

Timothy M Devinney

List of Publications by Year in descending order

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Version: 2024-02-01

135
papers

9,120
citations

66343

42
h-index

43889

91
g-index

149
all docs

149
docs citations

149
times ranked

6657
citing authors

#	ARTICLE	IF	CITATIONS
1	Measuring Organizational Performance: Towards Methodological Best Practice. <i>Journal of Management</i> , 2009, 35, 718-804.	9.3	1,122
2	Formative versus reflective measurement models: Two applications of formative measurement. <i>Journal of Business Research</i> , 2008, 61, 1250-1262.	10.2	818
3	What Will Consumers Pay for Social Product Features?. <i>Journal of Business Ethics</i> , 2003, 42, 281-304.	6.0	463
4	Do What Consumers Say Matter? The Misalignment of Preferences with Unconstrained Ethical Intentions. <i>Journal of Business Ethics</i> , 2007, 76, 361-383.	6.0	456
5	The Impact of New Product Introductions on the Market Value of Firms. <i>The Journal of Business</i> , 1991, 64, 573.	2.1	437
6	A Formal Model of Trust Based on Outcomes. <i>Academy of Management Review</i> , 1998, 23, 459-472.	11.7	435
7	Is the Socially Responsible Corporation a Myth? The Good, the Bad, and the Ugly of Corporate Social Responsibility. <i>Academy of Management Perspectives</i> , 2009, 23, 44-56.	6.8	359
8	Using Bestâ€“Worst Scaling Methodology to Investigate Consumer Ethical Beliefs Across Countries. <i>Journal of Business Ethics</i> , 2007, 70, 299-326.	6.0	272
9	Do managers behave the way theory suggests? A choice-theoretic examination of foreign direct investment location decision-making. <i>Journal of International Business Studies</i> , 2007, 38, 1069-1094.	7.3	262
10	Why don't consumers consume ethically?. <i>Journal of Consumer Behaviour</i> , 2010, 9, 426-436.	4.2	251
11	Consumer Ethics Across Cultures. <i>Consumption Markets and Culture</i> , 2005, 8, 275-289.	2.1	215
12	Dual paths to performance: the impact of global pressures on MNC subsidiary conduct and performance. <i>Journal of International Business Studies</i> , 2005, 36, 655-675.	7.3	204
13	Do social product features have value to consumers?. <i>International Journal of Research in Marketing</i> , 2008, 25, 183-191.	4.2	201
14	Knowledge Management: Philosophy, Processes, and Pitfalls. <i>California Management Review</i> , 2002, 44, 129-150.	6.3	177
15	The Architecture of Dynamic Capability Research Identifying the Building Blocks of a Configurational Approach. <i>Academy of Management Annals</i> , 2016, 10, 997-1076.	9.6	161
16	The importance of social product attributes in consumer purchasing decisions: A multi-country comparative study. <i>International Business Review</i> , 2010, 19, 140-159.	4.8	141
17	NEW PRODUCT INNOVATIONS AND STOCK PRICE PERFORMANCE. <i>Journal of Business Finance and Accounting</i> , 1992, 19, 677-695.	2.7	135
18	The Optimal Performance of the Global Firm: Formalizing and Extending the Integration-Responsiveness Framework. <i>Organization Science</i> , 2000, 11, 674-695.	4.5	123

