

# Witold J Henisz

## List of Publications by Year in descending order

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Version: 2024-02-01

58  
papers

6,883  
citations

172457

29  
h-index

223800

46  
g-index

59  
all docs

59  
docs citations

59  
times ranked

3035  
citing authors

#	ARTICLE	IF	CITATIONS
1	Reciprocity in Firm–Stakeholder Dialog: Timeliness, Valence, Richness, and Topicality. <i>Journal of Business Ethics</i> , 2023, 183, 429-451.	6.0	4
2	Business and Peace: The Impact of Firm–Stakeholder Relational Strategies on Conflict Risk. <i>Academy of Management Review</i> , 2022, 47, 259-281.	11.7	16
3	– and – Corporate strategic activism, horizontal inequalities, and society's capacity to address its grand challenges. <i>Global Strategy Journal</i> , 2022, 12, 520-542.	7.4	6
4	Webs of Influence: Secondary Stakeholder Actions and Cross-National Corporate Social Performance. <i>Organization Science</i> , 2021, 32, 233-255.	4.5	25
5	– Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies – Recipient of the 2018 Ralph Gomory Best Industry Studies Paper Award. <i>Strategy Science</i> , 2020, 5, 143-145.	2.9	0
6	ESG, Material Credit Events, and Credit Risk. <i>Journal of Applied Corporate Finance</i> , 2019, 31, 105-117.	0.8	51
7	The Political Economy of Financial Reform: de Jure Liberalization vs. de Facto Implementation. <i>International Studies Quarterly</i> , 2019, 63, 589-602.	1.5	6
8	Special Issue Introduction: International Strategy in an Era of Global Flux. <i>Strategy Science</i> , 2019, 4, 61-69.	2.9	13
9	Toward a unified theory of project governance: economic, sociological and psychological supports for relational contracting. , 2019, , .		1
10	Status Climbing vs. Bridging: Multinational Stakeholder Engagement Strategies. <i>Strategy Science</i> , 2018, 3, 367-392.	2.9	27
11	Non-market Strategy. , 2018, , 1134-1141.		1
12	Not All Sparks Light a Fire: Stakeholder and Shareholder Reactions to Critical Events in Contested Markets. <i>Administrative Science Quarterly</i> , 2017, 62, 561-597.	6.9	109
13	The Dynamic Capability of Corporate Diplomacy. <i>Global Strategy Journal</i> , 2016, 6, 183-196.	7.4	57
14	Non-market Strategy. , 2016, , 1-8.		0
15	Spinning gold: The financial returns to stakeholder engagement. <i>Strategic Management Journal</i> , 2014, 35, 1727-1748.	7.3	352
16	The hidden risks in emerging markets. <i>IEEE Engineering Management Review</i> , 2014, 42, 27-34.	1.3	19
17	Preferences, Structure, and Influence: The Engineering of Consent. <i>Global Strategy Journal</i> , 2013, 3, 338-359.	7.4	15
18	Strategy and Competition in the Market and Nonmarket Arenas. <i>Academy of Management Perspectives</i> , 2012, 26, 40-51.	6.8	62

