

# Susan Maria Freeman

## List of Publications by Year in descending order

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Version: 2024-02-01

46  
papers

2,618  
citations

304743

22  
h-index

276875

41  
g-index

46  
all docs

46  
docs citations

46  
times ranked

1715  
citing authors

#	ARTICLE	IF	CITATIONS
1	Toward a Typology of Commitment States among Managers of Born-Global Firms: A Study of Accelerated Internationalization. <i>Journal of International Marketing</i> , 2007, 15, 1-40.	4.4	679
2	How Smaller Born-Global Firms Use Networks and Alliances to Overcome Constraints to Rapid Internationalization. <i>Journal of International Marketing</i> , 2006, 14, 33-63.	4.4	394
3	A model of rapid knowledge development: The smaller born-global firm. <i>International Business Review</i> , 2010, 19, 70-84.	4.8	191
4	Effect of perceived environmental uncertainty on exporterâ€™importer inter-organisational relationships and export performance improvement. <i>International Business Review</i> , 2009, 18, 89-107.	4.8	133
5	Multinational Enterprise Subsidiaries and their CSR: A Conceptual Framework of the Management of CSR in Smaller Emerging Economies. <i>Journal of Business Ethics</i> , 2014, 122, 125-136.	6.0	119
6	Legitimacy and accelerated internationalisation: An Indian perspective. <i>Journal of World Business</i> , 2012, 47, 623-634.	7.7	114
7	Measuring the Performance of Born-Global Firms Throughout Their Development Process: The Roles of Initial Market Selection and Internationalisation Speed. <i>Management International Review</i> , 2014, 54, 551-579.	3.3	82
8	International marketing strategies in industrial clusters: Insights from the Southern Hemisphere. <i>Journal of Business Research</i> , 2014, 67, 837-846.	10.2	77
9	Professional service firms entering emerging markets: the role of network relationships. <i>Journal of Services Marketing</i> , 2008, 22, 198-212.	3.0	65
10	Strategic reâ€™structuring by bornâ€™globals using outward and inwardâ€™oriented activity. <i>International Marketing Review</i> , 2013, 30, 156-182.	3.6	65
11	Unpacking the â€™skill â€™ cross-cultural competenceâ€™mechanisms: Empirical evidence from Chinese expatriate managers. <i>International Business Review</i> , 2014, 23, 530-541.	4.8	61
12	Foreign market entries, exits and re-entries: The role of knowledge, network relationships and decision-making logic. <i>International Business Review</i> , 2020, 29, 101592.	4.8	56
13	Born-Globals and Culturally Proximate Markets. <i>Management International Review</i> , 2012, 52, 425-460.	3.3	55
14	Personality traits and cross-cultural competence of Chinese expatriate managers: a socio-analytic and institutional perspective. <i>International Journal of Human Resource Management</i> , 2013, 24, 3812-3830.	5.3	55
15	Strategic agility, dynamic relational capability and trust among SMEs in transitional economies. <i>Journal of World Business</i> , 2021, 56, 101175.	7.7	43
16	Managing the Arts: Leadership and Decision Making under Dual Rationalities. <i>Journal of Arts Management Law and Society</i> , 2007, 36, 295-313.	0.6	37
17	The development of subsidiary roles in the motor vehicle manufacturing industry. <i>International Business Review</i> , 2012, 21, 602-617.	4.8	37
18	Exploring cross-cultural skills for expatriate managers from Chinese multinationals: Congruence and contextualization. <i>Asia Pacific Journal of Management</i> , 2017, 34, 123-146.	4.5	35