#	ARTICLE	IF	CITATIONS
19	Customer Relationship Management and Firm Performance. <i>Journal of Information Technology</i> , 2011, 26, 205-219.	3.9	121
20	A Formal Model of Trust Based on Outcomes. <i>Academy of Management Review</i> , 1998, 23, 459.	11.7	120
21	Conceptualizing and measuring culture in international business and management: From challenges to potential solutions. <i>Journal of International Business Studies</i> , 2015, 46, 1011-1027.	7.3	117
22	E-Business: Revolution, Evolution, or Hype?. <i>California Management Review</i> , 2001, 44, 57-86.	6.3	113
23	Modelling consumer choice behaviour in space tourism. <i>Tourism Management</i> , 2009, 30, 441-454.	9.8	96
24	Revisiting James March (1991): Whither exploration and exploitation?. <i>Strategic Organization</i> , 2018, 16, 352-369.	5.0	91
25	WHAT DRIVES THE CHOICE OF A THIRD-PARTY LOGISTICS PROVIDER?. <i>Journal of Supply Chain Management</i> , 2011, 47, 97-115.	10.2	88
26	Is Microfoundational Thinking Critical to Management Thought and Practice?. <i>Academy of Management Perspectives</i> , 2013, 27, 81-84.	6.8	83
27	Keeping e-business in perspective. <i>Communications of the ACM</i> , 2002, 45, 69-73.	4.5	77
28	Varieties of populism. <i>Global Strategy Journal</i> , 2020, 10, 32-66.	7.4	77
29	Tourism and discretionary income allocation. Heterogeneity among households. <i>Tourism Management</i> , 2008, 29, 44-52.	9.8	70
30	The Architecture of Dynamic Capability Research Identifying the Building Blocks of a Configurational Approach. <i>Academy of Management Annals</i> , 2016, 10, 997-1076.	9.6	68
31	Understanding Institutional Designs within Marketing Value Systems. <i>Journal of Marketing</i> , 1999, 63, 115.	11.3	67
32	Rethinking the Product Portfolio: A Generalized Investment Model. <i>Management Science</i> , 1988, 34, 1080-1095.	4.1	66
33	Discretionary Expenditure and Tourism Consumption: Insights from a Choice Experiment. <i>Journal of Travel Research</i> , 2007, 45, 247-258.	9.0	65
34	Populism, political risk, and pandemics: The challenges of political leadership for business in a post-COVID world. <i>Journal of World Business</i> , 2021, 56, 101225.	7.7	64
35	Containing the Not-Invented-Here Syndrome in external knowledge absorption and open innovation: The role of indirect countermeasures. <i>Research Policy</i> , 2019, 48, 103822.	6.4	58
36	Best-Worst Scaling Approach to Predict Customer Choice for 3PL Services. <i>Journal of Business Logistics</i> , 2011, 32, 139-152.	10.6	55

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37	Modular Strategies: B2B Technology and Architectural Knowledge. <i>California Management Review</i> , 2005, 47, 86-113.	6.3	54
38	Corporate Social Responsibility and Corporate Governance: Comparative Perspectives. <i>Corporate Governance: an International Review</i> , 2013, 21, 413-419.	2.4	54
39	The Other CSR: Consumer Social Responsibility. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	53
40	Understanding Institutional Designs within Marketing Value Systems. <i>Journal of Marketing</i> , 1999, 63, 115-130.	11.3	52
41	Using Frontier Analysis to Evaluate Company Performance. <i>British Journal of Management</i> , 2010, 21, 921-938.	5.0	48
42	A four-year, systems-wide intervention promoting interprofessional collaboration. <i>BMC Health Services Research</i> , 2012, 12, 99.	2.2	48
43	Modeling the operational capabilities for customized and commoditized services. <i>Journal of Operations Management</i> , 2013, 31, 555-566.	5.2	48
44	Cycles of de-internationalization and re-internationalization: Towards an integrative framework. <i>Journal of World Business</i> , 2022, 57, 101257.	7.7	47
45	A New Perspective on the Integration-Responsiveness Pressures Confronting Multinational Firms. , 2004, , 15-48.		46
46	The <i>Financial Times</i> business schools ranking: What quality is this signal of quality?. <i>European Management Review</i> , 2008, 5, 195-208.	3.7	45
47	Continuing differences between health professions' attitudes: the saga of accomplishing systems-wide interprofessionalism. <i>International Journal for Quality in Health Care</i> , 2013, 25, 8-15.	1.8	45
48	E-Business Strategy and Firm Performance: A Latent Class Assessment of the Drivers and Impediments to Success. <i>Journal of Information Technology</i> , 2007, 22, 87-101.	3.9	42
49	Supply chain contract evolution. <i>European Management Journal</i> , 2009, 27, 388-401.	5.1	38
50	The past is prologue: Moving on from Cultureâ€™s Consequences. <i>Journal of International Business Studies</i> , 2017, 48, 48-62.	7.3	38
51	External knowledge acquisition, creativity and learning in organisational problem solving. <i>International Journal of Technology Management</i> , 2007, 38, 137.	0.5	37
52	An action research protocol to strengthen system-wide inter-professional learning and practice [LPO775514]. <i>BMC Health Services Research</i> , 2007, 7, 144.	2.2	36
53	Strategic Implications for (Non-Equity) Alliance Performance. <i>Long Range Planning</i> , 2012, 45, 451-476.	4.9	36
54	A Research Agenda for Global Stakeholder Strategy. <i>Global Strategy Journal</i> , 2013, 3, 325-337.	7.4	31

