

# Harbir Singh

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10475188/publications.pdf>

Version: 2024-02-01

48  
papers

27,040  
citations

126858

33  
h-index

302012

39  
g-index

49  
all docs

49  
docs citations

49  
times ranked

9972  
citing authors

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 1  | The Relational View: Cooperative Strategy and Sources of Interorganizational Competitive Advantage. <i>Academy of Management Review</i> , 1998, 23, 660-679.   | 7.4 | 7,973     |
| 2  | The Effect of National Culture on the Choice of Entry Mode. <i>Journal of International Business Studies</i> , 1988, 19, 411-432.  | 4.6 | 4,843     |
| 3  | Learning and protection of proprietary assets in strategic alliances: building relational capital. <i>Strategic Management Journal</i> , 2000, 21, 217-237.  | 4.7 | 2,261     |
| 4  | The Architecture of Cooperation: Managing Coordination Costs and Appropriation Concerns in Strategic Alliances. <i>Administrative Science Quarterly</i> , 1998, 43, 781.                                 | 4.8 | 1,738     |
| 5  | Alliance capability, stock market response, and long-term alliance success: the role of the alliance function. <i>Strategic Management Journal</i> , 2002, 23, 747-767.                                  | 4.7 | 1,363     |
| 6  | National Cultural Distance and Cross-Border Acquisition Performance. <i>Journal of International Business Studies</i> , 1998, 29, 137-158.   | 4.6 | 889       |
| 7  | Interorganizational Routines and Performance in Strategic Alliances. <i>Organization Science</i> , 2002, 13, 701-713.  | 3.0 | 886       |
| 8  | Building firm capabilities through learning: the role of the alliance learning process in alliance capability and firm-level alliance success. <i>Strategic Management Journal</i> , 2007, 28, 981-1000. | 4.7 | 825       |
| 9  | Deliberate learning in corporate acquisitions: post-acquisition strategies and integration capability in U.S. bank mergers. <i>Strategic Management Journal</i> , 2004, 25, 1233-1256.                   | 4.7 | 805       |
| 10 | Complementarity, status similarity and social capital as drivers of alliance formation. <i>Strategic Management Journal</i> , 2000, 21, 1-22.  | 4.7 | 782       |
| 11 | Corporate acquisition strategies and economic performance. <i>Strategic Management Journal</i> , 1987, 8, 377-386.   | 4.7 | 603       |
| 12 | Organizing for Innovation: Managing the Coordination-Autonomy Dilemma in Technology Acquisitions. <i>Academy of Management Journal</i> , 2006, 49, 263-280.  | 4.3 | 502       |
| 13 | Post-formation dynamics in strategic alliances. <i>Strategic Management Journal</i> , 2002, 23, 135-151.   | 4.7 | 414       |
| 14 | The relational view revisited: A dynamic perspective on value creation and value capture. <i>Strategic Management Journal</i> , 2018, 39, 3140-3162.   | 4.7 | 340       |
| 15 | Integrating Acquired Capabilities: When Structural Integration Is (Un)necessary. <i>Organization Science</i> , 2009, 20, 313-328.  | 3.0 | 326       |
| 16 | ASSET REDEPLOYMENT, ACQUISITIONS AND CORPORATE STRATEGY IN DECLINING INDUSTRIES. <i>Strategic Management Journal</i> , 1997, 18, 99-118.   | 4.7 | 326       |
| 17 | The nature of partnering experience and the gains from alliances. <i>Strategic Management Journal</i> , 2009, 30, 1213-1233.   | 4.7 | 325       |
| 18 | Corporate restructuring: Reconfiguring the firm. <i>Strategic Management Journal</i> , 1993, 14, 5-14.   | 4.7 | 237       |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 19 | Diversification strategy and systematic risk. <i>Strategic Management Journal</i> , 1984, 5, 181-191.  | 4.7 | 159       |
| 20 | Value creation and success in strategic alliances:. <i>European Management Journal</i> , 2001, 19, 463-471.  | 3.1 | 159       |
| 21 | Splitting the pie: rent distribution in alliances and networks. <i>Managerial and Decision Economics</i> , 2008, 29, 137-148.  | 1.3 | 136       |
| 22 | The Performance Implications of Timing of Entry and Involvement in Multipartner Alliances. <i>Academy of Management Journal</i> , 2007, 50, 578-604.                   | 4.3 | 132       |
