

David Knights

List of Publications by Year in descending order

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Version: 2024-02-01

143
papers

8,538
citations

44069

48
h-index

51608

86
g-index

156
all docs

156
docs citations

156
times ranked

3183
citing authors

#	ARTICLE	IF	CITATIONS
1	Corporate Strategy, Organizations, and Subjectivity: A Critique. <i>Organization Studies</i> , 1991, 12, 251-273.	5.3	731
2	Power and Subjectivity at Work: From Degradation to Subjugation in Social Relations. <i>Sociology</i> , 1989, 23, 535-558.	2.5	539
3	MANAGEMENT, MASCULINITY AND MANIPULATION: FROM PATERNALISM TO CORPORATE STRATEGY IN FINANCIAL SERVICES IN BRITAIN*. <i>Journal of Management Studies</i> , 1993, 30, 659-677.	8.3	334
4	It's a Bittersweet Symphony, this Life: Fragile Academic Selves and Insecure Identities at Work. <i>Organization Studies</i> , 2014, 35, 335-357.	5.3	328
5	Sex Discrimination in UK Academia. <i>Gender, Work and Organization</i> , 2003, 10, 213-238.	4.7	251
6	Changing Spaces: The Disruptive Impact of a New Epistemological Location for the Study of Management. <i>Academy of Management Review</i> , 1992, 17, 514-536.	11.7	211
7	'What Happens when the Phone goes Wild?': Staff, Stress and Spaces for Escape in a BPR Telephone Banking Work Regime. <i>Journal of Management Studies</i> , 1998, 35, 163-194.	8.3	199
8	Chasing Shadows: Control, Virtuality and the Production of Trust. <i>Organization Studies</i> , 2001, 22, 311-336.	5.3	178
9	Leadership, Ethics and Responsibility to the Other. <i>Journal of Business Ethics</i> , 2006, 67, 125-137.	6.0	175
10	Disciplining the shopfloor: A comparison of the disciplinary effects of managerial psychology and financial accounting. <i>Accounting, Organizations and Society</i> , 1987, 12, 457-477.	2.8	174
11	Managing Masculinity in Contemporary Organizational Life: A Managerial Project. <i>Organization</i> , 1998, 5, 7-26.	4.8	164
12	Between Representations and Subjectivity: Gender Binaries and the Politics of Organizational Transformation. <i>Gender, Work and Organization</i> , 2004, 11, 430-454.	4.7	164
13	Careering through academia: Securing identities or engaging ethical subjectivities?. <i>Human Relations</i> , 2015, 68, 1865-1888.	5.4	162
14	Organization Theory in the Age of Deconstruction: Dualism, Gender and Postmodernism Revisited. <i>Organization Studies</i> , 1997, 18, 1-19.	5.3	154
15	'Ain't Misbehavin'? Opportunities for Resistance under New Forms of 'Quality' Management. <i>Sociology</i> , 2000, 34, 421-436.	2.5	150
16	Governing through Teamwork: Reconstituting Subjectivity in a Call Centre*. <i>Journal of Management Studies</i> , 2003, 40, 1587-1619.	8.3	149
17	A Labour of Love? Academics in Business Schools. <i>Scandinavian Journal of Management</i> , 2012, 28, 5-15.	1.9	139
18	Challenging Dualism: Public Professionalism in 'Troubled' Times. <i>Sociology</i> , 2006, 40, 277-295.	2.5	138

