

# Maurizio Zollo

## List of Publications by Year in descending order

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Version: 2024-02-01

57  
papers

10,985  
citations

159585

30  
h-index

182427

51  
g-index

61  
all docs

61  
docs citations

61  
times ranked

6437  
citing authors

#	ARTICLE	IF	CITATIONS
1	Deliberate Learning and the Evolution of Dynamic Capabilities. <i>Organization Science</i> , 2002, 13, 339-351.	4.5	4,751
2	Interorganizational Routines and Performance in Strategic Alliances. <i>Organization Science</i> , 2002, 13, 701-713.	4.5	886
3	Deliberate learning in corporate acquisitions: post-acquisition strategies and integration capability in U.S. bank mergers. <i>Strategic Management Journal</i> , 2004, 25, 1233-1256.	7.3	805
4	Organizing for Innovation: Managing the Coordination-Autonomy Dilemma in Technology Acquisitions. <i>Academy of Management Journal</i> , 2006, 49, 263-280.	6.3	502
5	Faking It or Muddling Through? Understanding Decoupling in Response to Stakeholder Pressures. <i>Academy of Management Journal</i> , 2012, 55, 1429-1448.	6.3	475
6	Post-formation dynamics in strategic alliances. <i>Strategic Management Journal</i> , 2002, 23, 135-151.	7.3	414
7	What Is M&A Performance?. <i>Academy of Management Perspectives</i> , 2008, 22, 55-77.	6.8	317
8	The impact of national culture on corporate social performance. <i>Corporate Governance (Bingley)</i> , 2007, 7, 476-485.	5.0	270
9	Interest Alignment and Competitive Advantage. <i>Academy of Management Review</i> , 2007, 32, 418-437.	11.7	255
10	Superstitious Learning with Rare Strategic Decisions: Theory and Evidence from Corporate Acquisitions. <i>Organization Science</i> , 2009, 20, 894-908.	4.5	255
11	Understanding the explorationâ€œexploitation dilemma: An <scp>fMRI</scp> study of attention control and decisionâ€œmaking performance. <i>Strategic Management Journal</i> , 2015, 36, 319-338.	7.3	249
12	The Grammar of Decoupling: A Cognitive-Linguistic Perspective on Firmsâ€™ Sustainability Claims and Stakeholdersâ€™ Interpretation. <i>Academy of Management Journal</i> , 2016, 59, 705-729.	6.3	172
13	Experience Spillovers Across Corporate Development Activities. <i>Organization Science</i> , 2010, 21, 1195-1212.	4.5	165
14	Beyond What and Why. <i>Organization and Environment</i> , 2013, 26, 241-259.	4.3	158
15	Psychological antecedents to socially responsible behavior. <i>European Management Review</i> , 2008, 5, 175-190.	3.7	121
16	Dynamic capabilities, deliberate learning and environmental dynamism: a simulation model. <i>Industrial and Corporate Change</i> , 2010, 19, 1271-1299.	2.8	113
17	A Bird in the Hand or Two in the Bush?. <i>European Management Journal</i> , 2003, 21, 179-184.	5.1	106
18	Termination outcomes of research alliances. <i>Research Policy</i> , 2005, 34, 101-115.	6.4	104

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19	The neuroscientific foundations of the exploration~exploitation dilemma.. Journal of Neuroscience, Psychology, and Economics, 2010, 3, 95-115.	1.0	88
20	Stakeholder Orientation and Acquisition Performance. Strategic Management Journal, 2017, 38, 2465-2485.	7.3	87
21	Effects of Information Technology Capabilities on Strategic Alliances: Implications for the Resource~Based View. Journal of Management Studies, 2016, 53, 161-183.	8.3	74
22	Small worlds evolving: governance reforms, privatizations, and ownership networks in Italy. Industrial and Corporate Change, 2006, 15, 319-352.	2.8	66
23	Frontopolar cortex and decision-making efficiency: comparing brain activity of experts with different professional background during an exploration-exploitation task. Frontiers in Human Neuroscience, 2013, 7, 927.	2.0	53
24	A Hegelian Dialogue on the Micro~Foundations of Organizational Routines and Capabilities. European Management Review, 2012, 9, 173-197.	3.7	49
25	The Dimensions of Experiential Learning in the Management of Activity Load. Organization Science, 2015, 26, 140-157.	4.5	49
26	Toward a Comprehensive Model of Organizational Evolution: Dynamic Capabilities for Innovation and Adaptation of the Enterprise Model. Global Strategy Journal, 2016, 6, 225-244.	7.4	49
27	Managing governance adaptations in strategic alliances. European Management Journal, 2000, 18, 164-172.	5.1	44
28	Introduction to the special issue: integrating sustainability in business models. Journal of Management Development, 2011, 30, 941-954.	2.1	40
29	Toward an integrated theory of strategy. Strategic Management Journal, 2018, 39, 1753-1778.	7.3	32
30	Short~Term Sahaja Yoga meditation training modulates brain structure and spontaneous activity in the executive control network. Brain and Behavior, 2019, 9, e01159.	2.2	32
31	A Research Agenda for Global Stakeholder Strategy. Global Strategy Journal, 2013, 3, 325-337.	7.4	31
32	Towards an internal change management perspective of CSR: evidence from project RESPONSE on the sources of cognitive alignment between managers and their stakeholders, and their implications for social performance. Corporate Governance (Bingley), 2009, 9, 355-372.	5.0	23
33	Stakeholder cohesion, innovation, and competitive advantage. Corporate Governance (Bingley), 2010, 10, 395-405.	5.0	20
34	The Manager~s Notepad: Working Memory, Exploration, and Performance. Journal of Management Studies, 2019, 56, 1655-1682.	8.3	16
35	Re-thinking the firm in a post-crisis world. European Management Review, 2010, 7, 191-194.	3.7	13
36	Improving innovative decision-making: Training-induced changes in fronto-parietal networks. Brain and Cognition, 2018, 128, 46-55.	1.8	11

