

# Tomasz Obloj

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/8181057/publications.pdf>

Version: 2024-02-01

18  
papers

626  
citations

759233

12  
h-index

1058476

14  
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18  
all docs

18  
docs citations

18  
times ranked

445  
citing authors

#	ARTICLE	IF	CITATIONS
1	Firm-specific human capital, organizational incentives, and agency costs: Evidence from retail banking. <i>Strategic Management Journal</i> , 2014, 35, 1279-1301.	7.3	92
2	Dominant Logic and Entrepreneurial Firms' Performance in a Transition Economy. <i>Entrepreneurship Theory and Practice</i> , 2010, 34, 151-170.	10.2	85
3	Organization Design, Proximity, and Productivity Responses to Upward Social Comparison. <i>Organization Science</i> , 2017, 28, 1-18.	4.5	83
4	Beyond Shareholder Value Maximization: Accounting for Financial/Social Trade-Offs in Dual-Purpose Companies. <i>Academy of Management Review</i> , 2022, 47, 237-258.	11.7	66
5	Incentive Life-cycles. <i>Administrative Science Quarterly</i> , 2012, 57, 305-347.	6.9	60
6	Role of resource gap and value appropriation: effect of reputation gap on price premium in online auctions. <i>Strategic Management Journal</i> , 2011, 32, 447-456.	7.3	46
7	Value creation and value capture under moral hazard: Exploring the micro-foundations of buyer-supplier relationships. <i>Strategic Management Journal</i> , 2015, 36, 1146-1163.	7.3	46
8	What do multiple objectives really mean for performance? Empirical evidence from the French manufacturing sector. <i>Strategic Management Journal</i> , 2020, 41, 2518-2547.	7.3	38
9	Better Safe Than Sorry: Subsidiary Performance Feedback and Internal Governance in Multiunit Firms. <i>Journal of Management</i> , 2017, 43, 2526-2554.	9.3	37
10	The influence of pay transparency on (gender) inequity, inequality and the performance basis of pay. <i>Nature Human Behaviour</i> , 2022, 6, 646-655.	12.0	23
11	Diminishing Returns From Reputation: Do Followers Have a Competitive Advantage?. <i>Corporate Reputation Review</i> , 2006, 9, 213-224.	1.7	22
12	The Impact of Overconfidence and Ambiguity Attitude on Market Entry. <i>Organization Science</i> , 2020, 31, 308-329.	4.5	20
13	Better to have led and lost than never to have led at all? Lost leadership and effort provision in dynamic tournaments. <i>Strategic Management Journal</i> , 2021, 42, 774-801.	7.3	5
14	Initial prejudices create cross-generational intergroup mistrust. <i>PLoS ONE</i> , 2018, 13, e0194871.	2.5	3
15	Better to Have Led and Lost than Never to Have Led at All? Competitive Dethronement, the Endowment Effect, and Risk Taking. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	0
16	When Does Number Two Try Harder?: Organizational incentives, aspiration levels and firm performance. <i>Proceedings - Academy of Management</i> , 2012, 2012, 13628.	0.1	0
17	Flipping the Coin: Strategy as Trade-Off Resolution. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16245.	0.1	0
18	Better to Have Led and Lost than Never to Have Led at All? Lost Leadership and Effort Provision in Dynamic Tournaments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0