

Barbara Gray

List of Publications by Year in descending order

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Version: 2024-02-01

55
papers

6,677
citations

147801

31
h-index

168389

53
g-index

59
all docs

59
docs citations

59
times ranked

4334
citing authors

#	ARTICLE	IF	CITATIONS
1	Social Class and Work: A Review and Organizing Framework. <i>Journal of Management</i> , 2023, 49, 509-565.	9.3	17
2	Confronting Power Asymmetries in Partnerships to Address Grand Challenges. <i>Organization Theory</i> , 2022, 3, 263178772210987.	4.4	17
3	Unconscious Processes of Organizing: Intergroup Conflict in Mental Health Care. <i>Journal of Management Studies</i> , 2020, 57, 1355-1383.	8.3	13
4	Chapter 12 "Through the Looking Glass": on Phantasmal Tales, Distortions and Reflexivity in Organizational Scholarship. <i>Research in the Sociology of Organizations</i> , 2019, , 237-253.	0.8	3
5	Are Logics Enough? Framing as an Alternative Tool for Understanding Institutional Meaning Making. <i>Journal of Management Inquiry</i> , 2019, 28, 409-419.	3.9	56
6	Service line structure and decision-maker attention in three health systems: Implications for patient-centered care. <i>Health Care Management Review</i> , 2019, 44, 41-56.	1.4	12
7	Identity Work by First-Generation College Students to Counteract Class-Based Microaggressions. <i>Organization Studies</i> , 2018, 39, 1227-1250.	5.3	46
8	Lessons Learned from Working with Roy J. Lewicki. <i>Negotiation and Conflict Management Research</i> , 2017, 10, 126-140.	1.0	2
9	Triggering Faultline Effects in Teams: The Importance of Bridging Friendship Ties and Breaching Animosity Ties. <i>Organization Science</i> , 2015, 26, 390-404.	4.5	60
10	From Interactions to Institutions: Microprocesses of Framing and Mechanisms for the Structuring of Institutional Fields. <i>Academy of Management Review</i> , 2015, 40, 115-143.	11.7	220
11	Anger at work: Examining organizational anger norms' impact on anger expression outcomes. , 2014, , .		2
12	Constructing a Climate Change Logic: An Institutional Perspective on the "Tragedy of the Commons". <i>Organization Science</i> , 2013, 24, 1014-1040.	4.5	267
13	Encountering Social Class Differences at Work: How "Class Work" Perpetuates Inequality. <i>Academy of Management Review</i> , 2013, 38, 670-699.	11.7	127
14	Qualitative Challenges for Complexifying Organizational Change Research. <i>Journal of Applied Behavioral Science</i> , The, 2012, 48, 121-134.	3.3	13
15	Fiddling while the ice melts? How organizational scholars can take a more active role in the climate change debate. <i>Strategic Organization</i> , 2011, 9, 70-76.	5.0	37
16	The Complexity of Multiparty Negotiations: Wading into the Muck. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 169-177.	1.0	12
17	In search of integrative logics. <i>Strategic Organization</i> , 2011, 9, 85-90.	5.0	7
18	Utilising a national protocol for collaboration on environmental problems in Ireland: the Silvermines case. <i>International Journal of Strategic Business Alliances</i> , 2011, 2, 221.	0.2	2

