

Ammon Salter

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/8169732/publications.pdf>

Version: 2024-02-01

78
papers

16,292
citations

81839

39
h-index

91828

69
g-index

81
all docs

81
docs citations

81
times ranked

8292
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| 1 | Open for innovation: the role of openness in explaining innovation performance among U.K. manufacturing firms. <i>Strategic Management Journal</i> , 2006, 27, 131-150. | 4.7 | 4,500 |
| 2 | Academic engagement and commercialisation: A review of the literature on university–industry relations. <i>Research Policy</i> , 2013, 42, 423-442. | 3.3 | 1,634 |
| 3 | The economic benefits of publicly funded basic research: a critical review. <i>Research Policy</i> , 2001, 30, 509-532. | 3.3 | 935 |
| 4 | Innovation in project-based, service-enhanced firms: the construction of complex products and systems. <i>Research Policy</i> , 2000, 29, 955-972. | 3.3 | 934 |
| 5 | Investigating the factors that diminish the barriers to university–industry collaboration. <i>Research Policy</i> , 2010, 39, 858-868. | 3.3 | 892 |
| 6 | Searching high and low: what types of firms use universities as a source of innovation?. <i>Research Policy</i> , 2004, 33, 1201-1215. | 3.3 | 746 |
| 7 | The paradox of openness: Appropriability, external search and collaboration. <i>Research Policy</i> , 2014, 43, 867-878. | 3.3 | 733 |
| 8 | The role of technology in the shift towards open innovation: the case of Procter & Gamble. <i>R and D Management</i> , 2006, 36, 333-346. | 3.0 | 619 |
| 9 | The impact of entrepreneurial capacity, experience and organizational support on academic entrepreneurship. <i>Research Policy</i> , 2011, 40, 1084-1093. | 3.3 | 360 |
| 10 | Exploring the Effect of Geographical Proximity and University Quality on University–Industry Collaboration in the United Kingdom. <i>Regional Studies</i> , 2011, 45, 507-523. | 2.5 | 332 |
| 11 | Investigating the sources of process innovation among UK manufacturing firms. <i>Industrial and Corporate Change</i> , 2006, 15, 653-682. | 1.7 | 329 |
| 12 | Cui Bono? The Selective Revealing of Knowledge and Its Implications for Innovative Activity. <i>Academy of Management Review</i> , 2013, 38, 270-291. | 7.4 | 318 |
| 13 | Postcards from the Edge: Local Communities, Global Programs and Boundary Objects. <i>Organization Studies</i> , 2004, 25, 1515-1534. | 3.8 | 223 |
| 14 | Evaluating Novelty: The Role of Panels in the Selection of R&D Projects. <i>Academy of Management Journal</i> , 2017, 60, 433-460. | 4.3 | 179 |
| 15 | Design Quality Indicator as a tool for thinking. <i>Building Research and Information</i> , 2003, 31, 318-333. | 2.0 | 170 |
| 16 | Coping with Open Innovation: Responding to the Challenges of External Engagement in R&D. <i>California Management Review</i> , 2014, 56, 77-94. | 3.4 | 168 |
| 17 | The fateful triangle: Complementarities in performance between product, process and organizational innovation in France and the UK. <i>Research Policy</i> , 2015, 44, 217-232. | 3.3 | 159 |
| 18 | Open for Ideation: Individual–Level Openness and Idea Generation in R&D. <i>Journal of Product Innovation Management</i> , 2015, 32, 488-504. | 5.2 | 158 |