#	ARTICLE	IF	CITATIONS
19	Toward a unified theory of project governance: economic, sociological and psychological supports for relational contracting. <i>Engineering Project Organization Journal</i> , 2012, 2, 37-55.	0.6	122
20	Three Waves of BITs. <i>Journal of Conflict Resolution</i> , 2011, 55, 1047-1073.	2.0	106
21	Leveraging the Financial Crisis to Fulfill the Promise of Progressive Management.. <i>Academy of Management Learning and Education</i> , 2011, 10, 298-321.	2.5	23
22	Conflict, security, and political risk: International business in challenging times. <i>Journal of International Business Studies</i> , 2010, 41, 759-764.	7.3	80
23	Contentious Implementation and Retrenchment in Neoliberal Policy Reform: The Global Electric Power Industry, 1989â€“2001. <i>Administrative Science Quarterly</i> , 2009, 54, 379-412.	6.9	68
24	Reprinted Article The institutional environment for multinational investment. <i>Advances in Strategic Management</i> , 2009, , 425-458.	0.1	3
25	Beyond the economic institutions of strategy: Strategic responses to institutional variation. <i>Advances in Strategic Management</i> , 2009, , 407-423.	0.1	1
26	From the Editors: Advancing interdisciplinary research in the field of international business: Prospects, issues and challenges. <i>Journal of International Business Studies</i> , 2009, 40, 1070-1074.	7.3	110
27	Institutions and international business. <i>Journal of International Business Studies</i> , 2008, 39, 537-539.	7.3	130
28	Interest Groups, Veto Points, and Electricity Infrastructure Deployment. <i>International Organization</i> , 2006, 60, .	4.7	58
29	Votes and Vetoes: The Political Determinants of Commercial Openness. <i>International Studies Quarterly</i> , 2006, 50, 189-212.	1.5	132
30	THE DEINSTITUTIONALIZATION OF COERCED REFORMS: THE CASE OF PRIVATE INFRASTRUCTURE INVESTMENTS.. <i>Proceedings - Academy of Management</i> , 2005, 2005, K1-K6.	0.1	6
31	Legitimacy, Interest Group Pressures, and Change in Emergent Institutions: The Case of Foreign Investors and Host Country Governments. <i>Academy of Management Review</i> , 2005, 30, 361-382.	11.7	302
32	Deinstitutionalization and Institutional Replacement: State-Centered and Neo-liberal Models in the Global Electricity Supply Industry. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	6
33	The Worldwide Diffusion of Market-Oriented Infrastructure Reform, 1977â€“1999. <i>American Sociological Review</i> , 2005, 70, 871-897.	5.2	403
34	Interest Groups, Veto Points and Electricity Infrastructure Deployment. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	2
35	Information or influence? The benefits of experience for managing political uncertainty. <i>Strategic Organization</i> , 2004, 2, 389-421.	5.0	107
36	The Political Economy of Trans-Pacific Business Linkages. <i>Business and Politics</i> , 2004, 6, 1-35.	0.8	1

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37	Explicating political hazards and safeguards: a transaction cost politics approach. <i>Industrial and Corporate Change</i> , 2004, 13, 901-915.	2.8	56
38	Firm- and Country-Level Trade-offs and Contingencies in the Evaluation of Foreign Investment: The Semiconductor Industry, 1994-2002. <i>Organization Science</i> , 2004, 15, 537-554.	4.5	135
39	Political hazards, experience, and sequential entry strategies: the international expansion of Japanese firms, 1980-1998. <i>Strategic Management Journal</i> , 2003, 24, 1153-1164.	7.3	572
40	The power of the Buckley and Casson thesis: the ability to manage institutional idiosyncrasies. <i>Journal of International Business Studies</i> , 2003, 34, 173-184.	7.3	203
41	Policy uncertainty and the sequence of entry by Japanese firms, 1980-1998. <i>Journal of International Business Studies</i> , 2003, 34, 227-241.	7.3	261
42	The institutional environment for infrastructure investment. <i>Industrial and Corporate Change</i> , 2002, 11, 355-389.	2.8	652
43	Uncertainty, Imitation, and Plant Location: Japanese Multinational Corporations, 1990-1996. <i>Administrative Science Quarterly</i> , 2001, 46, 443.	6.9	669
44	The Institutional Environment for Telecommunications Investment. <i>Journal of Economics and Management Strategy</i> , 2001, 10, 123-147.	0.8	117
45	The Institutional Environment for Telecommunications Investment. <i>Journal of Economics and Management Strategy</i> , 2001, 10, 123-147.	0.8	195
46	The institutional environment for multinational investment. <i>Journal of Law, Economics, and Organization</i> , 2000, 16, 334-364.	1.5	1,061
47	Comparative Economic Organization-Within and Between Countries. <i>Business and Politics</i> , 1999, 1, 261-277.	0.8	264
48	~The Institutions and Governance of Economic Reform'1. <i>Public Management Review</i> , 1999, 1, 349-371.	0.3	12
49	Political Institutions and Electric Utility Investment: A Cross-Nation Analysis. <i>California Management Review</i> , 1998, 40, 18-35.	6.3	111
50	Learning about the institutional environment. <i>Advances in Strategic Management</i> , 0, , 339-372.	0.1	63
51	Due diligence: Mapping and analysis of your stakeholders. , 0, , 20-55.		0
52	Openness: Strategic communications to reinforce trust and reputation. , 0, , 120-138.		0
53	Introduction: Power trip or power play: the case of AES-Telasi. , 0, , 1-19.		0
54	Politics and Infrastructure Investment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4

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55	Legitimacy, Interest Group Pressures and Institutional Change: The Case of Foreign Investors and Host Country Governments. SSRN Electronic Journal, 0, , .	0.4	6
56	Integration: From stakeholder maps to financial and operational performance. , 0, , 56-79.		0
57	Learning: Humility in adapting to negative feedback in a necessarily imperfect strategy. , 0, , 104-119.		0
58	Mindset: Externally facing long-term organizational culture. , 0, , 139-160.		0