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19	Towards an Ecology of Retail Financial Services: Understanding the Persistence of Door-to-Door Credit and Insurance Providers. <i>Environment and Planning A</i> , 2004, 36, 625-645.	3.6	131
20	Culture, Control and Competition; Towards a Conceptual Framework for the Study of Information Technology in Organizations. <i>Organization Studies</i> , 1992, 13, 051-72.	5.3	127
21	Writing Organizational Analysis into Foucault. <i>Organization</i> , 2002, 9, 575-593.	4.8	127
22	CONCEPTUALIZING LEADERSHIP PROCESSES: A STUDY OF SENIOR MANAGERS IN A FINANCIAL SERVICES COMPANY. <i>Journal of Management Studies</i> , 1992, 29, 761-782.	8.3	125
23	Reflecting on a Critical Pedagogy in MBA Education. <i>Management Learning</i> , 2003, 34, 27-49.	2.1	122
24	Power and Identity in Theory and Practice. <i>Sociological Review</i> , 1985, 33, 22-46.	1.6	117
25	NETWORKING AS KNOWLEDGE WORK: A STUDY OF STRATEGIC INTERORGANIZATIONAL DEVELOPMENT IN THE FINANCIAL SERVICES INDUSTRY*. <i>Journal of Management Studies</i> , 1993, 30, 975-995.	8.3	115
26	Subjectivity, Power and the Labour Process. , 1990, , 297-335.		112
27	Bewitched, bothered and bewildered: The meaning and experience of teamworking for employees in an automobile company. <i>Human Relations</i> , 2000, 53, 1481-1517.	5.4	107
28	'Are there no Limits to Authority?': TQM and Organizational Power. <i>Organization Studies</i> , 1999, 20, 197-224.	5.3	105
29	Introduction: A Post-crisis Critical Reflection on Business Schools. <i>British Journal of Management</i> , 2010, 21, s1.	5.0	80
30	STRATEGY UNDER THE MICROSCOPE: STRATEGIC MANAGEMENT AND IT IN FINANCIAL SERVICES*. <i>Journal of Management Studies</i> , 1995, 32, 191-214.	8.3	79
31	â€˜The Best is Yet to Come?â€™: The Quest for Embodiment in Managerial Work. , 1996, , 78-98.		78
32	The Consumer Rules?. <i>European Journal of Marketing</i> , 1994, 28, 42-54.	2.9	73
33	Binaries need to shatter for bodies to matter: Do disembodied masculinities undermine organizational ethics?. <i>Organization</i> , 2015, 22, 200-216.	4.8	73
34	Politics and Pain in Managing Information Technology: A Case Study from Insurance. <i>Organization Studies</i> , 1992, 13, 211-228.	5.3	71
35	Managing masculinity/mismanaging the corporation. <i>Organization</i> , 2012, 19, 385-404.	4.8	70
36	The Hype and Hope of Interdisciplinary Management Studies. <i>British Journal of Management</i> , 1997, 8, 9-22.	5.0	65