#	ARTICLE	IF	CITATIONS
37	Cognitive Neurosciences and Strategic Management: Challenges and Opportunities in Tying the Knot. <i>Advances in Strategic Management</i> , 2015, , 351-370.	0.1	10
38	Learning or inertia? The impact of experience and knowledge codification on post-acquisition integration. <i>Industrial and Corporate Change</i> , 2018, 27, 577-593.	2.8	10
39	Exploring exploration: the role of affective states as forces that hinder change. <i>Industrial and Corporate Change</i> , 2020, 29, 207-223.	2.8	10
40	Stakeholder Orientation and Experiential Learning: Evidence from Corporate Acquisitions. <i>Journal of Management Studies</i> , 2022, 59, 1422-1459.	8.3	10
41	Can Firms Learn to Acquire? The Impact of Post-Acquisition Decisions and Learning on Long-Term Abnormal Returns. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	9
42	On 'The Metamorphosis of (the Theory of) the Firm': An Introduction. <i>Organization Studies</i> , 2008, 29, 1109-1115.	5.3	6
43	Understanding the Performance of Corporate Acquisitions. <i>SSRN Electronic Journal</i> , 2007, , .	0.4	5
44	More (new) products, more problems? A systems perspective on increased capability deployment and organizational errors. <i>Long Range Planning</i> , 2021, 54, 102012.	4.9	4
45	Tinkering With the Plumbing of Sustainable Enterprises: The Case for Field Experimental Research in Corporate Sustainability. <i>Organization and Environment</i> , 2021, 34, 351-360.	4.3	4
46	Globalization through acquisitions and alliances: an evolutionary perspective. , 2004, , 129-158.		3
47	When Reflection Hurts: The Effect of Cognitive Processing Types on Organizational Adaptation to Discontinuous Change. <i>Organization Science</i> , 0, , .	4.5	3
48	English Reprints of European "Management Classics" in Native Language. <i>European Management Review</i> , 2011, 8, 187-187.	3.7	1
49	Toward an integrated model of strategy. <i>Proceedings - Academy of Management</i> , 2015, 2015, 18733.	0.1	1
50	A Behavioral Perspective on the Co-Evolutionary Dynamics of Trust and Governance in Alliances. <i>Proceedings - Academy of Management</i> , 2019, 2019, 14937.	0.1	1
51	Intuition, Reflection and Organizational Adaptation to Discontinuous Change. <i>Proceedings - Academy of Management</i> , 2021, 2021, 16417.	0.1	1
52	A Research Agenda for Global Stakeholder Strategy. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
53	Taking on board (Cum Grano Salis ) Pfeffer's call for relevance in, and renewal of, management scholarship. <i>European Management Review</i> , 2009, 6, 156-158.	3.7	0
54	Toward an Integrated Theory of Strategy: Exploring the Interdependencies Among Competitive, Growth and Stakeholder Strategies. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	0

#	ARTICLE	IF	CITATIONS
55	Understanding Value Creation in Acquisitions: A Fuzzy-set Configurational Approach. Proceedings - Academy of Management, 2021, 2021, 14880.	0.1	0
56	Managing Grand Challenges: Theoretical, Empirical, and Methodological Perspectives. Proceedings - Academy of Management, 2021, 2021, 13671.	0.1	0
57	Value Creation from a Stakeholder Theory Perspective. Proceedings - Academy of Management, 2019, 2019, 15012.	0.1	0