

Justin W Webb

List of Publications by Year in descending order

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41
papers

7,085
citations

117625

34
h-index

276875

41
g-index

42
all docs

42
docs citations

42
times ranked

4559
citing authors

#	ARTICLE	IF	CITATIONS
1	You Say Illegal, I Say Legitimate: Entrepreneurship in the Informal Economy. <i>Academy of Management Review</i> , 2009, 34, 492-510.	11.7	799
2	A multi-theoretic perspective on trust and power in strategic supply chains. <i>Journal of Operations Management</i> , 2007, 25, 482-497.	5.2	465
3	Crowdfunding in a Prosocial Microlending Environment: Examining the Role of Intrinsic versus Extrinsic Cues. <i>Entrepreneurship Theory and Practice</i> , 2015, 39, 53-73.	10.2	462
4	Research on entrepreneurship in the informal economy: Framing a research agenda. <i>Journal of Business Venturing</i> , 2013, 28, 598-614.	6.3	375
5	Strategic entrepreneurship: Creating competitive advantage through streams of innovation. <i>Business Horizons</i> , 2007, 50, 49-59.	5.2	366
6	A Competency-Based Perspective on Entrepreneurship Education: Conceptual and Empirical Insights. <i>Journal of Small Business Management</i> , 2013, 51, 352-369.	4.8	365
7	Funders' positive affective reactions to entrepreneurs' crowdfunding pitches: The influence of perceived product creativity and entrepreneurial passion. <i>Journal of Business Venturing</i> , 2017, 32, 90-106.	6.3	354
8	Institutional Polycentrism, Entrepreneurs' Social Networks, and New Venture Growth. <i>Academy of Management Journal</i> , 2013, 56, 1024-1049.	6.3	346
9	The Entrepreneurship Process in Base of the Pyramid Markets: The Case of Multinational Enterprise/Nongovernment Organization Alliances. <i>Entrepreneurship Theory and Practice</i> , 2010, 34, 555-581.	10.2	305
10	Persuasion in crowdfunding: An elaboration likelihood model of crowdfunding performance. <i>Journal of Business Venturing</i> , 2017, 32, 707-725.	6.3	302
11	The Role of Family Influence in Firms'™ Strategic Responses to Threat of Imitation. <i>Entrepreneurship Theory and Practice</i> , 2008, 32, 979-998.	10.2	270
12	A Cross-Disciplinary Exploration of Entrepreneurship Research. <i>Journal of Management</i> , 2007, 33, 891-927.	9.3	225
13	Family Ties in Entrepreneurs'™ Social Networks and New Venture Growth. <i>Entrepreneurship Theory and Practice</i> , 2015, 39, 313-344.	10.2	192
14	Understanding the Manifestation of Entrepreneurial Orientation in the Nonprofit Context. <i>Entrepreneurship Theory and Practice</i> , 2011, 35, 947-971.	10.2	185
15	Where is the opportunity without the customer? An integration of marketing activities, the entrepreneurship process, and institutional theory. <i>Journal of the Academy of Marketing Science</i> , 2011, 39, 537-554.	11.2	168
16	Toward a Greater Understanding of Entrepreneurship and Strategy in the Informal Economy. <i>Strategic Entrepreneurship Journal</i> , 2014, 8, 1-15.	4.4	159
17	The Influence of Formal and Informal Institutional Voids on Entrepreneurship. <i>Entrepreneurship Theory and Practice</i> , 2020, 44, 504-526.	10.2	152
18	The double-edged sword of legitimacy in base-of-the-pyramid markets. <i>Journal of Business Venturing</i> , 2015, 30, 436-451.	6.3	139