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37	Walking with Moneylenders: The Ecology of the UK Home-collected Credit Industry. <i>Urban Studies</i> , 2006, 43, 161-186.	3.7	65
38	Considering Management Education: Insights from Critical Management Studies. <i>Journal of Management Education</i> , 2002, 26, 489-495.	1.1	64
39	Editorial: Undoing Gender: Organizing and Disorganizing Performance. <i>Gender, Work and Organization</i> , 2007, 14, 505-511.	4.7	64
40	When "Life Is but a Dream": Obliterating Politics Through Business Process Reengineering?. <i>Human Relations</i> , 1998, 51, 761-798.	5.4	63
41	Making a Market: The UK Retail Financial Services Industry and the Rise of the Complex Sub-Prime Credit Market. <i>Competition and Change</i> , 2004, 8, 3-25.	4.2	60
42	Organizational discourse and subjectivity. <i>Human Relations</i> , 2006, 59, 351-377.	5.4	60
43	The Conditions of Our Freedom: Foucault, Organization, and Ethics. <i>Business Ethics Quarterly</i> , 2008, 18, 299-320.	1.5	60
44	Pushing the Boundaries of Amnesia and Myopia: A Critical Review of the Literature on Identity in Management and Organization Studies. <i>International Journal of Management Reviews</i> , 2017, 19, 337-356.	8.3	58
45	Organizational Culture as Management Strategy: A Critique and Illustration from the Financial Services Industry. <i>International Studies of Management and Organization</i> , 1987, 17, 40-63.	0.6	57
46	â€˜How would you measure something like that?â€™: Quality in a Retail Bank. <i>Journal of Management Studies</i> , 1997, 34, 371-388.	8.3	57
47	In Search of Relevance: Perspectives on the Contribution of Academicâ€™Practitioner Networks. <i>Organization Studies</i> , 2010, 31, 1287-1309.	5.3	56
48	Organization Theory and Consumption in a Post-Modern Era. <i>Organization Studies</i> , 1993, 14, 211-234.	5.3	55
49	Gendering Jobs: Corporate Strategy, Managerial Control and the Dynamics of Job Segregation. <i>Work, Employment and Society</i> , 1991, 5, 181-200.	2.7	53
50	'It's a Very Foreign Discipline': the Genesis of Expenses Control in a Mutual Life Insurance Company. <i>British Journal of Management</i> , 1993, 4, 1-18.	5.0	42
51	A road less travelled. <i>Journal of Organizational Change Management</i> , 2002, 15, 235-254.	2.7	42
52	(Mis)managing diversity: exploring the dangers of diversity management orthodoxy. <i>Equality, Diversity and Inclusion</i> , 2016, 35, 5-16.	1.4	42
53	Myopic Rhetorics: Reflecting Epistemologically and Ethically on the Demand for Relevance in Organizational and Management Research. <i>Academy of Management Learning and Education</i> , 2008, 7, 537-552.	2.5	41
54	'A Different World': Shifting Masculinities in the Transition to Call Centres. <i>Organization</i> , 2001, 8, 619-645.	4.8	40

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55	Reflecting on corporate scandals: the failure of ethical leadership. <i>Business Ethics</i> , 2005, 14, 359-366.	3.5	39
56	The Power of Organization or the Organization of Power?. <i>Organization Studies</i> , 1982, 3, 47-63.	5.3	38
57	Making Sense of "Quality?"-Toward a Review and Critique of Quality Initiatives in Financial Services. <i>Human Relations</i> , 1998, 51, 389-411.	5.4	37
58	Changing Spaces: The Disruptive Impact of a New Epistemological Location for the Study of Management. <i>Academy of Management Review</i> , 1992, 17, 514.	11.7	36
59	Dreams and Designs on Strategy: A Critical Analysis of TQM and Management Control. <i>Work, Employment and Society</i> , 1998, 12, 433-456.	2.7	36
60	Dualism and Domination: An Analysis of Marxian, Weberian and Existentialist Perspectives. <i>The Australian and New Zealand Journal of Sociology</i> , 1983, 19, 33-49.	0.2	32
61	Inter-managerial competition and capital accumulation: it specialists, accountants and executive control. <i>Critical Perspectives on Accounting</i> , 1990, 1, 167-189.	4.5	30
62	Feeling and speaking through our gendered bodies: embodied self-reflection and research practice in organisation studies. <i>International Journal of Work Organisation and Emotion</i> , 2012, 5, 91.	0.3	30
63	â€Masters of the Universeâ€™: Demystifying Leadership in the Context of the 2008 Global Financial Crisis. <i>British Journal of Management</i> , 2015, 26, 197-210.	5.0	30
64	PLANNING FOR PERSONNEL?-HUMAN RESOURCE MANAGEMENT RECONSIDERED. <i>Journal of Management Studies</i> , 1992, 29, 651-668.	8.3	29
65	Open innovation, gender and the infiltration of masculine discourses. <i>International Journal of Gender and Entrepreneurship</i> , 2013, 5, 275-297.	3.2	29
66	Hanging out the Dirty Washing. <i>International Studies of Management and Organization</i> , 2000, 30, 68-84.	0.6	28
67	Management Control in Sales Forces: A Case Study from the Labour Process of Life Insurance. <i>Work, Employment and Society</i> , 1990, 4, 369-389.	2.7	27
68	<i>Guest Editorsâ€™ Introduction:</i> Philosophical Contributions to Leadership Ethics. <i>Business Ethics Quarterly</i> , 2018, 28, 1-14.	1.5	27
69	Making and Mending your Nets: Managing Relevance, Participation and Uncertainty in Academicâ€™Practitioner Knowledge Networks. <i>British Journal of Management</i> , 2009, 20, 125-142.	5.0	26
70	Practice makes perfect? Skillful performances in veterinary work. <i>Human Relations</i> , 2018, 71, 1395-1421.	5.4	26
71	TQM and BPR â€™can you spot the difference?. <i>Personnel Review</i> , 1998, 27, 78-85.	2.7	25
72	Transaction Cost Economics and Open Innovation: Implications for Theory and Practice. <i>Creativity and Innovation Management</i> , 2012, 21, 277-289.	3.3	25