| 23 | The impact of modes of entry and resource fit on modes of exit by multibusiness firms. <i>Strategic Management Journal</i> , 1999, 20, 1019-1035.                      | 4.7 | 109       |
| 24 | A Bird in the Hand or Two in the Bush?. <i>European Management Journal</i> , 2003, 21, 179-184.  | 3.1 | 106       |
| 25 | When to ally & when to acquire. <i>Harvard Business Review</i> , 2004, 82, 108-15, 188.  | 3.1 | 101       |
| 26 | Governing collaborative activity: interdependence and the impact of coordination and exploration. <i>Strategic Management Journal</i> , 2011, 32, 705-730.             | 4.7 | 89        |
| 27 | Post-cross-border acquisitions: Implementing "national culture-compatible"™ strategies to improve performance. <i>European Management Journal</i> , 1994, 12, 390-400. | 3.1 | 87        |
| 28 | The India Way: Lessons for the U.S.. <i>Academy of Management Perspectives</i> , 2010, 24, 6-24.   | 4.3 | 80        |
| 29 | Due diligence failure as a signal detection problem. <i>Strategic Organization</i> , 2006, 4, 319-348.   | 3.1 | 62        |
| 30 | CHALLENGES IN RESEARCHING CORPORATE RESTRUCTURING*. <i>Journal of Management Studies</i> , 1993, 30, 147-172.  | 6.0 | 61        |
| 31 | How Do Acquirers Retain Successful Target CEOs? The Role of Governance. <i>Management Science</i> , 2011, 57, 2101-2114.   | 2.4 | 57        |
| 32 | The evolution of alliance portfolios: the case of Unisys. <i>Industrial and Corporate Change</i> , 2012, 21, 763-809.  | 1.7 | 49        |
| 33 | Evolving communication patterns in response to an acquisition event. <i>Strategic Management Journal</i> , 2011, 32, 1099-1118.  | 4.7 | 48        |
| 34 | Learning and protection of proprietary assets in strategic alliances: building relational capital. <i>Strategic Management Journal</i> , 2000, 21, 217-237.            | 4.7 | 36        |
| 35 | Sources of Acquisition Cultural Risk. , 1994, , 251-292.   |     | 30        |
| 36 | Indian business leadership: Broad mission and creative value. <i>Leadership Quarterly</i> , 2015, 26, 7-12.  | 3.6 | 20        |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 37 | Management of Overseas Acquisitions by Developing Country Multinationals and Its Performance Implications: The Indian Example. Thunderbird International Business Review, 2017, 59, 153-172.                     | 0.9 | 20        |
| 38 | Who does private equity buy? Evidence on the role of private equity from buyouts of divested businesses. Strategic Management Journal, 2018, 39, 1268-1298.  | 4.7 | 20        |
| 39 | Characteristics of Emerging Market Mergers and Acquisitions. , 2012, , 545-565.  |     | 15        |
| 40 | Integrating Acquired Capabilities: When Structural Integration is (Un)Necessary. SSRN Electronic Journal, 0, , .   | 0.4 | 9         |
| 41 | Acquisition of physician group practices by for-profit and not-for-profit organizations. Quarterly Review of Economics and Finance, 1999, 39, 465-490.   | 1.5 | 8         |
| 42 | Learning and protection of proprietary assets in strategic alliances: building relational capital. , 2000, 21, 217.  |     | 4         |
| 43 | Globalization through acquisitions and alliances: an evolutionary perspective. , 2004, , 129-158.  |     | 3         |
| 44 | Resource Reconfiguration and Transactions across Firm Boundaries: The Roles of Firm Capabilities and Market Factors. Advances in Strategic Management, 2016, , 217-251.  | 0.1 | 2         |
| 45 | Underinvestment and the Role of Private Equity: Evidence from Divisional Buyouts. SSRN Electronic Journal, 0, , .  | 0.4 | 0         |
| 46 | Managing for Joint Venture SuccessManaging for Joint Venture Success, by HarriganKathryn Rudie. Lexington, MA: Lexington Books, 1986, 219 pp., \$19.95, cloth.. Academy of Management Review, 1988, 13, 145-147. | 7.4 | 0         |
| 47 | Post-Acquisition Management. , 2016, , 1-6.  |     | 0         |
| 48 | Post-Acquisition Management. , 2018, , 1306-1311.  |     | 0         |