

# Sushil Vachani

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10462638/publications.pdf>

Version: 2024-02-01

21  
papers

1,142  
citations

933447

10  
h-index

940533

16  
g-index

23  
all docs

23  
docs citations

23  
times ranked

741  
citing authors

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 1  | Creating Socially Responsible Value Chains: Role of Companies, Governments and NGOs. <i>International Business and Management</i> , 2012, , 17-44.   | 0.1 | 4         |
| 2  | Overcoming Rural Distribution Challenges at the Bottom of the Pyramid. <i>SSRN Electronic Journal</i> , 2010, , .  | 0.4 | 0         |
| 3  | NGOsâ€™ influence on MNEsâ€™ social development strategies in varying institutional contexts: A transaction cost perspective. <i>International Business Review</i> , 2009, 18, 446-456.                          | 4.8 | 66        |
| 4  | Socially Responsible Distribution: Distribution Strategies for Reaching the Bottom of the Pyramid. <i>California Management Review</i> , 2008, 50, 52-84.  | 6.3 | 158       |
| 5  | India: opportunities and challenges for multinational enterprises. <i>International Journal of Business and Emerging Markets</i> , 2008, 1, 42.  | 0.1 | 9         |
| 6  | Problems of foreign subsidiaries of SMEs compared with large companies. <i>International Business Review</i> , 2005, 14, 415-439.  | 4.8 | 40        |
| 7  | South Africa and the AIDS Epidemic. <i>Vikalpa</i> , 2004, 29, 101-110.  | 1.2 | 3         |
| 8  | Using Experiential Exercises to Underscore the Challenges and Opportunities of Emerging Markets. , 2004, , 217-233.  |     | 1         |
| 9  | The importance of nongovernmental organizations (NGOs) in global governance and value creation: an international business research agenda. <i>Journal of International Business Studies</i> , 2004, 35, 463-483. | 7.3 | 512       |
| 10 | Socially Responsible Pricing: Lessons from the Pricing of AIDS Drugs in Developing Countries. <i>California Management Review</i> , 2004, 47, 117-144.   | 6.3 | 48        |
| 11 | ADDENDUM: 'A PRELIMINARY FRAMEWORK FOR EXPLAINING THE "SUCCESS" OF THE INTERNATIONAL VENTURES OF SMALL-AND MEDIUM-SIZED COMPANIES'. <i>Journal of Enterprising Culture</i> , 1999, 07, 103-103.                  | 0.5 | 0         |
| 12 | Global diversification's effect on multinational subsidiaries' autonomy. <i>International Business Review</i> , 1999, 8, 535-560.  | 4.8 | 32        |
| 13 | A PRELIMINARY FRAMEWORK FOR EXPLAINING THE "SUCCESS" OF THE INTERNATIONAL VENTURES OF SMALL-AND MEDIUM-SIZED COMPANIES. <i>Journal of Enterprising Culture</i> , 1998, 06, 429-455.                              | 0.5 | 2         |
| 14 | Economic liberalization's effect on sources of competitive advantage of different groups of companies: the case of India. <i>International Business Review</i> , 1997, 6, 165-184.                               | 4.8 | 21        |
| 15 | Enhancing the Obsolescing Bargain Theory: A Longitudinal Study of Foreign Ownership of U.S. and European Multinationals. <i>Journal of International Business Studies</i> , 1995, 26, 159-180.                   | 7.3 | 89        |
| 16 | Establishing a beachhead in international marketsâ€”A direct or indirect approach. <i>Long Range Planning</i> , 1992, 25, 60-69.   | 4.9 | 6         |
| 17 | Distinguishing Between Related and Unrelated International Geographic Diversification: A Comprehensive Measure of Global Diversification. <i>Journal of International Business Studies</i> , 1991, 22, 307-322.  | 7.3 | 123       |
| 18 | Strategic Responses of Multinationals to Competition from Developingâ€™Country Cottage Firms. <i>International Marketing Review</i> , 1990, 7, .   | 3.6 | 22        |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 19 | How Far Should Global Products Go?. Vikalpa, 1989, 14, 3-12.   | 1.2 | 5         |
| 20 | Interpersonal Perception Method: An Additional Dimension of the Feeling of Being Misperceived and Self-Acceptance. Journal of Social Psychology, 1977, 102, 153-154. | 1.5 | 0         |
| 21 | Overcoming rural distribution challenges at the bottom of the pyramid. , 0, , 268-302.   |     | 0         |