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55	Envisioning consumers: how videography can contribute to marketing knowledge. <i>Journal of Marketing Management</i> , 2018, 34, 432-458.	2.3	30
56	Learning in SME Internationalization: A New Perspective on Learning From Success versus Failure. <i>Management International Review</i> , 2020, 60, 485-513.	3.3	26
57	The Role of Knowledge Quality in Firm Performance. , 2004, , 252-275.		26
58	A Note on the Application of Portfolio Theory: A Comment on Cardozo and Smith. <i>Journal of Marketing</i> , 1985, 49, 107.	11.3	25
59	Social responsibility, global strategy, and the multinational enterprise: global monetary democracy and the meaning of place and space. <i>Global Strategy Journal</i> , 2011, 1, 329-344.	7.4	25
60	Measuring Organizational Performance as a Dependent Variable: Towards Methodological Best Practice. <i>SSRN Electronic Journal</i> , 0, , .	0.4	24
61	60 Years of March and Simon's Organizations: An Empirical Examination of its Impact and Influence on Subsequent Research. <i>Journal of Management Studies</i> , 2019, 56, 1570-1604.	8.3	24
62	Entry and Learning. <i>Management Science</i> , 1987, 33, 706-724.	4.1	22
63	Measuring Long Term Superior Performance. <i>Long Range Planning</i> , 2009, 42, 390-413.	4.9	22
64	How well do patents measure new product activity?. <i>Economics Letters</i> , 1993, 41, 447-450.	1.9	21
65	New Products Over the Business Cycle. <i>Journal of Product Innovation Management</i> , 1990, 7, 261-273.	9.5	20
66	Significant Issues for the Future of Product Innovation. <i>Journal of Product Innovation Management</i> , 1995, 12, 70-75.	9.5	20
67	Client and agency mental models in evaluating advertising. <i>International Journal of Advertising</i> , 2005, 24, 35-50.	6.7	16
68	New Products and Financial Risk Changes. <i>Journal of Product Innovation Management</i> , 1992, 9, 222-231.	9.5	15
69	Diversification strategy and performance in Canadian manufacturing firms. <i>Strategic Management Journal</i> , 1990, 11, 411-418.	7.3	14
70	Influence and power dynamics in client-consultant teams. <i>Journal of Strategy and Management</i> , 2009, 2, 31-55.	3.3	14
71	Cooperation and compliance in non-equity alliances. <i>Journal of Business Research</i> , 2016, 69, 1759-1764.	10.2	14
72	Examining Managerial Preferences and Choices: The Role of Value Creation and Value Appropriation Drivers in Strategic Outsourcing. <i>Long Range Planning</i> , 2016, 49, 706-722.	4.9	13