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73	Who's a good boy then? Anthropocentric masculinities in veterinary practice. <i>Gender, Work and Organization</i> , 2019, 26, 267-287.	4.7	24
74	Strategy as a "Project": overcoming dualisms in the strategy debate. <i>European Management Review</i> , 2004, 1, 55-61.	3.7	23
75	"Ain't Misbehavin'": Opportunities for Resistance under New Forms of "Quality" Management. <i>Sociology</i> , 2000, 34, 421-436.	2.5	21
76	'It's About Time!'. <i>Time and Society</i> , 1995, 4, 205-231.	1.5	20
77	Authority at Work: Reflections and Recollections. <i>Organization Studies</i> , 2006, 27, 699-720.	5.3	20
78	Financial Services - Every which Way but Quality?. <i>Journal of General Management</i> , 1997, 22, 53-73.	1.2	19
79	Milkround Professionalism in Personnel Recruitment: Myth or Reality?. <i>Personnel Review</i> , 1990, 19, 28-37.	2.7	18
80	Gender still at work: Interrogating identity in discourses and practices of masculinity. <i>Gender, Work and Organization</i> , 2019, 26, 18-30.	4.7	18
81	Autonomy as Utopia or Dystopia. <i>Sociological Review</i> , 2002, 50, 59-81.	1.6	17
82	Gendered practices in veterinary organisations. <i>Veterinary Record</i> , 2019, 185, 407-407.	0.3	17
83	Customer relationship management in call centers: The uneasy process of re(form)ing the subject through the "people-by-numbers" approach. <i>Information and Organization</i> , 2008, 18, 29-50.	4.8	16
84	Editorial: Questioning the Construction of "Balance": A Time Perspective on Gender and Organization. <i>Gender, Work and Organization</i> , 2008, 15, 423-429.	4.7	16
85	What is happening in "equality" in the financial services?. <i>The TQM Journal</i> , 1995, 7, 9-12.	0.8	14
86	Electronic Cash and the Virtual Marketplace: Reflections on a Revolution Postponed. <i>Organization</i> , 2007, 14, 747-768.	4.8	14
87	Learning to listen? Exploring discourses and images of masculine leadership through corporate videos. <i>Management Learning</i> , 2016, 47, 179-198.	2.1	14
88	Living on the edge? Professional anxieties at work in academia and veterinary practice. <i>Culture and Organization</i> , 2018, 24, 134-153.	0.8	14
89	Dreams and Designs on Strategy: A Critical Analysis of TQM and Management Control. <i>Work, Employment and Society</i> , 1998, 12, 433-456.	2.7	14
90	Leadership and corporate strategy: Toward a critical analysis. <i>Leadership Quarterly</i> , 1992, 3, 171-190.	5.8	13

