

# Rodolphe Durand

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9569647/publications.pdf>

Version: 2024-02-01

74  
papers

7,124  
citations

109137

35  
h-index

85405

71  
g-index

79  
all docs

79  
docs citations

79  
times ranked

4053  
citing authors

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 1  | Valuing Spanners: Why Category Nesting and Expertise Matter. <i>Academy of Management Journal</i> , 2023, 66, 335-365.   | 4.3 | 8         |
| 2  | Michelin Is Coming to Town: Organizational Responses to Status Shocks. <i>Management Science</i> , 2022, 68, 6925-6949.  | 2.4 | 7         |
| 3  | Optimally Distinct? Understanding the motivation and ability of organizations to pursue optimal distinctiveness (or not). <i>Organization Theory</i> , 2022, 3, 263178772210793.                   | 2.7 | 7         |
| 4  | Communication frames and beneficiary engagement in corporate social initiatives: Evidence from a randomized controlled trial in France. <i>Strategic Management Journal</i> , 2022, 43, 1823-1853. | 4.7 | 3         |
| 5  | An Audience-based Theory of Firms' Purposefulness. <i>Research in the Sociology of Organizations</i> , 2022, 80, 193-216.  | 0.5 | 1         |
| 6  | Why Activist Hedge Funds Target Socially Responsible Firms: The Reaction Costs of Signaling Corporate Social Responsibility. <i>Academy of Management Journal</i> , 2021, 64, 851-872.             | 4.3 | 81        |
| 7  | Evaluating Ambiguous Offerings. <i>Organization Science</i> , 2021, 32, 257-272.   | 3.0 | 17        |
| 8  | Organizational Adaptation. <i>Journal of Management</i> , 2021, 47, 43-75.   | 6.3 | 68        |
| 9  | Ups and Downs: The Role of Legitimacy Judgment Cues in Practice Implementation. <i>Academy of Management Journal</i> , 2020, 63, 1485-1507.  | 4.3 | 33        |
| 10 | Disentangling the effects of hedge fund activism on firm financial and social performance. <i>Strategic Management Journal</i> , 2020, 41, 1054-1082.  | 4.7 | 86        |
| 11 | Reasoning with Heuristics: A New Approach to Categories Theory and the Evaluation of Hybrids. <i>Research in the Sociology of Organizations</i> , 2020, , 73-91.                                   | 0.5 | 7         |
| 12 | Product Categories as Judgment Devices: The Moral Awakening of the Investment Industry. <i>Organization Science</i> , 2019, 30, 885-911.   | 3.0 | 39        |
| 13 | Encouraging Investors to Enable Corporate Sustainability Transitions: The Case of Responsible Investment in France. <i>Organization and Environment</i> , 2019, 32, 125-144.                       | 2.5 | 40        |
| 14 | Do investors actually value sustainability indices? Replication, development, and new evidence on CSR visibility. <i>Strategic Management Journal</i> , 2019, 40, 1471-1490.                       | 4.7 | 113       |
| 15 | When Do Market Intermediaries Sanction Categorical Deviation? The Role of Expertise, Identity, and Competition. <i>Research in the Sociology of Organizations</i> , 2019, , 67-83.                 | 0.5 | 5         |
| 16 | Family Firms in the Ownership Network: Clustering, Bridging, and Embeddedness. <i>Entrepreneurship Theory and Practice</i> , 2019, 43, 330-351.  | 7.1 | 17        |
| 17 | Willing and Able: A General Model of Organizational Responses to Normative Pressures. <i>Academy of Management Review</i> , 2019, 44, 299-320.   | 7.4 | 171       |
| 18 | Shine on Me: Industry Coherence and Policy Support for Emerging Industries. <i>Administrative Science Quarterly</i> , 2019, 64, 503-541.   | 4.8 | 58        |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 19 | Differential Firm Commitment to Industries Supported by Social Movement Organizations. <i>Organization Science</i> , 2018, 29, 154-171.                           | 3.0 | 37        |
| 20 | Categorizing Institutional Logics, Institutionalizing Categories: A Review of Two Literatures. <i>Academy of Management Annals</i> , 2018, 12, 631-658.           | 5.8 | 71        |
| 21 | CSR Needs CPR: Corporate Sustainability and Politics. <i>California Management Review</i> , 2018, 60, 5-24.   | 3.4 | 224       |
| 22 | The Recursive Nature of Institutional Change. <i>Journal of Management Inquiry</i> , 2017, 26, 17-31.   | 2.5 | 27        |
| 23 | From Categories to Categorization: A Social Perspective on Market Categorization. <i>Research in the Sociology of Organizations</i> , 2017, , 3-30.               | 0.5 | 33        |
