

# Ammon Salter

## List of Publications by Year in descending order

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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	The breadth of business model reconfiguration and firm performance. <i>Strategic Organization</i> , 2022, 20, 231-269.	3.1	15
2	Are Academics Willing to Forgo Citations to Publish in High-Status Journals? Examining Preferences for 4* and 4â€Rated Journal Publication Among UK Business and Management Academics. <i>British Journal of Management</i> , 2022, 33, 1254-1270.	3.3	6
3	Directing scientists away from potentially biased publications: the role of systematic reviews in health care. <i>Research Policy</i> , 2021, 50, 104130.	3.3	8
4	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
5	The Colour of Hierarchy: A field experiment on hierarchical endorsements and idea selection. <i>Proceedings - Academy of Management</i> , 2021, 2021, 11125.	0.0	0
6	Temporal balancing: The timing of network mobilization across the idea journey. <i>Proceedings - Academy of Management</i> , 2021, 2021, 14583.	0.0	0
7	Inbound Open Innovation and Innovation Performance: A Robustness Study. <i>Research Policy</i> , 2021, 50, 104271.	3.3	42
8	Busy academics share less: the impact of professional and family roles on academic withholding behaviour. <i>Studies in Higher Education</i> , 2020, , 1-20.	2.9	5
9	Who Captures Value from Open Innovation â€ The Firm or Its Employees?. <i>Strategic Management Review</i> , 2020, 1, 255-276.	0.5	11
10	Dual Networking: How Collaborators Network in Their Quest for Innovation. <i>Administrative Science Quarterly</i> , 2020, 65, 887-930.	4.8	38
11	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. <i>Research Evaluation</i> , 2019, 28, 218-231.	1.3	8
12	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
13	Citizens of somewhere: Examining the geography of foreign and native-born academicsâ€TM engagement with external actors. <i>Research Policy</i> , 2019, 48, 759-774.	3.3	38
14	What Influences Business Academicsâ€TM 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
15	Winning combinations: search strategies and innovativeness in the UK. <i>Industry and Innovation</i> , 2018, 25, 115-143.	1.7	58
16	The relative value of the division versus duplication of network ties for innovation performance. <i>Proceedings - Academy of Management</i> , 2018, 2018, 14225.	0.0	1
17	Managing Innovation in a Multi-Divisional Firm: Mobility across Divisions and Manager Performance. <i>Proceedings - Academy of Management</i> , 2018, 2018, 11989.	0.0	0
18	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

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19	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
20	Exploring preferences for impact versus publications among UK business and management academics. <i>Research Policy</i> , 2017, 46, 1769-1782.	3.3	43
21	How much value is in business model reconfiguration?. <i>Proceedings - Academy of Management</i> , 2017, 2017, 15347.	0.0	1
22	Going Off-Piste: The Role of Status in Launching Un-sponsored R&D Projects. <i>Proceedings - Academy of Management</i> , 2016, 2016, 13860.	0.0	4
23	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
24	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
25	Toward an aspiration-level theory of open innovation. <i>Industrial and Corporate Change</i> , 2016, 25, 289-306.	1.7	43
26	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
27	The engagement gap:. <i>Research Policy</i> , 2015, 44, 1176-1191.	3.3	76
28	Open for Ideation: Individualâ€™ Level Openness and Idea Generation in <sc>R&D</sc>. <i>Journal of Product Innovation Management</i> , 2015, 32, 488-504.	5.2	158
29	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
30	Lifting the veil on patents and inventions. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16767.	0.0	1
31	Going Underground: Bootlegging and Individual Innovative Performance. <i>Organization Science</i> , 2014, 25, 1287-1305.	3.0	142
32	The Two-Pipe Problem: Analysing and Theorizing about 2-Mode Networks. <i>Research in the Sociology of Organizations</i> , 2014, , 337-354.	0.5	4
33	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
34	In good company: The influence of peers on industry engagement by academic scientists. <i>Research Policy</i> , 2014, 43, 1189-1203.	3.3	123
35	The paradox of openness: Appropriability, external search and collaboration. <i>Research Policy</i> , 2014, 43, 867-878.	3.3	733
36	The Nature of Innovation. , 2014, , .		17