| # | ARTICLE | IF | CITATIONS |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| 19 | Going Underground: Bootlegging and Individual Innovative Performance. <i>Organization Science</i> , 2014, 25, 1287-1305. | 3.0 | 142 |
| 20 | Last among equals: a comparison of innovation in construction, services and manufacturing in the UK. <i>Construction Management and Economics</i> , 2005, 23, 631-644. | 1.8 | 130 |
| 21 | Sources of ideas for innovation in engineering design. <i>Research Policy</i> , 2003, 32, 1309-1324. | 3.3 | 125 |
| 22 | In good company: The influence of peers on industry engagement by academic scientists. <i>Research Policy</i> , 2014, 43, 1189-1203. | 3.3 | 123 |
| 23 | The elixir (or burden) of youth? Exploring differences in innovation between start-ups and established firms. <i>Research Policy</i> , 2012, 41, 319-333. | 3.3 | 116 |
| 24 | Crossing the Rubicon: exploring the factors that shape academics' perceptions of the barriers to working with industry. <i>Cambridge Journal of Economics</i> , 2012, 36, 655-677. | 0.8 | 97 |
| 25 | Exploring the capital goods economy: complex product systems in the UK. <i>Industrial and Corporate Change</i> , 2004, 13, 505-529. | 1.7 | 95 |
| 26 | Making a marriage of materials: The role of gatekeepers and shepherds in the absorption of external knowledge and innovation performance. <i>Research Policy</i> , 2017, 46, 1039-1054. | 3.3 | 92 |
| 27 | â€œIn Case of Fire, Please Use the Elevatorâ€: Simulation Technology and Organization in Fire Engineering. <i>Organization Science</i> , 2007, 18, 849-864. | 3.0 | 89 |
| 28 | Learning and Innovation Management in Project-Based, Service-Enhanced Firms. <i>International Journal of Innovation Management</i> , 1998, 02, 431-454. | 0.7 | 84 |
| 29 | The engagement gap:. <i>Research Policy</i> , 2015, 44, 1176-1191. | 3.3 | 76 |
| 30 | Managing Unsolicited Ideas for R&D. <i>California Management Review</i> , 2012, 54, 116-139. | 3.4 | 70 |
| 31 | Accounting for universitiesâ€™ impact: using augmented data to measure academic engagement and commercialization by academic scientists. <i>Research Evaluation</i> , 2015, 24, 380-391. | 1.3 | 59 |
| 32 | Winning combinations: search strategies and innovativeness in the UK. <i>Industry and Innovation</i> , 2018, 25, 115-143. | 1.7 | 58 |
| 33 | The Dark Matter of Innovation: Design and Innovative Performance in Dutch Manufacturing1. <i>Technology Analysis and Strategic Management</i> , 2006, 18, 515-534. | 2.0 | 53 |
| 34 | From here to eternity?: The practice of knowledge transfer in dispersed and co-located project organizations. <i>European Planning Studies</i> , 2005, 13, 831-851. | 1.6 | 50 |
| 35 | â€œInequalityâ€™ of innovation: skewed distributions and the returns to innovation in Dutch manufacturing. <i>Economics of Innovation and New Technology</i> , 2005, 14, 83-102. | 2.1 | 50 |
| 36 | Making knowledge visible: Using expert yellow pages to map capabilities in professional services firms. <i>Research Policy</i> , 2007, 36, 1603-1619. | 3.3 | 46 |

| # | ARTICLE | IF | CITATIONS |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| 37 | Innovation and performance in engineering design. <i>Construction Management and Economics</i> , 2003, 21, 573-580. | 1.8 | 45 |
| 38 | Break on Through: Sources and Determinants of Product and Process Innovation among UK Construction Firms. <i>Industry and Innovation</i> , 2008, 15, 601-625. | 1.7 | 45 |
| 39 | Toward an aspiration-level theory of open innovation. <i>Industrial and Corporate Change</i> , 2016, 25, 289-306. | 1.7 | 43 |
| 40 | Exploring preferences for impact versus publications among UK business and management academics. <i>Research Policy</i> , 2017, 46, 1769-1782. | 3.3 | 43 |
| 41 | Inbound Open Innovation and Innovation Performance: A Robustness Study. <i>Research Policy</i> , 2021, 50, 104271. | 3.3 | 42 |
| 42 | Evolutionary analysis of innovation and entrepreneurship: Sidney G. Winterâ€™ recipient of the 2015 Global Award for Entrepreneurship Research. <i>Small Business Economics</i> , 2016, 47, 1-14. | 4.4 | 39 |
| 43 | The role of codified sources of knowledge in innovation: Empirical evidence from Dutch manufacturing. <i>Journal of Evolutionary Economics</i> , 2005, 15, 211-231. | 0.8 | 38 |
| 44 | Citizens of somewhere: Examining the geography of foreign and native-born academicsâ€™ engagement with external actors. <i>Research Policy</i> , 2019, 48, 759-774. | 3.3 | 38 |
| 45 | Dual Networking: How Collaborators Network in Their Quest for Innovation. <i>Administrative Science Quarterly</i> , 2020, 65, 887-930. | 4.8 | 38 |
| 46 | Into thin air: using a quantile regression approach to explore the relationship between R&D and innovation. <i>International Review of Applied Economics</i> , 2010, 24, 95-102. | 1.3 | 31 |
| 47 | What Influences Business Academicsâ€™ Use of the Association of Business Schools (ABS) List? Evidence From a Survey of UK Academics. <i>British Journal of Management</i> , 2019, 30, 730-747. | 3.3 | 30 |
| 48 | The Impact of Modelling and Simulation Technology on Engineering Problem Solving. <i>Technology Analysis and Strategic Management</i> , 2007, 19, 471-489. | 2.0 | 21 |
| 49 | The impact of financial slack on explorative and exploitative knowledge sourcing from universities: evidence from the UK. <i>Industrial and Corporate Change</i> , 2016, 25, 689-706. | 1.7 | 21 |
| 50 | The Sequence Effect in Panel Decisions: Evidence from the Evaluation of Research and Development Projects. <i>Organization Science</i> , 2021, 32, 987-1008. | 3.0 | 21 |
| 51 | The Nature of Innovation. , 2014, , . | | 17 |
| 52 | Designing to compete: lessons from Millennium Product winners. <i>Design Studies</i> , 2003, 24, 395-409. | 1.9 | 16 |
| 53 | The breadth of business model reconfiguration and firm performance. <i>Strategic Organization</i> , 2022, 20, 231-269. | 3.1 | 15 |
| 54 | Lifting the veil: Using a quasiâ€™replication approach to assess sample selection bias in patentâ€™based studies. <i>Strategic Management Journal</i> , 2019, 40, 230-252. | 4.7 | 13 |

