

# 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	Stakeholder Orientation and Experiential Learning: Evidence from Corporate Acquisitions. <i>Journal of Management Studies</i> , 2022, 59, 1422-1459.	8.3	10
2	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
3	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
4	Intuition, Reflection and Organizational Adaptation to Discontinuous Change. <i>Proceedings - Academy of Management</i> , 2021, 2021, 16417.	0.1	1
5	Understanding Value Creation in Acquisitions: A Fuzzy-set Configurational Approach. <i>Proceedings - Academy of Management</i> , 2021, 2021, 14880.	0.1	0
6	Managing Grand Challenges: Theoretical, Empirical, and Methodological Perspectives. <i>Proceedings - Academy of Management</i> , 2021, 2021, 13671.	0.1	0
7	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
8	The Manager's Notepad: Working Memory, Exploration, and Performance. <i>Journal of Management Studies</i> , 2019, 56, 1655-1682.	8.3	16
9	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
10	Short-term Sahaja Yoga meditation training modulates brain structure and spontaneous activity in the executive control network. <i>Brain and Behavior</i> , 2019, 9, e01159.	2.2	32
11	Value Creation from a Stakeholder Theory Perspective. <i>Proceedings - Academy of Management</i> , 2019, 2019, 15012.	0.1	0
12	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
13	Toward an integrated theory of strategy. <i>Strategic Management Journal</i> , 2018, 39, 1753-1778.	7.3	32
14	Improving innovative decision-making: Training-induced changes in fronto-parietal networks. <i>Brain and Cognition</i> , 2018, 128, 46-55.	1.8	11
15	Stakeholder Orientation and Acquisition Performance. <i>Strategic Management Journal</i> , 2017, 38, 2465-2485.	7.3	87
16	Toward an Integrated Theory of Strategy: Exploring the Interdependencies Among Competitive, Growth and Stakeholder Strategies. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	0
17	Effects of Information Technology Capabilities on Strategic Alliances: Implications for the Resource-Based View. <i>Journal of Management Studies</i> , 2016, 53, 161-183.	8.3	74
18	Toward a Comprehensive Model of Organizational Evolution: Dynamic Capabilities for Innovation and Adaptation of the Enterprise Model. <i>Global Strategy Journal</i> , 2016, 6, 225-244.	7.4	49

#	ARTICLE	IF	CITATIONS
19	The Grammar of Decoupling: A Cognitive-Linguistic Perspective on Firms' Sustainability Claims and Stakeholders' Interpretation. <i>Academy of Management Journal</i> , 2016, 59, 705-729.	6.3	172
20	Toward an integrated model of strategy. <i>Proceedings - Academy of Management</i> , 2015, 2015, 18733.	0.1	1
21	Cognitive Neurosciences and Strategic Management: Challenges and Opportunities in Tying the Knot. <i>Advances in Strategic Management</i> , 2015, , 351-370.	0.1	10
22	The Dimensions of Experiential Learning in the Management of Activity Load. <i>Organization Science</i> , 2015, 26, 140-157.	4.5	49
23	Understanding the exploration–exploitation dilemma: An fMRI study of attention control and decision-making performance. <i>Strategic Management Journal</i> , 2015, 36, 319-338.	7.3	249
24	Beyond What and Why. <i>Organization and Environment</i> , 2013, 26, 241-259.	4.3	158
25	A Research Agenda for Global Stakeholder Strategy. <i>Global Strategy Journal</i> , 2013, 3, 325-337.	7.4	31
26	Frontopolar cortex and decision-making efficiency: comparing brain activity of experts with different professional background during an exploration-exploitation task. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 927.	2.0	53
27	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
28	A Hegelian Dialogue on the Micro-Foundations of Organizational Routines and Capabilities. <i>European Management Review</i> , 2012, 9, 173-197.	3.7	49
29	English Reprints of European "Management Classics" in Native Language. <i>European Management Review</i> , 2011, 8, 187-187.	3.7	1
30	Introduction to the special issue: integrating sustainability in business models. <i>Journal of Management Development</i> , 2011, 30, 941-954.	2.1	40
31	Re-thinking the firm in a post-crisis world. <i>European Management Review</i> , 2010, 7, 191-194.	3.7	13
32	The neuroscientific foundations of the exploration–exploitation dilemma.. <i>Journal of Neuroscience, Psychology, and Economics</i> , 2010, 3, 95-115.	1.0	88
33	Experience Spillovers Across Corporate Development Activities. <i>Organization Science</i> , 2010, 21, 1195-1212.	4.5	165
34	Stakeholder cohesion, innovation, and competitive advantage. <i>Corporate Governance (Bingley)</i> , 2010, 10, 395-405.	5.0	20
35	Dynamic capabilities, deliberate learning and environmental dynamism: a simulation model. <i>Industrial and Corporate Change</i> , 2010, 19, 1271-1299.	2.8	113
36	Superstitious Learning with Rare Strategic Decisions: Theory and Evidence from Corporate Acquisitions. <i>Organization Science</i> , 2009, 20, 894-908.	4.5	255