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73	The Process of Knowledge Creation in Organizations. SSRN Electronic Journal, 2003, , .	0.4	12
74	Migrant human and political capitals value in entrepreneur enterprise performance. A comparative study of four emerging markets. International Entrepreneurship and Management Journal, 2021, 17, 665-692.	5.0	12
75	Doing What They Say or Saying What They Do? Australian Organisations' Signals of Performance and Attitudes. Australian Journal of Management, 1999, 24, 59-75.	2.2	11
76	The Nature Of Clientâ€™Consultant Interaction: A Critical Review. , 2012, , .		11
77	Taking the â€™Nonâ€™ out of â€™Nonmarketâ€™ Strategy. Global Strategy Journal, 2013, 3, 198-203.	7.4	11
78	Rationing in a Theory of the Banking Firm. Studies in Contemporary Economics, 1986, , .	0.1	11
79	The return to advertising expenditure. Marketing Letters, 1992, 3, 137-145.	2.9	10
80	Getting the Piper to Play a Better Tune: Understanding and Resolving Advertiser-Agency Conflicts. Journal of Business-to-Business Marketing, 1999, 6, 19-58.	1.5	10
81	Global segments of socially conscious consumers: do they exist?. , 0, , 135-160.		10
82	Bringing managers' decision models into FDI research. Research in Global Strategic Management, 2011, , 61-83.	0.5	8
83	Perspectives on the Art and Science of Management Scholarship. Academy of Management Perspectives, 2012, 26, 6-11.	6.8	8
84	Strategy Content and Process in the Context of E-Business Performance. Advances in Strategic Management, 0, , 349-386.	0.1	7
85	Introduction to Part II: Institutional Theory in International Business and Management. Advances in International Management, 2012, , 33-42.	0.3	6
86	Meta-Analytic Research in International Business and International Management. Advances in International Management, 2013, , 263-297.	0.3	6
87	Inertia and discounting in the selection of socially responsible investments. Annals in Social Responsibility, 2016, 2, 29-47.	0.1	6
88	Do What Consumers Say Matter? The Misalignment of Preferences with Unconstrained Ethical Intentions. SSRN Electronic Journal, 2006, , .	0.4	5
89	The value of managerial beliefs in turbulent environments. Journal of Strategy and Management, 2008, 1, 181-197.	3.3	5
90	Customer Relationship Management and Firm Performance. SSRN Electronic Journal, 2009, , .	0.4	5

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91	Introduction to Section 2 The past, present and future of international business & management. <i>Advances in International Management</i> , 2010, , 33-41.	0.3	5
92	The Importance of Internal and External Knowledge Sourcing and Firm Performance: A Latent Class Estimation. <i>Advances in International Management</i> , 2011, , 389-423.	0.3	5
93	Can the Socially Responsible Consumer Be Mainstream?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
94	Multinationals As Flagship FirmsMultinationals As Flagship Firms, by RugmanAlan M. and D'CruzJoseph R.. Oxford: Oxford University Press, 2000.. <i>Academy of Management Review</i> , 2001, 26, 462-463.	11.7	5
95	Organisational knowledge and the project dimension. <i>International Journal of Project Organisation and Management</i> , 2010, 2, 267.	0.1	4
96	Introduction to Part II: Orchestration of the Global Network Organization. <i>Advances in International Management</i> , 2014, , 37-41.	0.3	4
97	Introduction to Part II: Emerging Economies and Multinational Enterprises. <i>Advances in International Management</i> , 2015, , 43-69.	0.3	4
98	The Consumer, Politics and Everyday Life. <i>Australasian Marketing Journal</i> , 2010, 18, 190-194.	5.4	3
99	Do We Really Understand a Research Topic? Finding Answers through Meta-Analyses. <i>Advances in International Management</i> , 2013, , 239-262.	0.3	3
100	Employees as a vector of strategic intent: an examination of corporate, social and environmental strategic intent recognition by employees. <i>Journal of Strategy and Management</i> , 2022, 15, 524-537.	3.3	3
101	Dual Paths to Performance: The Impact of Global Pressures on MNC Subsidiary Conduct and Performance. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	2
102	Modular Strategies: B2b Technology and Architectural Knowledge. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	2
103	Commentary The liability of foreignness, capabilities, knowledge, and the performance of the subsidiary. <i>Advances in International Management</i> , 2009, , 151-161.	0.3	2
104	Using Market Segmentation Approaches to Understand the Green Consumer. , 2011, , .		2
105	Introduction to Part II: Dynamics of Globalization: Location-Specific Advantages or Liabilities of Foreignness?. <i>Advances in International Management</i> , 2011, , 45-53.	0.3	2
106	Introduction to Part II: Do We Do Science? Philosophy and Knowledge in International Business and Management. <i>Advances in International Management</i> , 2013, , 67-87.	0.3	2
107	Dual Paths to Multinational Subsidiary Performance: Networking to Learning and Autonomy to Innovation. , 2004, , 130-144.		2
108	Building Community. , 0, , 503-513.		2

