

# Kathleen M Eisenhardt

## List of Publications by Year in descending order

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84  
papers

95,515  
citations

28274  
55  
h-index

66911  
78  
g-index

90  
all docs

90  
docs citations

90  
times ranked

30413  
citing authors

#	ARTICLE	IF	CITATIONS
1	Building Theories from Case Study Research. Academy of Management Review, 1989, 14, 532-550.	11.7	24,449
2	Theory Building From Cases: Opportunities And Challenges. Academy of Management Journal, 2007, 50, 25-32.	6.3	10,322
3	Dynamic capabilities: what are they?. Strategic Management Journal, 2000, 21, 1105-1121.	7.3	9,773
4	Building Theories from Case Study Research. Academy of Management Review, 1989, 14, 532.	11.7	8,789
5	Agency Theory: An Assessment and Review. Academy of Management Review, 1989, 14, 57-74.	11.7	6,955
6	The Art of Continuous Change: Linking Complexity Theory and Time-Paced Evolution in Relentlessly Shifting Organizations. Administrative Science Quarterly, 1997, 42, 1.	6.9	2,924
7	Agency Theory: An Assessment and Review. Academy of Management Review, 1989, 14, 57.	11.7	2,892
8	PRODUCT DEVELOPMENT: PAST RESEARCH, PRESENT FINDINGS, AND FUTURE DIRECTIONS. Academy of Management Review, 1995, 20, 343-378.	11.7	2,634
9	Exploring the Black Box: An Analysis of Work Group Diversity, Conflict, and Performance. Administrative Science Quarterly, 1999, 44, 1.	6.9	2,170
10	Resource-based View of Strategic Alliance Formation: Strategic and Social Effects in Entrepreneurial Firms. Organization Science, 1996, 7, 136-150.	4.5	1,973
11	Accelerating Adaptive Processes: Product Innovation in the Global Computer Industry. Administrative Science Quarterly, 1995, 40, 84.	6.9	1,762
12	Organizational Growth: Linking Founding Team, Strategy, Environment, and Growth Among U.S. Semiconductor Ventures, 1978-1988. Administrative Science Quarterly, 1990, 35, 504.	6.9	1,619
13	Control: Organizational and Economic Approaches. Management Science, 1985, 31, 134-149.	4.1	1,501
14	Strategic Decision Processes in High Velocity Environments: Four Cases in the Microcomputer Industry. Management Science, 1988, 34, 816-835.	4.1	1,156
15	Strategic decision making. Strategic Management Journal, 1992, 13, 17-37.	7.3	1,072
16	Better Stories and Better Constructs: The Case for Rigor and Comparative Logic. Academy of Management Review, 1991, 16, 620-627.	11.7	939
17	Developing Theory Through Simulation Methods. Academy of Management Review, 2007, 32, 480-499.	11.7	812
18	Constructing Markets and Shaping Boundaries: Entrepreneurial Power in Nascent Fields. Academy of Management Journal, 2009, 52, 643-671.	6.3	808

#	ARTICLE	IF	CITATIONS
19	Organizational Boundaries and Theories of Organization. <i>Organization Science</i> , 2005, 16, 491-508.	4.5	732
20	Grand Challenges and Inductive Methods: Rigor without Rigor Mortis. <i>Academy of Management Journal</i> , 2016, 59, 1113-1123.	6.3	623
21	Origin of Alliance Portfolios: Entrepreneurs, Network Strategies, and Firm Performance. <i>Academy of Management Journal</i> , 2009, 52, 246-279.	6.3	622
22	Optimal Structure, Market Dynamism, and the Strategy of Simple Rules. <i>Administrative Science Quarterly</i> , 2009, 54, 413-452.	6.9	590
23	CROSSROADS"Microfoundations of Performance: Balancing Efficiency and Flexibility in Dynamic Environments. <i>Organization Science</i> , 2010, 21, 1263-1273.	4.5	574
24	Integrating Knowledge in Groups: How Formal Interventions Enable Flexibility. <i>Organization Science</i> , 2002, 13, 370-386.	4.5	567
25	Speeding Products to Market: Waiting Time to First Product Introduction in New Firms. <i>Administrative Science Quarterly</i> , 1990, 35, 177.	6.9	566
26	Finding Theory"Method Fit: A Comparison of Three Qualitative Approaches to Theory Building. <i>Journal of Management Inquiry</i> , 2018, 27, 284-300.	3.9	557
27	Swimming with Sharks: Technology Ventures, Defense Mechanisms and Corporate Relationships. <i>Administrative Science Quarterly</i> , 2008, 53, 295-332.	6.9	555
28	Rational heuristics: the "simple rules"™ that strategists learn from process experience. <i>Strategic Management Journal</i> , 2011, 32, 1437-1464.	7.3	555
29	Inter-temporal economies of scope, organizational modularity, and the dynamics of diversification. <i>Strategic Management Journal</i> , 2004, 25, 1217-1232.	7.3	459
30	The Seller's Side of the Story: Acquisition as Courtship and Governance as Syndicate in Entrepreneurial Firms. <i>Administrative Science Quarterly</i> , 2004, 49, 366-403.	6.9	442
31	Rotating Leadership and Collaborative Innovation. <i>Administrative Science Quarterly</i> , 2011, 56, 159-201.	6.9	390
32	Politics of Strategic Decision Making in High-Velocity Environments: Toward a Midrange Theory. <i>Academy of Management Journal</i> , 1988, 31, 737-770.	6.3	363
33	What makes a process a capability? Heuristics, strategy, and effective capture of opportunities. <i>Strategic Entrepreneurship Journal</i> , 2007, 1, 27-47.	4.4	352
34	How firms navigate cooperation and competition in nascent ecosystems. <i>Strategic Management Journal</i> , 2018, 39, 3163-3192.	7.3	350
35	Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurial Firms Obtain Investment Ties. <i>Academy of Management Journal</i> , 2012, 55, 35-70.	6.3	307
36	Better Stories and Better Constructs: The Case for Rigor and Comparative Logic. <i>Academy of Management Review</i> , 1991, 16, 620.	11.7	278

