	Trouble in Store: Probes, Protests, and Store Openings by Wal-Mart, 1998-2007. <i>American Journal of Sociology</i> , 2010, 116, 53-92.	0.5	204
16	Embeddedness and New Idea Discussion in Professional Networks: The Mediating Role of Affect-Based Trust. <i>Journal of Creative Behavior</i> , 2010, 44, 85-104.	2.9	28
17	The Global Rise of Democracy. <i>American Sociological Review</i> , 2010, 75, 355-377.	5.2	118
18	Organizing the in-Between: The Population Dynamics of Network-Weaving Organizations in the Global Interstate Network. <i>Administrative Science Quarterly</i> , 2010, 55, 577-605.	6.9	36

#	ARTICLE	IF	CITATIONS
19	Continuous punishment and the potential of gentle rule enforcement. <i>Behavioural Processes</i> , 2010, 84, 366-371.	1.1	22
20	Institutional rivalry and the entrepreneurial strategy of economic development: business incubator foundings in three states. <i>Research in the Sociology of Work</i> , 2010, , 127-155.	1.5	4
21	Guanxi vs networking: Distinctive configurations of affect- and cognition-based trust in the networks of Chinese vs American managers. <i>Journal of International Business Studies</i> , 2009, 40, 490-508.	7.3	359
22	Business friendships. <i>Research in Organizational Behavior</i> , 2008, 28, 167-184.	1.2	104
23	From the Head and the Heart: Locating Cognition- and Affect-Based Trust in Managers' Professional Networks. <i>Academy of Management Journal</i> , 2008, 51, 436-452.	6.3	312
24	Structure, Affect and Identity as Bases of Organizational Competition and Cooperation. <i>Academy of Management Annals</i> , 2008, 2, 275-303.	9.6	41
25	Do People Mix at Mixers? Structure, Homophily, and the "Life of the Party". <i>Administrative Science Quarterly</i> , 2007, 52, 558-585.	6.9	163
26	Kinship in the Shadow of the Corporation: The Interbuilder Network in Clyde River Shipbuilding, 1711-1990. <i>American Sociological Review</i> , 2006, 71, 334-352.	5.2	64
27	The Intergovernmental Network of World Trade: IGO Connectedness, Governance, and Embeddedness. <i>American Journal of Sociology</i> , 2005, 111, 824-858.	0.5	167
28	Store Wars: The Enactment and Repeal of Anti-Chain-Store Legislation in America. <i>American Journal of Sociology</i> , 2004, 110, 446-487.	0.5	158
29	Enemies of the State: The Interdependence of Institutional Forms and the Ecology of the Kibbutz, 1910-1997. <i>Administrative Science Quarterly</i> , 2003, 48, 592.	6.9	51
30	The Transfer of Experience in Groups of Organizations: Implications for Performance and Competition. <i>Management Science</i> , 2002, 48, 1517-1533.	4.1	142
31	Knowledge Transfer in Organizations: Learning from the Experience of Others. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 82, 1-8.	2.5	616
32	Knowledge Transfer: A Basis for Competitive Advantage in Firms. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 82, 150-169.	2.5	2,759
33	The Choice-Within-Constraints New Institutionalism and Implications for Sociology. <i>Annual Review of Sociology</i> , 2000, 26, 525-546.	6.1	301
34	The Kibbutz for Organizational Behavior. <i>Research in Organizational Behavior</i> , 2000, 22, 283-343.	1.2	33
35	Friendships among Competitors in the Sydney Hotel Industry. <i>American Journal of Sociology</i> , 2000, 106, 387-423.	0.5	624
36	State Formation, Ideological Competition, and the Ecology of Israeli Workers' Cooperatives, 1920-1992. <i>Administrative Science Quarterly</i> , 2000, 45, 25.	6.9	109

#	ARTICLE	IF	CITATIONS
37	THE EXCHANGE OF EXPERIENCE IN A MORAL ECONOMY: EMBEDDED TIES AND VICARIOUS LEARNING IN KIBBUTZ AGRICULTURE.. Proceedings - Academy of Management, 1999, 1999, E1-E6.	0.1	5
38	Survival-Enhancing Learning in the Manhattan Hotel Industry, 1898â€“1980. Management Science, 1998, 44, 996-1016.	4.1	599
39	Organization and Ideology: Kibbutzim and Hired Labor, 1951-1965. Administrative Science Quarterly, 1997, 42, 784.	6.9	112
40	Chain Affiliation and the Failure of Manhattan Hotels, 1898-1980. Administrative Science Quarterly, 1997, 42, 68.	6.9	334
41	OPPORTUNITY AND CONSTRAINT: ORGANIZATIONSâ€™ LEARNING FROM THE OPERATING AND COMPETITIVE EXPERIENCE OF INDUSTRIES. Strategic Management Journal, 1997, 18, 75-98.	7.3	389
42	Institutions, Intergroup Competition, and the Evolution of Hotel Populations Around Niagara Falls. Administrative Science Quarterly, 1996, 41, 629.	6.9	179
43	Interorganizational learning and the dynamics of chain relationships. Advances in Strategic Management, 0, , 109-139.	0.1	31
44	Introduction: The new institutionalism in strategic management. Advances in Strategic Management, 0, , 1-30.	0.1	132