

# Brian S Silverman

## List of Publications by Year in descending order

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Version: 2024-02-01

34  
papers

8,870  
citations

304368

22  
h-index

395343

33  
g-index

35  
all docs

35  
docs citations

35  
times ranked

4696  
citing authors

#	ARTICLE	IF	CITATIONS
1	Strategic alliances and interfirm knowledge transfer. <i>Strategic Management Journal</i> , 1996, 17, 77-91.	4.7	2,395
2	Don't go it alone: alliance network composition and startups' performance in Canadian biotechnology. <i>Strategic Management Journal</i> , 2000, 21, 267-294.	4.7	2,085
3	Picking winners or building them? Alliance, intellectual, and human capital as selection criteria in venture financing and performance of biotechnology startups. <i>Journal of Business Venturing</i> , 2004, 19, 411-436.	4.0	1,045
4	Technological overlap and interfirm cooperation: implications for the resource-based view of the firm. <i>Research Policy</i> , 1998, 27, 507-523.	3.3	655
5	Technological Resources and the Direction of Corporate Diversification: Toward an Integration of the Resource-Based View and Transaction Cost Economics. <i>Management Science</i> , 1999, 45, 1109-1124.	2.4	576
6	R&D, organization structure, and the development of corporate technological knowledge. <i>Strategic Management Journal</i> , 2004, 25, 929-958.	4.7	452
7	Why Firms Want to Organize Efficiently and What Keeps Them from Doing so: Inappropriate Governance, Performance, and Adaptation in a Deregulated Industry. <i>Administrative Science Quarterly</i> , 2003, 48, 433.	4.8	236
8	PROFITABILITY, TRANSACTIONAL ALIGNMENT, AND ORGANIZATIONAL MORTALITY IN THE U.S. TRUCKING INDUSTRY. <i>Strategic Management Journal</i> , 1997, 18, 31-52.	4.7	160
9	Profiting from technological innovation by others: The effect of competitor patenting on firm value. <i>Research Policy</i> , 2006, 35, 1222-1242.	3.3	150
10	SEMATECH and Collaborative Research: Lessons in the Design of High-Technology Consortia. <i>Journal of Policy Analysis and Management</i> , 1994, 13, 723.	1.1	107
11	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
12	The 'problem' of creating and capturing value. <i>Strategic Organization</i> , 2007, 5, 211-225.	3.1	100
13	How does innovative activity change as industries mature?. <i>International Journal of Industrial Organization</i> , 2001, 19, 1141-1160.	0.6	97
14	Why Aren't All Truck Drivers Owner-Operators? Asset Ownership and the Employment Relation in Interstate for-Hire Trucking. <i>Journal of Economics and Management Strategy</i> , 2003, 12, 91-118.	0.4	90
15	History-informed strategy research: The promise of history and historical research methods in advancing strategy scholarship. <i>Strategic Management Journal</i> , 2020, 41, 343-368.	4.7	88
16	Arms Race or DÃ©tente? How Interfirm Alliance Announcements Change the Stock Market Valuation of Rivals. <i>Management Science</i> , 2009, 55, 1321-1337.	2.4	86
17	Churn, Baby, Churn: Strategic Dynamics Among Dominant and Fringe Firms in a Segmented Industry. <i>Management Science</i> , 2007, 53, 632-650.	2.4	79
18	Alliance-Based Competitive Dynamics. <i>Academy of Management Journal</i> , 2002, 45, 791-806.	4.3	51

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19	Canadian Biotechnology Start-Ups, 1991â€“1997: The Role of Incumbents' Patents and Strategic Alliances in Controlling Competition. <i>Social Science Research</i> , 2000, 29, 503-534.	1.1	46
20	Organizational change and the dynamics of innovation: Formal R&D structure and intrafirm inventor networks. <i>Strategic Management Journal</i> , 2020, 41, 2015-2049.	4.7	40
21	The Effect of Social Interaction on Economic Transactions: Evidence from Changes in Two Retail Formats. <i>Management Science</i> , 2015, 61, 2963-2981.	2.4	39
22	PROFITABILITY, TRANSACTIONAL ALIGNMENT, AND ORGANIZATIONAL MORTALITY IN THE U.S. TRUCKING INDUSTRY. <i>Strategic Management Journal</i> , 1997, 18, 31-52.	4.7	33
23	Public contracting for private innovation: Government capabilities, decision rights, and performance outcomes. <i>Strategic Management Journal</i> , 2019, 40, 533-555.	4.7	32
24	Firm Survival and Industry Evolution in Vertically Related Populations. <i>Management Science</i> , 2012, 58, 1632-1650.	2.4	28
25	Learning through foreign market participation: the relative benefits of exporting, importing, and foreign direct investment. <i>Journal of Technology Transfer</i> , 2014, 39, 915-944.	2.5	27
26	Intellectual Capital Management Strategy: The Foundation of Successful New Business Generation. <i>Journal of Knowledge Management</i> , 1997, 1, 320-331.	3.2	20
27	Asset ownership and incentives in early shareholder capitalism: <sc>L</sc>iverpool shipping in the eighteenth century. <i>Strategic Management Journal</i> , 2017, 38, 854-875.	4.7	17
28	On the Genesis of Interfirm Relational Contracts. <i>Strategy Science</i> , 2017, 2, 234-245.	2.1	9
29	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.	0.3	8
30	Technological Change and the Evolution of Corporate Innovation: The Structure of Patenting 1890-1990. <i>Academy of Management Review</i> , 2002, 27, 311.	7.4	6
31	Sustainability and global value chains in Africa: Introduction to the Special Issue. <i>Africa Journal of Management</i> , 2022, 8, 1-14.	0.8	5
32	Public Contracting for Private Innovation. <i>Proceedings - Academy of Management</i> , 2018, 2018, 12691.	0.0	1
33	Managing Agency Problems in Early Shareholder Capitalism: Liverpool Transatlantic Shipping 1744-85. <i>Proceedings - Academy of Management</i> , 2012, 2012, 16817.	0.0	0
34	Piece-Rate Compensation and the Performance of Non-Routine Work. <i>Proceedings - Academy of Management</i> , 2017, 2017, 11442.	0.0	0