#	ARTICLE	IF	CITATIONS
37	Rewiring: Cross-Business-Unit Collaborations in Multibusiness Organizations. Academy of Management Journal, 2010, 53, 265-301.	6.3	276
38	The Evolution of Intracorporate Domains: Divisional Charter Losses in High-Technology, Multidivisional Corporations. Organization Science, 1996, 7, 255-282.	4.5	263
39	What is the Eisenhardt Method, really?. Strategic Organization, 2021, 19, 147-160.	5.0	252
40	Conflict and Strategic Choice: How Top Management Teams Disagree. California Management Review, 1997, 39, 42-62.	6.3	250
41	Who Takes You to the Dance? How Partners'™ Institutional Logics Influence Innovation in Young Firms. Administrative Science Quarterly, 2015, 60, 596-633.	6.9	244
42	How entrepreneurs leverage institutional intermediaries in emerging economies to acquire public resources. Strategic Management Journal, 2017, 38, 1373-1390.	7.3	214
43	Making Fast Strategic Decisions In High-Velocity Environments. Academy of Management Journal, 1989, 32, 543-576.	6.3	210
44	Speed and Strategic Choice: How Managers Accelerate Decision Making. California Management Review, 1990, 32, 39-54.	6.3	205
45	Parallel Play: Startups, Nascent Markets, and Effective Business-model Design. Administrative Science Quarterly, 2020, 65, 483-523.	6.9	197
46	The global acquisition, leverage, and protection of technological competencies. Strategic Management Journal, 2004, 25, 713-722.	7.3	189
47	Architectural Innovation and Modular Corporate Forms. Academy of Management Journal, 2001, 44, 1229-1249.	6.3	147
48	Agency- and Institutional-Theory Explanations: The Case of Retail Sales Compensation. Academy of Management Journal, 1988, 31, 488-511.	6.3	137
49	Unpacking the CEO's Board Relationship: How Strategy Making Happens in Entrepreneurial Firms. Academy of Management Journal, 2017, 60, 1828-1858.	6.3	129
50	Failure as an Option: Institutional Change, Entrepreneurial Risk, and New Firm Growth. Organization Science, 2017, 28, 93-112.	4.5	109
51	Strategy Formation in Entrepreneurial Settings: Past Insights and Future Directions. Strategic Entrepreneurship Journal, 2017, 11, 306-325.	4.4	104
52	Position, leverage and opportunity: a typology of strategic logics linking resources with competitive advantage. Managerial and Decision Economics, 2008, 29, 241-256.	2.5	96
53	Managing organizational decline: Lessons from Atari. Organizational Dynamics, 1986, 14, 17-29.	2.6	94
54	Life in the fast lane: Origins of competitive interaction in new vs. established markets. Strategic Management Journal, 2010, 31, 1527-1547.	7.3	89

