

Ulf Elg

List of Publications by Year in descending order

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Version: 2024-02-01

44
papers

1,303
citations

279798

23
h-index

361022

35
g-index

47
all docs

47
docs citations

47
times ranked

780
citing authors

#	ARTICLE	IF	CITATIONS
1	The role of networks and matching in market entry to emerging retail markets. <i>International Marketing Review</i> , 2008, 25, 674-699.	3.6	106
2	Performance Evaluations as Gender Barriers in Professional Organizations: A Study of Auditing Firms. <i>Gender, Work and Organization</i> , 2010, 17, 721-747.	4.7	90
3	Decision Making in Inter-firm Networks as a Political Process. <i>Organization Studies</i> , 1997, 18, 361-384.	5.3	74
4	Efficiency and effectiveness of small retailers: The role of customer and entrepreneurial orientation. <i>Journal of Retailing and Consumer Services</i> , 2013, 20, 453-462.	9.4	74
5	Market driving multinationals and their global sourcing network. <i>International Marketing Review</i> , 2008, 25, 504-519.	3.6	63
6	MNE microfoundations and routines for building a legitimate and sustainable position in emerging markets. <i>Journal of Organizational Behavior</i> , 2017, 38, 1320-1337.	4.7	61
7	Market driving strategies: Beyond localization. <i>Journal of Business Research</i> , 2016, 69, 5682-5693.	10.2	56
8	Firms' Home-market Relationships: Their Role when Selecting International Alliance Partners. <i>Journal of International Business Studies</i> , 2000, 31, 169-177.	7.3	53
9	Inter-firm Market Orientation: Its Significance and Antecedents in Distribution Networks. <i>Journal of Marketing Management</i> , 2002, 18, 633-655.	2.3	51
10	Knowledge and knowledge sharing in retail internationalization: IKEA's entry into Russia. <i>International Review of Retail, Distribution and Consumer Research</i> , 2006, 16, 239-256.	2.0	42
11	Inter-firm market orientation and the influence of network and relational factors. <i>Scandinavian Journal of Management</i> , 2008, 24, 55-68.	1.9	42
12	Retailers' management of corporate social responsibility (CSR) in their supplier relationships – does practice follow best practice?. <i>International Review of Retail, Distribution and Consumer Research</i> , 2011, 21, 445-460.	2.0	41
13	CSR: retailer activities vs consumer buying decisions. <i>International Journal of Retail and Distribution Management</i> , 2016, 44, 640-657.	4.7	41
14	Internationalization Through Sociopolitical Relationships: MNEs in India. <i>Long Range Planning</i> , 2015, 48, 334-345.	4.9	40
15	Networking when national boundaries dissolve. <i>European Journal of Marketing</i> , 1996, 30, 61-74.	2.9	39
16	Market-driving strategy implementation through global supplier relationships. <i>Industrial Marketing Management</i> , 2012, 41, 919-928.	6.7	38
17	Bridging the transatlantic publishing gap: How North American reviewers evaluate European idiographic research. <i>Scandinavian Journal of Management</i> , 1997, 13, 473-492.	1.9	36
18	Developing strategic supplier networks: An institutional perspective. <i>Journal of Business Research</i> , 2013, 66, 506-515.	10.2	36

#	ARTICLE	IF	CITATIONS
19	The role of corporate branding in a market driving strategy. <i>International Journal of Retail and Distribution Management</i> , 2008, 36, 941-965.	4.7	34
20	The Inclusion of Female PhD Students in Academia: A Case Study of a Swedish University Department. <i>Gender, Work and Organization</i> , 2003, 10, 154-174.	4.7	32
21	Market Orientation as Inter-firm Cooperation:. <i>European Management Journal</i> , 2007, 25, 283-297.	5.1	32
22	Market orientation processes in retailing: a cross-national study. <i>European Journal of Marketing</i> , 2007, 41, 568-589.	2.9	29
23	Relationships as entry barriers: a network perspective. <i>Scandinavian Journal of Management</i> , 2002, 18, 393-419.	1.9	26
24	Retail market orientation: a preliminary framework. <i>International Journal of Retail and Distribution Management</i> , 2003, 31, 107-117.	4.7	26
25	Market orientation of retail brands in the grocery chain: the role of supplier relationships. <i>International Review of Retail, Distribution and Consumer Research</i> , 2008, 18, 221-233.	2.0	16
26	Included or excluded? The dual influences of the organisational field and organisational practices on new female academics. <i>Gender and Education</i> , 2010, 22, 209-225.	1.7	16
27	Developing CSR in retail-supplier relationships: a stakeholder interaction approach. <i>International Review of Retail, Distribution and Consumer Research</i> , 2018, 28, 339-359.	2.0	15
28	International alliances: how they contribute to managing the interorganizational challenges of globalization. <i>Journal of Strategic Marketing</i> , 2001, 9, 93-110.	5.5	14
29	The Three Pillars: Business, State and Society: MNCs in Emerging Markets. <i>International Business and Management</i> , 2012, , 3-16.	0.1	11
30	Developing a Market-Driving Strategy for Foreign Markets: Internal Capabilities and External Activities. <i>Schmalenbach Business Review</i> , 2011, 63, 1-23.	0.9	10
31	The process of internationalization: how Swedish food retailers perceive their domestic supplier relationships. <i>International Review of Retail, Distribution and Consumer Research</i> , 2000, 10, 321-334.	2.0	9
32	The Institutions of Industrial Governance. <i>International Studies of Management and Organization</i> , 1993, 23, 29-46.	0.6	8
33	Gender-based career differences among young auditors in Sweden. <i>International Journal of Manpower</i> , 2013, 34, 572-583.	4.4	7
34	Sustainability and retail marketing: Corporate, product and store perspectives. <i>Journal of Retailing and Consumer Services</i> , 2022, 64, 102810.	9.4	6
35	Competing corporate sustainability perceptions in a global retail organization. <i>International Journal of Retail and Distribution Management</i> , 2020, 49, 449-465.	4.7	5
36	A global marketing logic: local stakeholders'™ influence in diverse emerging markets. <i>International Marketing Review</i> , 2021, 38, 1166-1188.	3.6	4

#	ARTICLE	IF	CITATIONS
37	Country Report Sweden. , 2013, , 151-166.		4
38	From the Consumption of Necessities to Experience-Seeking Consumption. , 1989, , 287-308.		4
39	Chapter 3: The Impact of Inter-Firm Collaborations on SME Internationalisation. International Business and Management, 2018, , 41-62.	0.1	3
40	Prevailing national networks: an obstacle to European interaction?. International Review of Retail, Distribution and Consumer Research, 1997, 7, 1-21.	2.0	2
41	The Alliance Capability of Technology-Based Born Globals. Advances in International Marketing, 2015, , 73-107.	0.3	2
42	INTERORGANIZATIONAL ISSUES IN MANAGING DISSOLVING NATIONAL BOUNDARIES: THE EUROPEAN UNION AND THE SWEDISH FOOD NETWORK.. Proceedings - Academy of Management, 1995, 1995, 172-176.	0.1	2
43	Managing Political Actors Through Network Partners: Market-Driving Multinationals in Emerging Markets. International Business and Management, 2012, , 133-153.	0.1	1
44	Institutional Forces and Firmsâ€™ Positioning in China and Brazil. Advances in International Marketing, 2015, , 239-266.	0.3	1