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109	Rationally determined irrationality: An extension of the thesis of rationality as anti-entropic. Journal of Economic Psychology, 1989, 10, 303-319.	2.2	1
110	The Importance of Internal and External Knowledge Sourcing and Firm Performance: A Latent Class Estimation. SSRN Electronic Journal, 2003, , .	0.4	1
111	Knowledge Creation in Organizations: A Multiple Study Overview. , 2005, , 77-96.		1
112	The Importance of Social Product Attributes in Consumer Purchasing Decisions: A Multi-Country Comparative Study. SSRN Electronic Journal, 0, , .	0.4	1
113	Inertia and Discounting in the Selection of Socially Responsible Investments: An Experimental Investigation. SSRN Electronic Journal, 2012, , .	0.4	1
114	The Architecture of Dynamic Capability Research: Identifying the Building Blocks of a Configurational Approach. SSRN Electronic Journal, 0, , .	0.4	1
115	Global Entrepreneurship: Assessment and Challenges. Advances in International Management, 2016, , 35-43.	0.3	1
116	Managing Around Populism. Progress in International Business Research, 2021, , 95-105.	0.4	1
117	Being in Good Standing: The Value of a Corporate, Workplace & Social Reputation to Potential Executive Employees. SSRN Electronic Journal, 0, , .	0.4	1
118	A Research Agenda for Global Stakeholder Strategy. SSRN Electronic Journal, 0, , .	0.4	1
119	Choice Modelling. , 2018, , 241-244.		1
120	Adapting to Populism™s (Current and Future) Moment: Political Uncertainty and Business Strategy. , 2021, , 237-258.		1
121	Multinationals as Flagship Firms. Academy of Management Review, 2001, 26, 462.	11.7	0
122	THE ECLECTIC PARADIGM: THE DEVELOPMENTAL YEARS AS A MIRROR ON THE EVOLUTION OF THE FIELD OF INTERNATIONAL BUSINESS. Advances in International Management, 0, , 29-42.	0.3	0
123	Strategic Drivers and Organizational Impediments to E-Business Performance: A Latent Class Assessment. SSRN Electronic Journal, 2003, , .	0.4	0
124	Influence and Power Dynamics in Client-Consultant Teams. SSRN Electronic Journal, 2008, , .	0.4	0
125	Introduction to Section 1 Booz & co./strategy+business eminent scholar in international management 2009. Advances in International Management, 2010, , 3-4.	0.3	0
126	Introduction to Part I: Booz & Co./Strategy + Business Eminent Scholar in International Management 2010. Advances in International Management, 2011, , 3-4.	0.3	0

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127	Introduction to Part I: Booz & Co./Strategy+ Business Eminent Scholar in International Management 2011. Advances in International Management, 2012, , 3-4.	0.3	0
128	Aligning Firm Capabilities with Customer Needs: Unpacking Dynamic Managerial Capabilities. SSRN Electronic Journal, 2012, , .	0.4	0
129	Introduction to Part I: Booz & Co./Strategy+Business Eminent Scholar in International Management 2012. Advances in International Management, 2013, , 3-4.	0.3	0
130	Introduction to Part I: Booz & Co./Strategy+ Business Eminent Scholar in International Management 2013. Advances in International Management, 2014, , 3-4.	0.3	0
131	Introduction to Part I: PWC Strategy & Eminent Scholar in International Management 2014. Advances in International Management, 2015, , 3-4.	0.3	0
132	Enterprise Performance and the Value of Entrepreneurs'™ Acquired Capitals. Advances in International Management, 2016, , 163-177.	0.3	0
133	How Much Do Managers Look beyond Cost When Making Outsourcing Decisions? A Best-Worst Scaling Examination of Outsourcing Decision-Making. SSRN Electronic Journal, 0, , .	0.4	0
134	Differentiators of Managerial Preferences for Outsourcing: Experimental Evidence of the Moderating Role of Value Appropriation. SSRN Electronic Journal, 0, , .	0.4	0
135	Choice Modelling. , 2016, , 1-4.		0