

Gabriel R G Benito

List of Publications by Year in descending order

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69
papers

3,447
citations

172457

29
h-index

149698

56
g-index

75
all docs

75
docs citations

75
times ranked

1800
citing authors

#	ARTICLE	IF	CITATIONS
1	A review of research on outward foreign direct investment from emerging countries, including China: what do we know, how do we know and where should we be heading?. <i>Asia Pacific Business Review</i> , 2018, 24, 90-115.	2.9	379
2	The Expansion of Foreign Direct Investments: Discrete Rational Location Choices or a Cultural Learning Process?. <i>Journal of International Business Studies</i> , 1992, 23, 461-476.	7.3	367
3	Towards more realistic conceptualisations of foreign operation modes. <i>Journal of International Business Studies</i> , 2009, 40, 1455-1470.	7.3	197
4	Foreign Market Servicing: Beyond Choice of Entry Mode. <i>Journal of International Marketing</i> , 1994, 2, 7-27.	4.4	191
5	Divestment and international business strategy. <i>Journal of Economic Geography</i> , 2005, 5, 235-251.	3.0	189
6	Divestment of foreign production operations. <i>Applied Economics</i> , 1997, 29, 1365-1378.	2.2	171
7	Environmental influences on MNE subsidiary roles: economic integration and the Nordic countries. <i>Journal of International Business Studies</i> , 2003, 34, 443-456.	7.3	157
8	The Performance Differential between Private and State Owned Enterprises: The Roles of Ownership, Management and Market Structure. <i>Journal of Management Studies</i> , 2008, 45, 1244-1273.	8.3	138
9	Knowledge, internationalization of the firm, and inwardâ€“outward connections. <i>Industrial Marketing Management</i> , 2003, 32, 385-396.	6.7	122
10	A cluster analysis of the maritime sector in Norway. <i>International Journal of Transport Management</i> , 2003, 1, 203-215.	0.2	87
11	Change of foreign operation method: impetus and switching costs. <i>International Business Review</i> , 2002, 11, 325-345.	4.8	81
12	Distant Encounters of the Third Kind: Multinational Companies Locating Divisional Headquarters Abroad. <i>Journal of Management Studies</i> , 2011, 48, 373-394.	8.3	76
13	Why and how motives (still) matter. <i>Multinational Business Review</i> , 2015, 23, 15-24.	2.5	69
14	The Benefits of Internationalization for Stateâ€“Owned Enterprises. <i>Global Strategy Journal</i> , 2016, 6, 269-288.	7.4	68
15	Bringing corporate governance into internalization theory: State ownership and foreign entry strategies. <i>Journal of International Business Studies</i> , 2019, 50, 1310-1337.	7.3	68
16	The global value chain and internalization theory. <i>Journal of International Business Studies</i> , 2019, 50, 1414-1423.	7.3	64
17	Multinational Enterprises from Small Economies: Internationalization Patterns of Large Companies from Denmark, Finland, and Norway. <i>International Studies of Management and Organization</i> , 2002, 32, 57-78.	0.6	60
18	Internationalization in retailing: modeling the pattern of foreign market entry. <i>Journal of Business Research</i> , 2005, 58, 1672-1680.	10.2	59

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19	Domestic alliance networks and regional strategies of MNEs: A structural embeddedness perspective. <i>Journal of International Business Studies</i> , 2018, 49, 1033-1059.	7.3	57
20	From local to global innovation: The role of subsidiaries' external relational embeddedness in an emerging market. <i>International Business Review</i> , 2019, 28, 638-646.	4.8	57
21	Back to basics: Behavioral theory and internationalization. <i>Journal of International Business Studies</i> , 2021, 52, 1047-1068.	7.3	56
22	Mode Combinations and International Operations. <i>Management International Review</i> , 2011, 51, 803-820.	3.3	49
23	An exploration of the information behaviour of Norwegian exporters. <i>International Journal of Information Management</i> , 1993, 13, 274-286.	17.5	47
24	Organizing foreign market activities: From entry mode choice to configuration decisions. <i>International Business Review</i> , 2009, 18, 145-155.	4.8	45
25	Supply chain contract evolution. <i>European Management Journal</i> , 2009, 27, 388-401.	5.1	38
26	Export channel dynamics: an empirical investigation. <i>Managerial and Decision Economics</i> , 2005, 26, 159-173.	2.5	35
27	Governance costs in foreign direct investments: A MNC headquarters challenge. <i>Journal of International Management</i> , 2012, 18, 233-246.	4.2	35
28	Foreign operation methods and switching costs: conceptual issues and possible effects. <i>Scandinavian Journal of Management</i> , 1999, 15, 213-229.	1.9	34
29	Ownership structures of norwegian foreign subsidiaries in manufacturing. <i>International Trade Journal</i> , 1996, 10, 157-198.	0.9	33
30	A transaction cost analysis of staffing decisions in international operations. <i>Scandinavian Journal of Management</i> , 2005, 21, 101-126.	1.9	33
31	The costs of governance in international companies. <i>International Business Review</i> , 2009, 18, 292-304.	4.8	31
32	Managing the Internalisation Process. <i>Management International Review</i> , 2010, 50, 137-154.	3.3	28
33	Offshore outsourcing: A dynamic, operation mode perspective. <i>Industrial Marketing Management</i> , 2013, 42, 211-222.	6.7	26
34	Where do MNEs locate their headquarters? at home!. <i>Global Strategy Journal</i> , 2016, 6, 149-159.	7.4	26
35	Change in domestic network centrality, uncertainty, and the foreign divestment decisions of firms. <i>Journal of International Business Studies</i> , 2020, 51, 788-812.	7.3	26
36	Here We Go Again: A Case Study on Re-centering a Foreign Market. <i>British Journal of Management</i> , 2021, 32, 416-434.	5.0	25