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37	Taking on board (Cum Grano Salis ) Pfeffer's call for relevance in, and renewal of, management scholarship. European Management Review, 2009, 6, 156-158.	3.7	0
38	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
39	Psychological antecedents to socially responsible behavior. European Management Review, 2008, 5, 175-190.	3.7	121
40	On 'The Metamorphosis of (the Theory of) the Firm': An Introduction. Organization Studies, 2008, 29, 1109-1115.	5.3	6
41	What Is M&A Performance?. Academy of Management Perspectives, 2008, 22, 55-77.	6.8	317
42	The impact of national culture on corporate social performance. Corporate Governance (Bingley), 2007, 7, 476-485.	5.0	270
43	Understanding the Performance of Corporate Acquisitions. SSRN Electronic Journal, 2007, , .	0.4	5
44	Interest Alignment and Competitive Advantage. Academy of Management Review, 2007, 32, 418-437.	11.7	255
45	Small worlds evolving: governance reforms, privatizations, and ownership networks in Italy. Industrial and Corporate Change, 2006, 15, 319-352.	2.8	66
46	Organizing for Innovation: Managing the Coordination-Autonomy Dilemma in Technology Acquisitions. Academy of Management Journal, 2006, 49, 263-280.	6.3	502
47	Termination outcomes of research alliances. Research Policy, 2005, 34, 101-115.	6.4	104
48	Globalization through acquisitions and alliances: an evolutionary perspective. , 2004, , 129-158.		3
49	Can Firms Learn to Acquire? The Impact of Post-Acquisition Decisions and Learning on Long-Term Abnormal Returns. SSRN Electronic Journal, 2004, , .	0.4	9
50	Deliberate learning in corporate acquisitions: post-acquisition strategies and integration capability in U.S. bank mergers. Strategic Management Journal, 2004, 25, 1233-1256.	7.3	805
51	A Bird in the Hand or Two in the Bush?. European Management Journal, 2003, 21, 179-184.	5.1	106
52	Interorganizational Routines and Performance in Strategic Alliances. Organization Science, 2002, 13, 701-713.	4.5	886
53	Deliberate Learning and the Evolution of Dynamic Capabilities. Organization Science, 2002, 13, 339-351.	4.5	4,751
54	Post-formation dynamics in strategic alliances. Strategic Management Journal, 2002, 23, 135-151.	7.3	414

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55	Managing governance adaptations in strategic alliances. European Management Journal, 2000, 18, 164-172.	5.1	44
56	A Research Agenda for Global Stakeholder Strategy. SSRN Electronic Journal, 0, , .	0.4	1
57	When Reflection Hurts: The Effect of Cognitive Processing Types on Organizational Adaptation to Discontinuous Change. Organization Science, 0, , .	4.5	3