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19	Constraints facing small western firms in transitional markets. <i>European Business Review</i> , 2006, 18, 187-213.	3.4	33
20	The effect of ethnic diversity on expatriate managers in their host country. <i>International Business Review</i> , 2012, 21, 253-268.	4.8	31
21	The influence of national culture on dissolution communication strategies in Western versus Asian business relationships: a theoretical model. <i>Supply Chain Management</i> , 2004, 9, 169-182.	6.4	29
22	Networks and Australian professional services in newly emerging markets of Asia. <i>Journal of Service Management</i> , 2007, 18, 152-166.	2.0	26
23	Immigrant Entrepreneurs: The Identification of Foreign Market Opportunities. <i>International Migration</i> , 2014, 52, 144-156.	1.3	25
24	How do subsidiaries assume autonomy? A refined application of agency theory within the subsidiary-headquarters context. <i>Global Strategy Journal</i> , 2017, 7, 172-192.	7.4	24
25	Assigned versus assumed: Towards a contemporary, detailed understanding of subsidiary autonomy. <i>International Business Review</i> , 2017, 26, 1168-1183.	4.8	17
26	Service quality delivery in a cross-national context. <i>International Business Review</i> , 2018, 27, 1022-1032.	4.8	16
27	Psychic distance and environment: impact on increased resource commitment. <i>European Business Review</i> , 2012, 24, 351-373.	3.4	14
28	Knowledge and network development for service firm entry into emerging Asian markets. <i>Asian Business and Management</i> , 2012, 11, 101-122.	2.8	14
29	An Examination of Global Mindset and International Market Opportunities among SMEs. <i>International Studies of Management and Organization</i> , 2018, 48, 181-203.	0.6	13
30	New product performance implications of ambidexterity in strategic marketing foci: a case of emerging market firms. <i>Journal of Business and Industrial Marketing</i> , 2021, 36, 390-399.	3.0	12
31	Outsidership, network positions and cooperation among internationalizing SMEs: An industry evolutionary perspective. <i>International Business Review</i> , 2022, 31, 101970.	4.8	12
32	Conceptualizing Network Configurations as Dynamic Capabilities for Emerging Market Born Globals. <i>International Studies of Management and Organization</i> , 2018, 48, 221-237.	0.6	11
33	Developing service climate in local vs. foreign firms in smaller Asian emerging markets: a resource-based and social exchange perspective. <i>International Journal of Human Resource Management</i> , 2017, 28, 627-656.	5.3	10
34	Brand champion behaviour: Its role in corporate branding. <i>Journal of Brand Management</i> , 2017, 24, 575-591.	3.5	10
35	The use and usefulness of academic research: An EMBA perspective. <i>International Journal of Management Education</i> , 2019, 17, 100314.	3.9	5
36	The "visible hand"™ behind cooperation in franchising: A model of franchisor practices that influence cooperation within social networks. <i>Industrial Marketing Management</i> , 2021, 94, 66-89.	6.7	5

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37	Developing successful assumed autonomy-based initiatives: An attention-based view. <i>Global Strategy Journal</i> , 2023, 13, 176-216.	7.4	4
38	Foreign Market-Entry into Central and Eastern Europe. <i>Journal of East-West Business</i> , 2006, 12, 109-129.	0.7	3
39	Becoming competent expatriate managers: Embracing paradoxes in international management. <i>Human Resource Management Review</i> , 2022, 32, 100851.	4.8	3
40	Small and Medium Enterprises in Transitional East African Economies: The Case of Tanzania. <i>Palgrave Studies of Internationalization in Emerging Markets</i> , 2021, , 277-307.	0.2	2
41	How international marketers make decisions: exploring approaches to learning and using heuristics. <i>International Marketing Review</i> , 2021, ahead-of-print, .	3.6	1
42	The role of knowledge transfer and network relationships for stimulating growth in the professional services sector. <i>International Journal of Economics and Business Research</i> , 2011, 3, 494.	0.2	0
43	Value Creation as Business Commitment to Responsible Consumption. <i>Research in Ethical Issues in Organizations</i> , 2016, , 207-229.	0.1	0
44	After-Care™ Service Provision and Repeat Investment. , 2017, , 47-67.		0
45	An Eclectic Perspective on the Internationalization of Australian Mobile Services SMEs. <i>Advances in E-Business Research Series</i> , 0, , 55-73.	0.4	0
46	An Eclectic Perspective on the Internationalization of Australian Mobile Services SMEs. , 0, , 862-880.		0