#	ARTICLE	IF	CITATIONS
37	Appropriating Value from Ideas: Past and Future Research Trajectories. Proceedings - Academy of Management, 2014, 2014, 13800.	0.0	0
38	Academic engagement and commercialisation: A review of the literature on universityâ€“industry relations. Research Policy, 2013, 42, 423-442.	3.3	1,634
39	Cui Bono? The Selective Revealing of Knowledge and Its Implications for Innovative Activity. Academy of Management Review, 2013, 38, 270-291.	7.4	318
40	The chosen ones. The Selection of Capabilities in Professional Service Firms. Proceedings - Academy of Management, 2013, 2013, 10828.	0.0	1
41	Is it a Manâ€™s World? Gender Differences in University â€“ Industry Collaboration Activities. Proceedings - Academy of Management, 2013, 2013, 11653.	0.0	2
42	Binoculars and Blinders: Anticipating Trends and Breakthroughs in Communities. Proceedings - Academy of Management, 2013, 2013, 17165.	0.0	0
43	Managing Unsolicited Ideas for R&D. California Management Review, 2012, 54, 116-139.	3.4	70
44	The elixir (or burden) of youth? Exploring differences in innovation between start-ups and established firms. Research Policy, 2012, 41, 319-333.	3.3	116
45	Crossing the Rubicon: exploring the factors that shape academics' perceptions of the barriers to working with industry. Cambridge Journal of Economics, 2012, 36, 655-677.	0.8	97
46	In Good Company: The Influence of Peers on Industry Engagement by Academic Scientists. SSRN Electronic Journal, 2012, , .	0.4	3
47	Exploring the Effect of Geographical Proximity and University Quality on Universityâ€“Industry Collaboration in the United Kingdom. Regional Studies, 2011, 45, 507-523.	2.5	332
48	The impact of entrepreneurial capacity, experience and organizational support on academic entrepreneurship. Research Policy, 2011, 40, 1084-1093.	3.3	360
49	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
50	Into thin air: using a quantile regression approach to explore the relationship between R&D and innovation. International Review of Applied Economics, 2010, 24, 95-102.	1.3	31
51	Investigating the factors that diminish the barriers to universityâ€“industry collaboration. Research Policy, 2010, 39, 858-868.	3.3	892
52	Fortune favours the brave. Structural Change and Economic Dynamics, 2008, 19, 357-362.	2.1	5
53	Break on Through: Sources and Determinants of Product and Process Innovation among UK Construction Firms. Industry and Innovation, 2008, 15, 601-625.	1.7	45
54	The extraction of manufacturing capability: a case of sophisticated transferee. International Journal of Technology Management, 2008, 44, 391.	0.2	4

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55	â€œIn Case of Fire, Please Use the Elevatorâ€ Simulation Technology and Organization in Fire Engineering. Organization Science, 2007, 18, 849-864.	3.0	89
56	Making knowledge visible: Using expert yellow pages to map capabilities in professional services firms. Research Policy, 2007, 36, 1603-1619.	3.3	46
57	The Impact of Modelling and Simulation Technology on Engineering Problem Solving. Technology Analysis and Strategic Management, 2007, 19, 471-489.	2.0	21
58	Investigating the sources of process innovation among UK manufacturing firms. Industrial and Corporate Change, 2006, 15, 653-682.	1.7	329
59	The Dark Matter of Innovation: Design and Innovative Performance in Dutch Manufacturing1. Technology Analysis and Strategic Management, 2006, 18, 515-534.	2.0	53
60	Open for innovation: the role of openness in explaining innovation performance among U.K. manufacturing firms. Strategic Management Journal, 2006, 27, 131-150.	4.7	4,500
61	The role of technology in the shift towards open innovation: the case of Procter & Gamble. R and D Management, 2006, 36, 333-346.	3.0	619
62	The role of codified sources of knowledge in innovation: Empirical evidence from Dutch manufacturing. Journal of Evolutionary Economics, 2005, 15, 211-231.	0.8	38
63	The fruits of intellectual production: economic and scientific specialisation among OECD countries. Cambridge Journal of Economics, 2005, 29, 289-308.	0.8	12
64	From here to eternity?: The practice of knowledge transfer in dispersed and co-located project organizations. European Planning Studies, 2005, 13, 831-851.	1.6	50
65	â€˜Inequalityâ€™ of innovation: skewed distributions and the returns to innovation in Dutch manufacturing. Economics of Innovation and New Technology, 2005, 14, 83-102.	2.1	50
66	Last among equals: a comparison of innovation in construction, services and manufacturing in the UK. Construction Management and Economics, 2005, 23, 631-644.	1.8	130
67	Postcards from the Edge: Local Communities, Global Programs and Boundary Objects. Organization Studies, 2004, 25, 1515-1534.	3.8	223
68	Searching high and low: what types of firms use universities as a source of innovation?. Research Policy, 2004, 33, 1201-1215.	3.3	746
69	Exploring the capital goods economy: complex product systems in the UK. Industrial and Corporate Change, 2004, 13, 505-529.	1.7	95
70	Designing to compete: lessons from Millennium Product winners. Design Studies, 2003, 24, 395-409.	1.9	16
71	Sources of ideas for innovation in engineering design. Research Policy, 2003, 32, 1309-1324.	3.3	125
72	Design Quality Indicator as a tool for thinking. Building Research and Information, 2003, 31, 318-333.	2.0	170

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73	Innovation and performance in engineering design. Construction Management and Economics, 2003, 21, 573-580.	1.8	45
74	The economic benefits of publicly funded basic research: a critical review. Research Policy, 2001, 30, 509-532.	3.3	935
75	Innovation in project-based, service-enhanced firms: the construction of complex products and systems. Research Policy, 2000, 29, 955-972.	3.3	934
76	Learning and Innovation Management in Project-Based, Service-Enhanced Firms. International Journal of Innovation Management, 1998, 02, 431-454.	0.7	84
77	From Sensing Shape to Shaping Sense: A Dynamic Model of Absorptive Capacity and Selective Revealing. SSRN Electronic Journal, 0, , .	0.4	4
78	The Sequence Effect on the Selection of R&D Projects in Panel Decision-Making. SSRN Electronic Journal, 0, , .	0.4	0