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37	Replacing the Foreign Intermediary. <i>International Studies of Management and Organization</i> , 2000, 30, 45-62.	0.6	24
38	Technological Knowledge Intensity and Entry Mode Diversity. <i>Management International Review</i> , 2010, 50, 659-681.	3.3	24
39	Chain Strategies and Modes of Foreign Market Penetration in Agribusiness. <i>Journal of International Food and Agribusiness Marketing</i> , 2000, 11, 1-21.	2.1	15
40	An Empirical Investigation of the Role of Industry Factors in the Internationalization Patterns of Firms. <i>International Studies of Management and Organization</i> , 2013, 43, 81-100.	0.6	15
41	Institutional Distance and MNE's subsidiary Initiative Collaboration: The Role of Dual Embeddedness. <i>European Management Review</i> , 2021, 18, 311-328.	3.7	13
42	Managing the Internalisation Process - A Theoretical Perspective. <i>SSRN Electronic Journal</i> , 0, , .	0.4	13
43	Dealing with headquarters in the multinational corporation: a subsidiary perspective on organizing costs. <i>Journal of Organization Design</i> , 2019, 8, 1.	1.2	12
44	Into the unknown: The extent and boldness of firms' international footprint. <i>Global Strategy Journal</i> , 2021, 11, 468-493.	7.4	11
45	The Termination Dilemma of Foreign Intermediaries: Performance, Anti-Shirking Measures and Hold-Up Safeguards. <i>Advances in International Marketing</i> , 0, , 317-339.	0.3	9
46	Capital Structure of Foreign Direct Investments: A Transaction Cost Analysis. <i>Management International Review</i> , 2018, 58, 389-411.	3.3	8
47	Governmental goals and the international strategies of state-owned multinational enterprises: a conceptual discussion. <i>Journal of Management and Governance</i> , 2022, 26, 1155-1181.	4.1	8
48	The Virtue of in-between Pragmatism "A Balancing Act between Responsiveness and Integration in a Multinational Company. <i>Advances in International Management</i> , 2014, , 75-97.	0.3	7
49	Mode Configuration Diversity: A New Perspective on Foreign Entry Mode Choice. , 2008, , 57-78.		6
50	Exploring Subsidiaries' Perceptions of Corporate Headquarters: Subsidiary Initiatives and Organizing Costs. <i>Research in Global Strategic Management</i> , 2016, , 165-189.	0.5	5
51	Roles and strategies of foreign MNE subsidiaries in New Zealand. <i>European Journal of International Management</i> , 2019, 13, 757.	0.2	5
52	Subsidiary country managers and subsidiary development: Upper echelons and resource-based perspectives. <i>German Journal of Human Resource Management</i> , 2020, 34, 291-323.	3.2	5
53	States and Firms on the Periphery: The Challenges of a Globalizing World. , 2007, , 1-24.		5
54	Promoting imports from developing countries: A marketing perspective. <i>Journal of Business Research</i> , 1995, 32, 141-148.	10.2	4

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55	Moving Abroad: Factors that Motivate Foreign Location of Headquarter Activities. <i>Advances in International Management</i> , 2011, , 127-151.	0.3	4
56	Opening the Black Box of International Strategy Formation: How Harvard Business School Became a Multinational Enterprise. <i>Academy of Management Learning and Education</i> , 2022, 21, 167-187.	2.5	4
57	An Empirical Investigation of the Role of Industry Factors in the Internationalization Patterns of Firms. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	3
58	Institutions and inward foreign direct investment in the primary sectors. <i>Review of International Business and Strategy</i> , 2023, 33, 177-198.	3.3	3
59	Temporality and the first foreign direct investment. <i>Journal of World Business</i> , 2022, 57, 101363.	7.7	2
60	PROMOTING EFFORTS FROM DEVELOPING COUNTRIES: AN EMPIRICAL TEST OF THE IMPACT OF IMPORT PROMOTION OFFICES. <i>International Trade Journal</i> , 1999, 13, 187-209.	0.9	1
61	Domestic Alliance Formation and the Foreign Divestment Decisions of Firms. <i>Progress in International Business Research</i> , 2017, , 517-538.	0.4	1
62	The Internationalization Patterns of Norwegian Firms: Does Industry Matter?. , 2007, , 74-97.		1
63	The Virtue of in-between Pragmatism – A Balancing Act between Responsiveness and Integration in a Multinational Company. <i>Advances in International Management</i> , 2014, , 75-97.	0.3	1
64	Multinational Enterprise Organizational Structures and Subsidiary Role and Capability Development: The Moderating Role of Establishment Mode. <i>Group and Organization Management</i> , 0, , 105960112110609.	4.4	1
65	Foreign operation mode flexibility: tradeoffs and managerial responses. <i>International Journal of the Economics of Business</i> , 2021, 28, 281-307.	1.7	0
66	The Internationalization Patterns of Norwegian Firms: Does Industry Matter?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
67	The Termination Dilemma of Foreign Intermediaries: Performance, Anti-Shirking Measures and Hold-Up Safeguards. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
68	Predicting the Diversity of Foreign Entry Modes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
69	Offshore Outsourcing: A Dynamic, Operation Mode Perspective. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0