| # | ARTICLE | IF | CITATIONS |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| 55 | The fruits of intellectual production: economic and scientific specialisation among OECD countries. Cambridge Journal of Economics, 2005, 29, 289-308. | 0.8 | 12 |
| 56 | Who Captures Value from Open Innovation – The Firm or Its Employees?. Strategic Management Review, 2020, 1, 255-276. | 0.5 | 11 |
| 57 | The impact of journal re-grading on perception of ranking systems: Exploring the case of the Academic Journal Guide and Business and Management scholars in the UK. Research Evaluation, 2019, 28, 218-231. | 1.3 | 8 |
| 58 | Directing scientists away from potentially biased publications: the role of systematic reviews in health care. Research Policy, 2021, 50, 104130. | 3.3 | 8 |
| 59 | Are Academics Willing to Forgo Citations to Publish in High-Status Journals? Examining Preferences for 4* and 4-Rated Journal Publication Among UK Business and Management Academics. British Journal of Management, 2022, 33, 1254-1270. | 3.3 | 6 |
| 60 | Fortune favours the brave. Structural Change and Economic Dynamics, 2008, 19, 357-362. | 2.1 | 5 |
| 61 | Busy academics share less: the impact of professional and family roles on academic withholding behaviour. Studies in Higher Education, 2020, , 1-20. | 2.9 | 5 |
| 62 | The extraction of manufacturing capability: a case of sophisticated transferee. International Journal of Technology Management, 2008, 44, 391. | 0.2 | 4 |
| 63 | From Sensing Shape to Shaping Sense: A Dynamic Model of Absorptive Capacity and Selective Revealing. SSRN Electronic Journal, 0, , . | 0.4 | 4 |
| 64 | The Two-Pipe Problem: Analysing and Theorizing about 2-Mode Networks. Research in the Sociology of Organizations, 2014, , 337-354. | 0.5 | 4 |
| 65 | Going Off-Piste: The Role of Status in Launching Un-sponsored R&D Projects. Proceedings - Academy of Management, 2016, 2016, 13860. | 0.0 | 4 |
| 66 | In Good Company: The Influence of Peers on Industry Engagement by Academic Scientists. SSRN Electronic Journal, 2012, , . | 0.4 | 3 |
| 67 | Is it a Man's World? Gender Differences in University – Industry Collaboration Activities. Proceedings - Academy of Management, 2013, 2013, 11653. | 0.0 | 2 |
| 68 | FROM SENSING SHAPE TO SHAPING SENSE: A DYNAMIC MODEL OF ABSORPTIVE CAPACITY AND SELECTIVE REVEALING. Proceedings - Academy of Management, 2011, 2011, 1-6. | 0.0 | 1 |
| 69 | The chosen ones. The Selection of Capabilities in Professional Service Firms. Proceedings - Academy of Management, 2013, 2013, 10828. | 0.0 | 1 |
| 70 | The relative value of the division versus duplication of network ties for innovation performance. Proceedings - Academy of Management, 2018, 2018, 14225. | 0.0 | 1 |
| 71 | Lifting the veil on patents and inventions. Proceedings - Academy of Management, 2015, 2015, 16767. | 0.0 | 1 |
| 72 | How much value is in business model reconfiguration?. Proceedings - Academy of Management, 2017, 2017, 15347. | 0.0 | 1 |

| # | ARTICLE | IF | CITATIONS |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| 73 | The Colour of Hierarchy: A field experiment on hierarchical endorsements and idea selection. Proceedings - Academy of Management, 2021, 2021, 11125. | 0.0 | 0 |
| 74 | Temporal balancing: The timing of network mobilization across the idea journey. Proceedings - Academy of Management, 2021, 2021, 14583. | 0.0 | 0 |
| 75 | Binoculars and Blinders: Anticipating Trends and Breakthroughs in Communities. Proceedings - Academy of Management, 2013, 2013, 17165. | 0.0 | 0 |
| 76 | Appropriating Value from Ideas: Past and Future Research Trajectories. Proceedings - Academy of Management, 2014, 2014, 13800. | 0.0 | 0 |
| 77 | Managing Innovation in a Multi-Divisional Firm: Mobility across Divisions and Manager Performance. Proceedings - Academy of Management, 2018, 2018, 11989. | 0.0 | 0 |
| 78 | The Sequence Effect on the Selection of R&D Projects in Panel Decision-Making. SSRN Electronic Journal, 0, , . | 0.4 | 0 |