| 24 | The Price of Admission: Organizational Deference as Strategic Behavior. <i>American Journal of Sociology</i> , 2017, 123, 232-275.                                | 0.3 | 31        |
| 25 | Heterogeneous social motives and interactions: The three predictable paths of capability development. <i>Strategic Management Journal</i> , 2017, 38, 1755-1773.  | 4.7 | 14        |
| 26 | The expanding domain of strategic management research and the quest for integration. <i>Strategic Management Journal</i> , 2017, 38, 4-16.                        | 4.7 | 106       |
| 27 | Achieving High Growth in Policy-Dependent Industries: Differences between Startups and Corporate-Backed Ventures. <i>Long Range Planning</i> , 2017, 50, 487-500. | 2.9 | 18        |
| 28 | Where Do Market Categories Come From and How? Distinguishing Category Creation From Category Emergence. <i>Journal of Management</i> , 2017, 43, 87-110.          | 6.3 | 104       |
| 29 | Advancing Research on Categories for Institutional Approaches of Organizations. , 2017, , 647-666.  |     | 21        |
| 30 | Do ratings of firms converge? Implications for managers, investors and strategy researchers. <i>Strategic Management Journal</i> , 2016, 37, 1597-1614.           | 4.7 | 537       |
| 31 | Logic combination and performance across occupational communities: The case of French film directors. <i>Journal of Business Research</i> , 2016, 69, 2371-2379.  | 5.8 | 6         |
| 32 | Category Spanning, Evaluation, and Performance: Revised Theory and Test on the Corporate Law Market. <i>Academy of Management Journal</i> , 2016, 59, 330-351.    | 4.3 | 118       |
| 33 | Classical Deviation: Organizational and Individual Status as Antecedents of Conformity. <i>Academy of Management Journal</i> , 2016, 59, 65-89.                   | 4.3 | 115       |
| 34 | Putting Communication Front and Center in Institutional Theory and Analysis. <i>Academy of Management Review</i> , 2015, 40, 10-27.                               | 7.4 | 256       |
| 35 | Peer conformity, attention, and heterogeneous implementation of practices in MNEs. <i>Journal of International Business Studies</i> , 2015, 46, 917-937.          | 4.6 | 82        |
| 36 | Asset divestment as a response to media attacks in stigmatized industries. <i>Strategic Management Journal</i> , 2015, 36, 1205-1223.                             | 4.7 | 159       |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 37 | The Fruitfulness of Disagreement Logics of Organization Theory: Audiences, Codes, and Ecologies, by Hannan Michael T., Pálósi László, and Carroll Glenn R. Princeton, NJ: Princeton University Press, 2007. The Emergence of Organizations and Markets, by Padgett John F. and Powell Walter W.. Princeton, NJ: Princeton University Press, 2012.. Academy of Management Review, 2014, 39, 387-396. | 7.4 | 2         |
| 38 | A Structural Approach to Handling Endogeneity in Strategic Management: The Case of <sc>RBV</sc>. European Management Review, 2014, 11, 47-62.   | 2.2 | 10        |
| 39 | Moving Forward: Developing Theoretical Contributions in Management Studies. Journal of Management Studies, 2014, 51, 995-1022.  | 6.0 | 107       |
| 40 | Category Stretching: Reorienting Research on Categories in Strategy, Entrepreneurship, and Organization Theory. Journal of Management Studies, 2013, 50, 1100-1123.   | 6.0 | 261       |
| 41 | Sell-off or shut-down? Alliance portfolio diversity and two types of high tech firms' exit. Strategic Organization, 2012, 10, 7-30.   | 3.1 | 39        |
| 42 | How to connect strategy research with broader issues that matter?. Strategic Organization, 2012, 10, 248-255.   | 3.1 | 38        |
| 43 | Jules or Jim: Alternative Conformity to Minority Logics. Academy of Management Journal, 2012, 55, 1295-1315.  | 4.3 | 89        |
| 44 | Advancing strategy and organization research in concert: Towards an integrated model?. Strategic Organization, 2012, 10, 297-303.   | 3.1 | 20        |
| 45 | More Than Just Novelty: Conceptual Blending and Causality. Academy of Management Review, 2012, 37, 152-154.   | 7.4 | 43        |
| 46 | More Than Just Novelty: Conceptual Blending and Causality.. Academy of Management Review, 2012, 37, 152-154.  | 7.4 | 16        |
| 47 | Category Stretching: Reorienting Research on Categories in Strategy, Entrepreneurship, and Organization Theory. SSRN Electronic Journal, 2011, , .  | 0.4 | 3         |
| 48 | The impact of norm-conforming behaviors on firm reputation. Strategic Management Journal, 2011, 32, 969-993.  | 4.7 | 224       |
