Gerard Paul Hodgkinson

List of Publications by Year
in descending order

123 papers	6,372 citations	94269 37 h-index	79541 73 g-index
157 all docs	157 docs citations	157 times ranked	3583 citing authors

#	Article	IF	Citations
1	Psychological foundations of dynamic capabilities: reflexion and reflection in strategic management. Strategic Management Journal, 2011, 32, 1500-1516.	4.7	477
2	The practitioner-researcher divide in Industrial, Work and Organizational (IWO) psychology: Where are we now, and where do we go from here?. Journal of Occupational and Organizational Psychology, 2001, 74, 391-411.	2.6	328
3	Cognition in Organizations. Annual Review of Psychology, 2008, 59, 387-417.	9.9	295
4	Breaking the frame: an analysis of strategic cognition and decision making under uncertainty. Strategic Management Journal, 1999, 20, 977-985.	4.7	263
5	Bridging the Rigourâ€"Relevance Gap in Management Research: It's Already Happening!. Journal of Management Studies, 2009, 46, 534-546.	6.0	247
6	EXPLORING THE MENTAL MODELS OF COMPETITIVE STRATEGISTS: THE CASE FOR A PROCESSUAL APPROACH. Journal of Management Studies, 1994, 31, 525-552.	6.0	242
7	Intuition: A fundamental bridging construct in the behavioural sciences. British Journal of Psychology, 2008, 99, 1-27.	1.2	235
8	Confronting Strategic Inertia in a Top Management Team: Learning from Failure. Organization Studies, 2002, 23, 949-977.	3.8	221
9	The Role of Strategy Workshops in Strategy Development Processes: Formality, Communication, Co-ordination and Inclusion. Long Range Planning, 2006, 39, 479-496.	2.9	198
10	Cognitive Inertia in a Turbulent Market: the Case of UK Residential Estate Agents. Journal of Management Studies, 1997, 34, 921-945.	6.0	192
11	Reâ€aligning the Stakeholders in Management Research: Lessons from Industrial, Work and Organizational Psychology. British Journal of Management, 2001, 12, S41-S48.	3.3	187
12	Intuition in Organizations: Implications for Strategic Management. Long Range Planning, 2009, 42, 277-297.	2.9	177
13	Entrepreneurial leadership, capabilities and firm growth. International Small Business Journal, 2015, 33, 89-105.	2.9	167
14	Complex or unitary? A critique and empirical re-assessment of the Allinson-Hayes Cognitive Style Index. Journal of Occupational and Organizational Psychology, 2003, 76, 243-268.	2.6	140
15	When Teams Agree While Disagreeing: Reflexion and Reflection in Shared Cognition. Academy of Management Review, 2015, 40, 399-422.	7.4	121
16	Not Simply Returning to the Same Answer Over and Over Again: Reframing Relevance. British Journal of Management, 2011, 22, 355-369.	3.3	119
17	The Cognitive Analysis of Competitive Structures: A Review and Critique. Human Relations, 1997, 50, 625-654.	3.8	114
18	The Dynamics of Intuition and Analysis in Managerial and Organizational Decision Making. Academy of Management Perspectives, 2018, 32, 473-492.	4.3	101

#	ARTICLE	IF	CITATIONS
19	Rethinking the philosophical and theoretical foundations of organizational neuroscience: A critical realist alternative. Human Relations, 2014, 67, 765-792.	3.8	90
20	The Negative Effects of Social Capital in Organizations: A Review and Extension. International Journal of Management Reviews, 2017, 19, 97-124.	5.2	89
21	Toward a (Pragmatic) Science of Strategic Intervention: Design Propositions for Scenario Planning. Organization Studies, 2008, 29, 435-457.	3.8	86
22	Research notes and communications development and validation of the strategic locus of control scale. Strategic Management Journal, 1992, 13, 311-317.	4.7	70
23	The interface of cognitive and industrial, work and organizational psychology. Journal of Occupational and Organizational Psychology, 2003, 76, 1-25.	2.6	69
24	Further reflections on the elimination of framing bias in strategic decision making. Strategic Management Journal, 2002, 23, 1069-1076.	4.7	63
25	Opening the Black Box of CSR Decision Making: A Policy-Capturing Study of Charitable Donation Decisions in China. Journal of Business Ethics, 2015, 128, 665-683.	3.7	63
26	DEVELOPMENT AND VALIDATION OF THE FIVEâ€FACTOR MODEL QUESTIONNAIRE (FFMQ): AN ADJECTIVALâ€BASED PERSONALITY INVENTORY FOR USE IN OCCUPATIONAL SETTINGS[1]. Personnel Psychology, 2007, 60, 731-766.	2.2	61
27	Towards Common Ground and Trading Zones in Management Research and Practice. British Journal of Management, 2015, 26, 544-559.	3.3	59
28	More than meets the eye? Intuition and analysis revisited. Personality and Individual Differences, 2009, 47, 342-346.	1.6	56
29	Coming in from the cold: The psychological foundations of radical innovation revisited. Industrial Marketing Management, 2014, 43, 1306-1313.	3.7	55
30	Off to Plan or Out to Lunch? Relationships between Design Characteristics and Outcomes of Strategy Workshops. British Journal of Management, 2015, 26, 507-528.	3.3	50
31	Narrative, meta-analytic, and systematic reviews: What are the differences and why do they matter?. Journal of Organizational Behavior, 2014, 35, S1-S5.	2.9	47
32	Making Strategy Hot. California Management Review, 2017, 59, 109-134.	3.4	47
33	Comparing Managers' Mental Models of Competition: Why Self-report Measures of Belief Similarity Won't Do. Organization Studies, 2002, 23, 63-72.	3.8	40
34	Introducing Cognizerâ„¢: A Comprehensive Computer Package for the Elicitation and Analysis of Cause Maps. Organizational Research Methods, 2005, 8, 317-341.	5.6	37
35	Images of Competitive Space. , 2005, , .		37
36	The Cognitive Analysis of Competitive Structures: A Review and Critique. Human Relations, 1997, 50, 625-654.	3.8	36