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91	Marketing the Soul: from the Ideology of Consumption to Consumer Subjectivity. , 1997, , 158-188.		13
92	â€˜The times they are a changinâ€™? transformative organizational innovations in financial services in the UK. International Journal of Human Resource Management, 1998, 9, 168-184.	5.3	13
93	Socialization, Yes. Skill Upgrading, Probably. Robust Theory of the Capitalist Labour Process, No. Organization Studies, 2007, 28, 1369-1378.	5.3	13
94	Governmentality and Financial Services: Welfare Crises and the Financially Self-Disciplined Subject. , 1997, , 216-235.		13
95	New Technology and the Self-disciplined Worker in the Insurance Industry. , 1990, , 126-154.		12
96	Autonomy Retentiveness!. Journal of Management Inquiry, 2000, 9, 173-185.	3.9	11
97	Stories about men implementing and resisting new technologies. New Technology, Work and Employment, 2004, 19, 192-206.	4.0	11
98	Culture and control in a life insurance company1. Culture and Organization, 1995, 1, 29-46.	0.1	10
99	Passing the Time in Pastimes, Professionalism and Politics. Time and Society, 2006, 15, 251-274.	1.5	10
100	Editorial: Addressing the Gender Gap in Studies of Emotion. Gender, Work and Organization, 2008, 15, 1-8.	4.7	10
101	Gendered incorporations: critically embodied reflections on the gender divide in organisation studies. International Journal of Work Organisation and Emotion, 2011, 4, 217.	0.3	10
102	Selling Oneself: Subjectivity and the Labour Process in Selling Life Insurance. , 1991, , 217-240.		10
103	An evaluation of quality in financial services: problems and prospects. Managing Service Quality, 1996, 6, 18-21.	2.4	9
104	Can a leopard change its spots? â€˜seeking quality in financial services. Managing Service Quality, 1997, 7, 102-105.	2.4	9
105	Outsourcing (the) economy to India: utopian and dystopian discourses of offshoring. International Journal of Sociology and Social Policy, 2007, 27, 433-446.	1.2	9
106	Masculinity: A contested terrain?. Gender, Work and Organization, 2019, 26, 1367-1375.	4.7	9
107	Milking It for All Itâ€™s Worth: Unpalatable Practices, Dairy Cows and Veterinary Work?. Journal of Business Ethics, 2022, 176, 673-688.	6.0	9
108	<i>Guest Editorsâ€™ Introduction</i>: Philosophical Approaches to Leadership Ethics II: Perspectives on the Self and Responsibility to Others. Business Ethics Quarterly, 2018, 28, 245-250.	1.5	7

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109	Networks and partnerships in the evolution of home banking. <i>IFIP Advances in Information and Communication Technology</i> , 1997, , 92-107.	0.7	7
110	Consumption Denied?. <i>Journal of Consumer Culture</i> , 2005, 5, 181-205.	2.5	6
111	Time, Self and Reified Artefacts. <i>Time and Society</i> , 2005, 14, 283-302.	1.5	6
112	The â€œMissing Massesâ€™ of Resistance: An Ethnographic Understanding of a Workplace Dispute. <i>British Journal of Management</i> , 2016, 27, 534-549.	5.0	6
113	Addressing disillusionment among young vets. <i>Veterinary Record</i> , 2016, 179, 603-604.	0.3	6
114	Editorial: Breaking Boundaries: Women in Academia. <i>Gender, Work and Organization</i> , 2008, 15, 231-234.	4.7	5
115	Ways of leading in non-Anglophone contexts: Representing, expressing and enacting authority beyond the English-speaking world. <i>Leadership</i> , 2017, 13, 127-132.	1.8	5
116	Disabled People and Digitalization: Disruptive documents in distributing digital devices. <i>Organization Studies</i> , 2020, 41, 855-872.	5.3	5
117	Learning to manage a mental health condition: Caring for the self and â€œnormalizingâ€™ identity at work. <i>Management Learning</i> , 2021, 52, 466-484.	2.1	5
118	Identity Work and Pedagogy: Revisiting George Herbert Mead as a Vehicle for Critical Management Education and Learning. <i>Academy of Management Learning and Education</i> , 0, , .	2.5	5
119	Understanding the Theory and Practice of Management Control. <i>Employee Relations</i> , 1983, 5, 1-43.	2.4	4
120	The Ambivalence Of Personnel In In Life Insurance: The Challenge Of Change. <i>Personnel Review</i> , 1988, 17, 32-37.	2.7	4
121	Challenging humanist leadership: Toward an embodied, ethical, and effective neo-humanist, enlightenment approach. <i>Leadership</i> , 2021, 17, 674-692.	1.8	4
122	Critical management education: Selected auto-ethnographic vignettes on how attachment to identity may disrupt learning. <i>Management Learning</i> , 2022, 53, 605-616.	2.1	4
123	Race Relations in Industry: Problems and Prospects for Equal Opportunity. <i>Employee Relations</i> , 1982, 4, 12-16.	2.4	3
124	The politics of IT-enabled restructuring and the restructuring of politics through total quality management. <i>Information and Organization</i> , 1998, 8, 107-126.	1.5	3
125	DREAMS AND DESIGNS ON STRATEGY: A CRITICAL ANALYSIS OF TQM AND MANAGEMENT CONTROL. <i>Work, Employment and Society</i> , 1998, 12, 433-456.	2.7	3
126	The human face of reâ€™engineering in financial services. <i>Managing Service Quality</i> , 2000, 10, 74-78.	2.4	3