#	ARTICLE	IF	CITATIONS
55	Top management teams and the performance of entrepreneurial firms. Small Business Economics, 2013, 40, 805-816.	6.7	88
56	Austrian Insights on Strategic Organization: From Market Insights to Implications for Firms. Strategic Organization, 2003, 1, 345-352.	5.0	62
57	Get rich or die tryingâ€¦ finding revenue model fit using machine learning and multiple cases. Strategic Management Journal, 2020, 41, 1245-1273.	7.3	62
58	Superior Strategy in Entrepreneurial Settings: Thinking, Doing, and the Logic of Opportunity. Strategy Science, 2017, 2, 246-257.	2.9	61
59	Strategic Decision Processes in Silicon Valley: The Anatomy of a â€œLiving Deadâ€•. California Management Review, 1987, 30, 143-159.	6.3	56
60	Response to Vuori and Vuori's commentary on â€œHeuristics in the strategy contextâ€•. Strategic Management Journal, 2014, 35, 1698-1702.	7.3	53
61	Decision weaving: Forming novel, complex strategy in entrepreneurial settings. Strategic Management Journal, 2020, 41, 2275-2314.	7.3	53
62	Success and Failure in Technology Acquisitions: Lessons for Buyers and Sellers. Academy of Management Perspectives, 2010, 24, 73-92.	6.8	44
63	What is digital transformation? Core tensions facing established companies on the global stage. Global Strategy Journal, 2022, 12, 595-618.	7.4	38
64	Strategy and Uncertainty: Resource-Based View, Strategy-Creation View, and the Hybrid Between Them. Journal of Management, 2021, 47, 1915-1935.	9.3	32
65	Dynamic capabilities: what are they?. , 0, .		26
66	CONSTRUCTING MARKETS AND ORGANIZING BOUNDARIES: ENTREPRENEURIAL ACTION IN NASCENT FIELDS.. Proceedings - Academy of Management, 2004, 2004, J1-J6.	0.1	24
67	Big Fish versus Big Pond? Entrepreneurs, Established Firms, and Antecedents of Tie Formation. Academy of Management Journal, 2022, 65, 427-452.	6.3	22
68	Organizing Form, Experimentation, and Performance: Innovation in the Nascent Civilian Drone Industry. Organization Science, 2022, 33, 1645-1674.	4.5	19
69	Analytic models in strategy, organizations, and management research: A guide for consumers. Strategic Management Journal, 2021, 42, 329-360.	7.3	17
70	COPING WITH DECLINE IN DYNAMIC MARKETS: CORPORATE ENTREPRENEURSHIP AND THE RECOMBINATIVE ORGANIZATIONAL FORM. Advances in Strategic Management, 0, , 357-382.	0.1	15
71	Theorizing from Cases: A Commentary. JIBS Special Collections, 2020, , 221-227.	1.2	13
72	CROSS-BUSINESS SYNERGY: RECOMBINATION, MODULARITY AND THE MULTI-BUSINESS TEAM.. Proceedings - Academy of Management, 2003, 2003, P1-P6.	0.1	12

#	ARTICLE	IF	CITATIONS
73	How Firms Navigate Cooperation and Competition in Nascent Ecosystems. SSRN Electronic Journal, 2017, , .	0.4	12
74	Bottlenecks, cooperation, and competition in nascent ecosystems. Strategic Management Journal, 2019, 40, 1333-1335.	7.3	10
75	Ant colonies: building complex organizations with minuscule brains and no leaders. Journal of Organization Design, 2021, 10, 55-74.	1.2	10
76	Resource Redeployment in Business Ecosystems. Advances in Strategic Management, 2016, , 19-48.	0.1	9
77	FIVE ISSUES WHERE GROUPS MEET TIME. Research on Managing Groups and Teams, 0, , 267-283.	0.6	8
78	Failure is an Option: Failure Barriers and New Firm Performance. SSRN Electronic Journal, 2012, , .	0.4	7
79	Chapter 10 Silicon valley, theories of organization, and the Stanford legacy. Research in the Sociology of Organizations, 2010, , 191-205.	0.8	4
80	Thoughts about Research, Inspirations for Research and Future Research. Research Methodology in Strategy and Management, 2019, , 15-26.	0.3	3
81	Simple rules for a world of change: Reflections on “turning a process into a capability”. Strategic Entrepreneurship Journal, 2020, 14, 560-562.	4.4	3
82	Government Officials or Mixed Institutions: How do Ventures Acquire Public Sector Investment in Emerging Economies?. SSRN Electronic Journal, 0, , .	0.4	2
83	Too Much of a Good Thing? Equity Market Reform, Investment, and New Firm Performance. SSRN Electronic Journal, 0, , .	0.4	1
84	Simple Rules. , 2018, , 1559-1562.		0