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37	Re-appraising Managers' Perceptual Errors: A Behavioural Decision-Making Perspective. British Journal of Management, 2003, 14, 33-37.	3.3	35
38	The role of JOOP (and other scientific journals) in bridging the practitioner-researcher divide in industrial, work and organizational (IWO) psychology. Journal of Occupational and Organizational Psychology, 2006, 79, 173-178.	2.6	31
39	Extending the Foundations and Reach of Design Science: Further Reflections on the Role of Critical Realism. British Journal of Management, 2012, 23, 605-610.	3.3	29
40	What Have We Learned from Almost 30 Years of Research on Causal Mapping? Methodological Lessons and Choices for the Information Systems and Information Technology Communities. , 2005, , 46-80.		28
41	Graduate selection in three European countries. Journal of Occupational and Organizational Psychology, 1998, 71, 359-365.	2.6	25
42	Experts' Judgments of Management Journal Quality. Journal of Management, 2014, 40, 1785-1812.	6.3	25
43	Neither Completing the Practice Turn, Nor Enriching the Process Tradition: Secondary Misinterpretations of a Case Analysis Reconsidered. Organization Studies, 2006, 27, 1895-1901.	3.8	24
44	Chapter 2 A matter of feeling? The role of intuition in entrepreneurial decision-making and behavior. Research on Emotion in Organizations, 2008, , 35-55.	0.1	24
45	Reflections on the micro–macro divide: Ideas from the trenches and moving forward. Strategic Organization, 2019, 17, 385-402.	3.1	24
46	The Individual in the Strategy Process: Insights from Behavioural Decision Research and Cognitive Mapping. , 2002, , 196-219.		22
47	Reflections on reflections … on the nature of intuition, analysis and the construct validity of the Cognitive Style Index. Journal of Occupational and Organizational Psychology, 2003, 76, 279-281.	2.6	21
48	Cognitive Processes in Strategic Management: Some Emerging Trends and Future Directions. , 0, , 416-440.		21
49	What can occupational stress diaries achieve that questionnaires can't?. Personnel Review, 2007, 36, 684-700.	1.6	20
50	A Conversation on Uncertainty in Managerial and Organizational Cognition. New Horizons in Managerial and Organizational Cognition, 2016, , 1-31.	0.1	19
51	Hierarchical task analysis for ergonomics research. Applied Ergonomics, 1985, 16, 289-299.	1.7	18
52	Using consumers' perceptions for the cognitive analysis of corporate-level competitive structurse. Journal of Strategic Marketing, 1996, 4, 1-22.	3.7	18
53	Troubling Futures: Scenarios and Scenario Planning for Organizational Decision Making. , 0, , 565-586.		18
54	Mapping Consumers' Cognitive Structures: A Comparison of Similarity Trees with Multidimensional Scaling and Cluster Analysis. European Journal of Marketing, 1991, 25, 41-60.	1.7	17