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127	Unsanctioned practice innovation: A process model. Long Range Planning, 2021, 54, 102108.	4.9	3
128	Automated Lines and "Modern" Times: a Distal and Proximal Understanding of Skill/Knowledge. Emergence: Complexity and Organization, 1999, 1, 105-124.	0.1	3
129	Organizing male infertility: Masculinities and fertility treatment. Gender, Work and Organization, 2022, 29, 1113-1131.	4.7	3
130	The Subjectivity of Segmentation and the Segmentation of Subjectivity. , 1996, , .		2
131	The night of the bug: Technology, risk and (dis)organization at the fin de siècle. Management and Organizational History, 2008, 3, 289-309.	0.7	2
132	Rethinking Diversity in Organizations and Society. , 2016, , .		2
133	Bridging the Academic-Practitioner Divide: A Case Study Analysis of Business School Collaboration with Industry., , 0, , 403-420.		2
134	The gendered terrains of paternalism. , 0, , .		2
135	The Commonâ€Sense World of Everyday Selling. Management Decision, 1974, 12, 37-45.	3.9	1
136	The â€Let them eat cakeâ€™ strategy for â€industrial branchâ€™ insurance clients: Reflecting on the Demise of a Sector in Financial Services. Social Policy and Society, 2004, 3, 353-363.	1.0	1
137	In remembrance of Professor Joan Acker: A legendary figure in the field of Gender, Work and Organization. Gender, Work and Organization, 2019, 26, 1705-1710.	4.7	1
138	Disrupting masculinities within leadership: Problems of embodiment, ethics, identity and power. Leadership, 0, , 174271502110040.	1.8	1
139	THE THEORY, PRACTICE AND POLITICS OF MANPOWER PLANNING: AN ANALYTICAL CRITIQUE WITH EMPIRICAL ILLUSTRATIONS FROM THE N.H.S.. International Journal of Sociology and Social Policy, 1985, 5, 11-28.	1.2	0
140	â€Another One Bites the Dustâ€™: En'gender'ing the Problems of Masculinity in the Management of Innovation. German Journal of Human Resource Management, 1998, 12, 187-209.	3.2	0
141	Power at Work in Organizations. , 2011, , .		0
142	<i>Critical Perspectives on Leadership: The Language of Corporate Power</i>, by Mark Learmonth and Kevin Morrell. Academy of Management Learning and Education, 2020, 19, 600-602.	2.5	0
143	Sustainability of the International Sourcing Model. , 0, , 111-145.		0