

Julie Juan Li

List of Publications by Year in descending order

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40
papers

4,688
citations

236925

25
h-index

289244

40
g-index

40
all docs

40
docs citations

40
times ranked

2777
citing authors

#	ARTICLE	IF	CITATIONS
1	Do managerial ties in China always produce value? Competition, uncertainty, and domestic vs. foreign firms. <i>Strategic Management Journal</i> , 2008, 29, 383-400.	7.3	641
2	The Effects of Business and Political Ties on Firm Performance: Evidence from China. <i>Journal of Marketing</i> , 2011, 75, 1-15.	11.3	620
3	The Effects of Business and Political Ties on Firm Performance: Evidence from China. <i>Journal of Marketing</i> , 2011, 75, 1-15.	11.3	331
4	When can you trust "trust"? Calculative trust, relational trust, and supplier performance. <i>Strategic Management Journal</i> , 2016, 37, 724-741.	7.3	284
5	Market orientation, job satisfaction, product quality, and firm performance: evidence from China. <i>Strategic Management Journal</i> , 2008, 29, 985-1000.	7.3	261
6	Competitive position, managerial ties, and profitability of foreign firms in China: an interactive perspective. <i>Journal of International Business Studies</i> , 2009, 40, 339-352.	7.3	251
7	How Face Influences Consumption - A Comparative Study of American and Chinese Consumers. <i>International Journal of Market Research</i> , 2007, 49, 237-256.	3.8	244
8	How foreign firms achieve competitive advantage in the Chinese emerging economy: Managerial ties and market orientation. <i>Journal of Business Research</i> , 2010, 63, 856-862.	10.2	192
9	How Does Environmental Corporate Social Responsibility Matter in a Dysfunctional Institutional Environment? Evidence from China. <i>Journal of Business Ethics</i> , 2017, 140, 209-223.	6.0	189
10	Contract governance and buyer-supplier conflict: The moderating role of institutions. <i>Journal of Operations Management</i> , 2016, 41, 12-24.	5.2	148
11	The interplay of drivers and deterrents of opportunism in buyer-supplier relationships. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 111-131.	11.2	146
12	Organizational changes in emerging economies: drivers and consequences. <i>Journal of International Business Studies</i> , 2006, 37, 248-263.	7.3	139
13	The Formation of Managerial Networks of Foreign Firms in China: The Effects of Strategic Orientations. <i>Asia Pacific Journal of Management</i> , 2005, 22, 423-443.	4.5	133
14	Relational mechanisms, formal contracts, and local knowledge acquisition by international subsidiaries. <i>Strategic Management Journal</i> , 2010, 31, 349-370.	7.3	132
15	Product co-development in an emerging market: The role of buyer-supplier compatibility and institutional environment. <i>Journal of Operations Management</i> , 2016, 46, 69-83.	5.2	103
16	The influence of leadership on product and process innovations in China: The contingent role of knowledge acquisition capability. <i>Industrial Marketing Management</i> , 2015, 50, 18-29.	6.7	98
17	Institutions and opportunism in buyer-supplier exchanges: the moderated mediating effects of contractual and relational governance. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 1014-1031.	11.2	98
18	The evolving role of managerial ties and firm capabilities in an emerging economy: evidence from China. <i>Journal of the Academy of Marketing Science</i> , 2014, 42, 581-595.	11.2	95

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19	Justice served: Mitigating damaged trust stemming from supply chain disruptions. <i>Journal of Operations Management</i> , 2014, 32, 374-386.	5.2	95
20	Achieving Superior Financial Performance in China: Differentiation, Cost Leadership, or Both?. <i>Journal of International Marketing</i> , 2008, 16, 1-22.	4.4	70
21	Group Buying: A Strategic Form of Consumer Collective. <i>Journal of Retailing</i> , 2013, 89, 338-351.	6.2	59
22	The Influence of Institutional Forces on International Joint Venturesâ€™ Foreign Parentsâ€™ Opportunism and Relationship Extendedness. <i>Journal of International Marketing</i> , 2015, 23, 73-93.	4.4	56
23	How Do International Joint Ventures Build Legitimacy Effectively in Emerging Economies? CSR, Political Ties, or Both?. <i>Management International Review</i> , 2019, 59, 387-412.	3.3	46
24	When does guanxi bolster or damage firm profitability? The contingent effects of firm- and market-level characteristics. <i>Industrial Marketing Management</i> , 2011, 40, 561-568.	6.7	43
25	Active trust development of local senior managers in international subsidiaries. <i>Journal of Business Research</i> , 2006, 59, 73-80.	10.2	40
26	Provider and relational determinants of customer solution performance. <i>Industrial Marketing Management</i> , 2016, 56, 14-23.	6.7	24
27	How to retain local senior managers in international joint ventures: The effects of alliance relationship characteristics. <i>Journal of Business Research</i> , 2008, 61, 986-994.	10.2	20
28	Harmonizing conflict in husbandâ€™wife purchase decision making: perceived fairness and spousal influence dynamics. <i>Journal of the Academy of Marketing Science</i> , 2008, 36, 378-394.	11.2	18
29	Sustaining relationships after opportunism and misunderstanding: the role of formalization and socialization. <i>Marketing Letters</i> , 2017, 28, 305-319.	2.9	16
30	Employee's Perceptions of Market Orientation in a Transitional Economy. <i>Journal of Global Marketing</i> , 2004, 17, 5-22.	3.4	15
31	Cross-level interpersonal ties and IJV innovation: Evidence from China. <i>Journal of Business Research</i> , 2021, 134, 618-630.	10.2	14
32	The alignment between organizational control mechanisms and outsourcing strategies: A commentary essay. <i>Journal of Business Research</i> , 2012, 65, 1384-1386.	10.2	12
33	Team Purchase: A Case of Consumer Empowerment in China. <i>Journal of Consumer Affairs</i> , 2011, 45, 528-538.	2.3	11
34	Is collaboration a better way to develop trust after opportunism? Distinguishing firm and boundary spanner opportunism. <i>Industrial Marketing Management</i> , 2019, 82, 38-51.	6.7	11
35	The roles of locus of causality and buyer attribution in resolution of recurrent supplierâ€™induced disruptions. <i>Journal of Operations Management</i> , 2022, 68, 55-93.	5.2	9
36	Governance mechanism alignment at the top and operating levels of alliance hierarchy: reconciling two competing schools of thought. <i>European Journal of Marketing</i> , 2021, 55, 1873-1900.	2.9	7

#	ARTICLE	IF	CITATIONS
37	Linking knowledge search to knowledge creation: the intermediate role of knowledge complexity. <i>Management Decision</i> , 2023, 61, 1156-1182.	3.9	5
38	Alliance justice and relational performance: the mediating role of boundary spanners' citizenship behaviors. <i>Management Decision</i> , 2020, 59, 223-239.	3.9	4
39	Unequal participation in joint new product development: The roles of information opportunism concern and contract binding force. <i>Journal of Business Research</i> , 2022, 145, 21-34.	10.2	4
40	Achieving value co-creation through cooperation in international joint ventures: A two-level perspective. <i>International Business Review</i> , 2023, 32, 102028.	4.8	4