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55	The Role of Psychologists in Enhancing Organizational Effectiveness. , 0, , 45-60.		17
56	A Psychometric Study of Information Technology Risks in the Workplace. Risk Analysis, 2008, 28, 81-93.	1.5	17
57	Political behavior does not (always) undermine strategic decision making: Theory and evidence. Long Range Planning, 2020, 53, 101943.	2.9	17
58	Reflections on the interplay between cognition, action and outcomes in industries and business markets: What have we learned so far and where might we go next?. Industrial Marketing Management, 2015, 48, 12-25.	3.7	16
59	The Politics of Evidence-Based Decision Making. , 2012, , .		16
60	Why Evidence-Based Practice in Iâ€"O Psychology Is Not There Yet: Going Beyond Systematic Reviews. Industrial and Organizational Psychology, 2011, 4, 49-53.	0.5	14
61	Organizational Identity and Organizational Identification. Group and Organization Management, 2013, 38, 145-157.	2.7	14
62	Toward a Theoretical Framework for Organizational Neuroscience. Monographs in Leadership and Management, 2015, , 51-81.	0.2	13
63	Doubts about the conceptual and empirical status of context-free and firm-specific control expectancies: A reply to boone and de brabander. Strategic Management Journal, 1993, 14, 627-631.	4.7	11
64	Emotionalizing Strategy Research with the Repertory Grid Technique: Modifications and Extensions to a Robust Procedure for Mapping Strategic Knowledge. Advances in Strategic Management, 2015, 32, 505-547.	0.1	11
65	Government policy changes and organizational goal setting: Extensions to the behavioral theory of the firm. Journal of Business Research, 2021, 129, 406-417.	5.8	11
66	Editorial Introduction to the Special Issue: Thinking in Organizations. Journal of Management Studies, 1997, 34, 845-850.	6.0	10
67	Organizational Learning. , 0, , 193-234.		10
68	Knowledge of, and attitudes towards, the demographic time bomb. International Journal of Manpower, 1995, 16, 59-76.	2.5	9
69	Change and continuity in the advancement of (scholarly) knowledge and its dissemination. Journal of Organizational Behavior, 2013, 34, S1.	2.9	9
70	Cognitively Skilled Organizational Decision Making: Making Sense of Deciding. , 2008, , .		9
71	Chapter 1: Exploring Methods in Managerial and Organizational Cognition: Advances, Controversies, and Contributions. New Horizons in Managerial and Organizational Cognition, 2017, , 1-22.	0.1	8
72	Using environmental engineering to increase hand hygiene compliance: a cross-over study protocol. BMJ Open, 2017, 7, e017108.	0.8	8

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73	What makes excellent literature reviews excellent? A clarification of some common mistakes and misconceptions. Journal of Organizational Behavior, 2015, 36, S1-S5.	2.9	7
74	Estimating the Relative Importance of Variables in Multiple Regression Models. , 0, , 119-141.		7
75	The Psychological Foundations of Strategic Management: Beyond Cold Cognition. , 2018, , 275-305.		6
76	Interorganizational Macrocultures: A Multilevel Critique. , 2010, , 291-316.		5
77	Chapter 5: Policy-Capturing: An Ingenious Technique for Exploring the Cognitive Bases of Work-Related Decisions. New Horizons in Managerial and Organizational Cognition, 2017, , 95-121.	0.1	4
78	The Physical Environment of the Office: Contemporary and Emerging Issues. , 0, , 193-237.		4
79	Leader personality and employeesâ€™ experience of workplace stressors. Journal of Organizational Effectiveness, 2014, 1, 281-295.	1.4	3
80	Managerial and Organizational Cognition. , 2015, , 479-483.		3
81	Can Brains Manage? The Brain, Emotion, and Cognition in Organizations. Research on Emotion in Organizations, 2018, , 27-58.	0.1	3
82	Deception and Applicant Faking: Putting the Pieces Together. , 0, , 239-292.		3
83	A Crossover Randomized Controlled Trial of Priming Interventions to Increase Hand Hygiene at Ward Entrances. Frontiers in Public Health, 2021, 9, 781359.	1.3	3
84	A note concerning the comparability of the standard and automated versions of the Vocational Preference Inventory. Journal of Occupational Psychology, 1986, 59, 337-339.	1.5	2
85	A Comparative Study of Knowledge of Changing Demographic Trends and the Importance of HRM Practices in Three European Countries. International Journal of Selection and Assessment, 1996, 4, 184-194.	1.7	2
86	An Analytic-Intervention Model of Managerial Intuition. Proceedings - Academy of Management, 2016, 2016, 11831.	0.0	2
87	Why appealing to the virtues of scientific theory (and method) is necessary but insufficient for effecting systemic change: Commentary on Fergnani & Chermack, 2021. Futures & Foresight Science, 2021, 3, e79.	0.7	2
88	Conducting Meaningful Research in a Fast-Paced and Volatile World of Work: Challenges and Opportunities. , 0, , 265-290.		2
89	The Cognitive Perspective. , 2007, , 151-172.		2
90	Brain, Emotion, and Contingency in the Explanation of Consumer Behaviour. , 0, , 47-91.		2