#	ARTICLE	IF	CITATIONS
19	Stakeholder Collaboration: Implications for Stakeholder Theory and Practice. <i>Journal of Business Ethics</i> , 2010, 96, 21-26.	6.0	100
20	Call for Papers: "Studying Change Dynamics Using Qualitative Methods" Special Issue. <i>Journal of Applied Behavioral Science</i> , The, 2010, 46, 5-7.	3.3	1
21	Chapter 7 Integrating Multiple Voices: Working with Collusion in Multiparty Collaborations. <i>Advanced Series in Management</i> , 2010, , 121-135.	1.2	10
22	Repairing relationship conflict: how Violation types and culture influence The effectiveness of restoration Rituals. <i>Academy of Management Review</i> , 2009, 34, 105-126.	11.7	180
23	Conflicting Logics, Mechanisms of Diffusion, and Multilevel Dynamics in Emerging Institutional Fields. <i>Academy of Management Journal</i> , 2009, 52, 355-380.	6.3	344
24	Performance of International Joint Ventures: What Factors Really Make a Difference and How?. <i>Journal of Management</i> , 2009, 35, 805-832.	9.3	111
25	Disentangling approaches to framing in conflict and negotiation research: A meta-paradigmatic perspective. <i>Human Relations</i> , 2009, 62, 155-193.	5.4	340
26	AVERTING THE "TRAGEDY OF THE COMMONS": AN INSTITUTIONAL PERSPECTIVE ON THE CONSTRUCTION AND GOVERNANCE OF TRANSNATIONAL COMMONS.. <i>Proceedings - Academy of Management</i> , 2009, 2009, 1-6.	0.1	2
27	Enhancing Transdisciplinary Research Through Collaborative Leadership. <i>American Journal of Preventive Medicine</i> , 2008, 35, S124-S132.	3.0	188
28	Making Sense of Intractable Multiparty Conflict: A Study of Framing in Four Environmental Disputes. <i>Communication Monographs</i> , 2008, 75, 25-51.	2.7	131
29	Emotional Incompetence or Gender-Based Stereotyping?. <i>Journal of Applied Behavioral Science</i> , The, 2008, 44, 293-314.	3.3	4
30	Strong opposition: frame-based resistance to collaboration. <i>Journal of Community and Applied Social Psychology</i> , 2004, 14, 166-176.	2.4	168
31	Negotiating With Your Nemesis. <i>Negotiation Journal</i> , 2003, 19, 299-310.	0.5	8
32	Racial Homophily and Its Persistence in Newcomers' Social Networks. <i>Organization Science</i> , 2003, 14, 123-136.	4.5	227
33	Antecedents and Effects of Parent Control in International Joint Ventures. <i>Journal of Management Studies</i> , 2001, 38, 393-416.	8.3	186
34	Negotiating control and achieving performance in international joint ventures: A conceptual model. <i>Journal of International Management</i> , 2001, 7, 295-315.	4.2	46
35	A Grounded Model of Organizational Schema Change During Empowerment. <i>Organization Science</i> , 2000, 11, 235-257.	4.5	263
36	The Dynamics of Multidisciplinary Research Teams in Academia. <i>Review of Higher Education</i> , 1999, 22, 425-440.	1.3	79

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37	Bargaining Power, Management Control, and Performance in U.S.-China Joint Ventures: A Comparative Case Study. , 1995, , 91-125.		137
38	Bargaining Power, Management Control, and Performance in United Statesâ€“China Joint Ventures: A Comparative Case Study. Academy of Management Journal, 1994, 37, 1478-1517.	6.3	26
39	A Feminist Critique of Collaborating. Journal of Management Inquiry, 1994, 3, 286-293.	3.9	11
40	GOVERNMENT AGENCIES AS MEDIATORS IN PUBLIC POLICY CONFLICTS. International Journal of Conflict Management, 1994, 5, 158-180.	1.9	13
41	Collaborative Alliances: Moving from Practice to Theory. Journal of Applied Behavioral Science, The, 1991, 27, 3-22.	3.3	467
42	The Context of Interorganizational Collaboration in the Garment Industry: An Institutional Perspective. Journal of Applied Behavioral Science, The, 1991, 27, 181-208.	3.3	89
43	Toward a Comprehensive Theory of Collaboration. Journal of Applied Behavioral Science, The, 1991, 27, 139-162.	3.3	852
44	Organizational Script Development Through Interactive Accommodation. Group & Organization Studies, 1990, 15, 212-232.	0.7	55
45	The enactment of management control systems: A critique of Simons. Accounting, Organizations and Society, 1990, 15, 145-148.	2.8	22
46	Influence Modes, Schema Change, and Organizational Transformation. Journal of Applied Behavioral Science, The, 1989, 25, 271-289.	3.3	133
47	The Pathways of My Research: A Journey of Personal Engagement and Change. Journal of Applied Behavioral Science, The, 1989, 25, 383-398.	3.3	12
48	Communication, Meaning, and Organized Action. Administrative Science Quarterly, 1986, 31, 43.	6.9	253
49	POWER AND COLLABORATION IN HUMAN SERVICE DOMAINS. International Journal of Sociology and Social Policy, 1986, 6, 58-67.	1.2	18
50	Political Limits to Interorganizational Consensus and Change. Journal of Applied Behavioral Science, The, 1986, 22, 95-112.	3.3	117
51	Politics and Strategic Change Across Organizational Life Cycles. Academy of Management Review, 1985, 10, 707-723.	11.7	140
52	Organizations as Constructions and Destructions of Meaning. Journal of Management, 1985, 11, 83-98.	9.3	189
53	Conditions Facilitating Interorganizational Collaboration. Human Relations, 1985, 38, 911-936.	5.4	757
54	Mediation as Framing and Framing Within Mediation. SSRN Electronic Journal, 0, , .	0.4	3

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55	Big Water Tales and Small Town Stories: Power and Identity Narratives in Protracted Environmental Disputes. SSRN Electronic Journal, 0, , .	0.4	0