| 49 | HETEROGENEOUS MOTIVES AND THE COLLECTIVE CREATION OF VALUE.. Academy of Management Review, 2011, 36, 711-730.   | 7.4 | 32        |
| 50 | The Missing Link Between the Theory and Empirics of Path Dependence: Conceptual Clarification, Testability Issue, and Methodological Implications. Journal of Management Studies, 2010, 47, 736-759.  | 6.0 | 332       |
| 51 | Strong in the morning, dead in the evening: a genealogical and contextual perspective on organizational selection. Advances in Strategic Management, 2010, , 279-312.   | 0.1 | 1         |
| 52 | Causation, counterfactuals, and competitive advantage. Strategic Management Journal, 2009, 30, 1245-1264.   | 4.7 | 153       |
| 53 | Do science and money go together? The case of the French biotech industry. Strategic Management Journal, 2008, 29, 1281-1299.   | 4.7 | 69        |
| 54 | Social issues in the study of management. European Management Review, 2008, 5, 137-149.   | 2.2 | 22        |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 55 | The missing lens in family firm governance theory: A self-other typology of parental altruism. Journal of Business Research, 2007, 60, 1022-1029.                          | 5.8 | 138       |
| 56 | Code and conduct in French cuisine: Impact of code changes on external evaluations. Strategic Management Journal, 2007, 28, 455-472.                                       | 4.7 | 171       |
| 57 | Sameness, Otherness? Enriching Organizational Change Theories With Philosophical Considerations On The Same And The Other. Academy of Management Review, 2006, 31, 93-114. | 7.4 | 59        |
| 58 | Essai : r  alit   simul  e ou "pour de vrai" ?. Revue Francaise De Gestion, 2006, 32, 211-218.   | 0.1 | 1         |
| 59 | Legitimizing Agencies in the Face of Selection: The Case of AACSB. Organization Studies, 2005, 26, 165-196.  | 3.8 | 172       |
| 60 | Border Crossing: Bricolage and the Erosion of Categorical Boundaries in French Gastronomy. American Sociological Review, 2005, 70, 968-991.                                | 2.8 | 458       |
| 61 | Leveraging the advantage of early entry: proprietary technologies versus cost leadership. Journal of Business Research, 2004, 57, 583-590.                                 | 5.8 | 53        |
| 62 | Ownership, organization, and private firms' efficient use of resources. Strategic Management Journal, 2003, 24, 667-675.   | 4.7 | 146       |
| 63 | Predicting a firm's forecasting ability: the roles of organizational illusion of control and organizational attention. Strategic Management Journal, 2003, 24, 821-838.    | 4.7 | 129       |
| 64 | Institutional Change in Toque Ville: Nouvelle Cuisine as an Identity Movement in French Gastronomy. American Journal of Sociology, 2003, 108, 795-843.                     | 0.3 | 1,172     |
| 65 | Managing network effects in high-tech markets. Academy of Management Perspectives, 2003, 17, 40-52.  | 4.3 | 22        |
| 66 | Competitive advantages exist: a critique of Powell. Strategic Management Journal, 2002, 23, 867-872.   | 4.7 | 40        |
| 67 | Age, order of entry, strategic orientation, and organizational performance. Journal of Business Venturing, 2001, 16, 471-494.  | 4.0 | 175       |
| 68 | Standardization of Network Technologies: Market Processes or the Result of Inter  firm Co  operation?. Journal of Economic Surveys, 2001, 15, 543-569.                     | 3.7 | 12        |
| 69 | Firm Selection: An Integrative Perspective. Organization Studies, 2001, 22, 393-417.   | 3.8 | 26        |
| 70 | Where Do Market Categories Come from and How? Distinguishing Category Creation from Category Emergence. SSRN Electronic Journal, 0, , .                                    | 0.4 | 1         |
| 71 | Reading Tea Leaves Through a Warped Crystal Ball: How Experience and Divergence from Organizational Routines Influence Forecasts. SSRN Electronic Journal, 0, , .          | 0.4 | 0         |
| 72 | Small Steps or Giant Leaps Forward: Theoretical Contributions in Management Studies. SSRN Electronic Journal, 0, , .   | 0.4 | 0         |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 73 | Advancing Research on Categories for Institutional Approaches of Organizations. SSRN Electronic Journal, 0, , .               | 0.4 | 0         |
| 74 | The Role of Labels in Green Finance: Construction and Regulation of a Label Market in France. SSRN Electronic Journal, 0, , . | 0.4 | 0         |