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91	The Effect of Variations in Answer Sheet Format on Performance on the Dat Clerical Speed and Accuracy Test. Educational and Psychological Measurement, 1987, 47, 473-475.	1.2	1
92	Points or vectors? A comment on Irwinet al. â€˜Risk perception and victim perception: the judgment of HIV cases'. Journal of Behavioral Decision Making, 1998, 11, 73-78.	1.0	1
93	Toward a Cognitive Resource Theory of Organisational Strategizing. SSRN Electronic Journal, 2004, , .	0.4	1
94	Cognitive Mapping of Causal Reasoning in Strategic Decision Making. , 2005, , 251-272.		1
95	Publishing at the interfaces of psychology and strategic management. , 2016, , .		1
96	A Review of the Field or an Articulation of Identity Concerns? Interrogating the Unconscious Biases That Permeate I-O Scholarship. Industrial and Organizational Psychology, 2017, 10, 621-626.	0.5	1
97	Points or vectors? A comment on Irwin et al. â€˜Risk perception and victim perception: the judgment of HIV casesâ€™. , 1998, 11, 73.		1
98	Actions Speak Too: Uncovering Possible Implicit and Explicit Discrimination in the Employment Interview Process. , 0, , 293-337.		1
99	Can Brains Manage?. Proceedings - Academy of Management, 2016, 2016, 14005.	0.0	1
100	Longitudinal Assessment of Changes in Job Performance and Work Attitudes: Conceptual and Methodological Issues. , 0, , 93-117.		1
101	Stress and Well-Being are Still Issues and Something Still Needs to be Done: Or Why Agency and Interpretation are Important for Policy and Practice. , 0, , 1-45.		1
102	Employee Trust in Organizational Contexts. , 0, , 143-191.		1
103	Deepening the conversation about the role of emotions and affective processes as barriers and enablers of decision making under uncertainty: Commentary on Fentonâ€ÒّCreevy and Tuckett (2021). Futures & Foresight Science, 2022, 4, .	0.7	1
104	An evaluation of the Vocational Preference Inventory answer sheet in the light of population stereotypes. Ergonomics, 1986, 29, 925-927.	1.1	0
105	A Comparative Study of Knowledge of Changing Demographic Trends and the Importance of HRM Practices in Three European Countries. International Journal of Selection and Assessment, 1996, 4, 185-194.	1.7	0
106	OF MAPS AND MANAGERS: TOWARD A COGNITIVE THEORY OF STRATEGIC INTERVENTION.. Proceedings - Academy of Management, 2006, 2006, B1-B6.	0.0	0
107	Reflecting on the past and looking to the future. Journal of Organizational Behavior, 2016, 37, S3.	2.9	0
108	Publishing at the interfaces of psychology and strategic management. , 2020, , .		0

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109	Neuroentrepreneurship? Promise and Peril. Proceedings - Academy of Management, 2021, 2021, 14330.	0.0	0
110	Towards a (Pragmatic) Science of Strategic Intervention: The Case of Scenario Planning. SSRN Electronic Journal, 0, , .	0.4	0
111	International Review of Industrial and Organizational Psychology. , 0, , 349-359.		0
112	Overcoming strategic persistence: Effects of mental simulation on reorientation after change. Proceedings - Academy of Management, 2012, 2012, 17857.	0.0	0
113	The cognitive drivers of corporate charitable donations: a policy- capturing study. Proceedings - Academy of Management, 2012, 2012, 16738.	0.0	0
114	How Organizational Goals are Influenced by Economic Institutions. Proceedings - Academy of Management, 2012, 2012, 10713.	0.0	0
115	The Impact of High Quality Relationships on Proactive Behaviour. Proceedings - Academy of Management, 2014, 2014, 13488.	0.0	0
116	Emotionalizing Strategy Research with the Repertory Grid Technique. Proceedings - Academy of Management, 2014, 2014, 12815.	0.0	0
117	Macrocultural Representations of IT Risks: A Longitudinal Field Study. Proceedings - Academy of Management, 2015, 2015, 14346.	0.0	0
118	How Decision Makers Resolve Ethical Dilemmas in Professional Fields: A Person X Situation Model. Proceedings - Academy of Management, 2016, 2016, 14265.	0.0	0
119	The Behavioural Strategy Perspective. , 2016, , 201-228.		0
120	Neuroeconomics. , 2016, , 1-4.		0
121	Neuroeconomics. , 2018, , 1108-1111.		0
122	Measuring Attitudes towards Slack Resources: Construct Development and Empirical Validation. Proceedings - Academy of Management, 2019, 2019, 15931.	0.0	0
123	The conversation is great, but we need to talk more about theory, emotions, and â€˜gutâ€™ feelings: Commentary on Rowland and Spaniol (2021). Futures & Foresight Science, 2022, 4, .	0.7	0