#	ARTICLE	IF	CITATIONS
19	Strategic entrepreneurship within family-controlled firms: Opportunities and challenges. <i>Journal of Family Business Strategy</i> , 2010, 1, 67-77.	5.7	121
20	The Intersection of Family Firms and Institutional Contexts: A Review and Agenda for Future Research. <i>Family Business Review</i> , 2018, 31, 32-53.	6.6	118
21	Entrepreneurship Research in <i>AMJ</i> : What Has Been Published, and What Might the Future Hold?. <i>Academy of Management Journal</i> , 2005, 48, 556-564.	6.3	117
22	Informal Entrepreneurship and Industry Conditions. <i>Entrepreneurship Theory and Practice</i> , 2016, 40, 177-200.	10.2	115
23	Microfranchising in Base-of-the-Pyramid Markets: Institutional Challenges and Adaptations to the Franchise Model. <i>Entrepreneurship Theory and Practice</i> , 2011, 35, 503-531.	10.2	111
24	Entrepreneurs' responses to semi-formal illegitimate institutional arrangements. <i>Journal of Business Venturing</i> , 2013, 28, 743-758.	6.3	100
25	When goal orientations collide: Effects of learning and performance orientation on team adaptability in response to workload imbalance.. <i>Journal of Applied Psychology</i> , 2010, 95, 935-943.	5.3	98
26	Crossing the great divide of strategic entrepreneurship: Transitioning between exploration and exploitation. <i>Business Horizons</i> , 2009, 52, 469-479.	5.2	93
27	Signals' flexibility and interaction with visual cues: Insights from crowdfunding. <i>Journal of Business Venturing</i> , 2018, 33, 720-741.	6.3	85
28	The Role of Resource Flexibility in Leveraging Strategic Resources. <i>Journal of Management Studies</i> , 2011, 48, 1098-1125.	8.3	82
29	Toward An Integration of the Behavioral and Cognitive Influences on the Entrepreneurship Process. <i>Strategic Entrepreneurship Journal</i> , 2016, 10, 21-42.	4.4	74
30	Toward a Research Agenda for the Informal Economy: A Survey of the <i>Strategic Entrepreneurship Journal's</i> Editorial Board. <i>Strategic Entrepreneurship Journal</i> , 2014, 8, 95-100.	4.4	70
31	A Tale of Two Politico-Economic Systems: Implications for Entrepreneurship in Central and Eastern Europe. <i>Entrepreneurship Theory and Practice</i> , 2008, 32, 107-130.	10.2	56
32	How Formal and Informal Hierarchies Shape Conflict within Cooperatives: A Field Experiment in Ghana. <i>Academy of Management Journal</i> , 2020, 63, 503-529.	6.3	54
33	Top Executive Goal Orientations™ Effects on Environmental Scanning and Performance: Differences Between Founders and Nonfounders. <i>Journal of Management</i> , 2019, 45, 1958-1986.	9.3	47
34	Household Enterprise in Base-of-the-Pyramid Markets: the Influence of Institutions and Family Embeddedness. <i>Africa Journal of Management</i> , 2015, 1, 115-136.	1.1	36
35	The moderating influence of national culture on female and male entrepreneurs™ social network size and new venture growth. <i>Cross Cultural and Strategic Management</i> , 2019, 26, 490-521.	1.7	18
36	The importance of client heterogeneity in predicting make-or-buy decisions. <i>Journal of Operations Management</i> , 2015, 33-34, 97-110.	5.2	17

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37	The right touch of pitch assertiveness: Examining entrepreneurs' gender and project category fit in crowdfunding. <i>Journal of Business Venturing</i> , 2022, 37, 106223.	6.3	16
38	MICROENTERPRISE GROWTH AT THE BASE OF THE PYRAMID: A RESOURCE-BASED PERSPECTIVE. <i>Journal of Developmental Entrepreneurship</i> , 2013, 18, 1350026.	0.8	12
39	“Scaling, blockchain technology, and entrepreneurial opportunities in developing countries”. <i>Journal of Business Venturing Insights</i> , 2022, 18, e00325.	3.4	7
40	Journal Editors’™ Visions, Strategies, and Experiences. <i>Family Business Review</i> , 2016, 29, 356-364.	6.6	4
41	A SYSTEM-LEVEL VIEW OF INSTITUTIONS: CONSIDERATIONS FOR ENTREPRENEURSHIP AND POVERTY. <i>Journal of Developmental Entrepreneurship</i> , 2021, 26, 2150010.	0.8	4