

# Kathleen M Eisenhardt

## List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

86  
papers

72,988  
citations

54  
h-index

90  
g-index

90  
ext. papers

83,230  
ext. citations

4.9  
avg, IF

8.65  
L-index

#	Paper	IF	Citations
86	Building Theories from Case Study Research. <i>Academy of Management Review</i> , <b>1989</b> , 14, 532-550	5.9	21628
85	Theory Building From Cases: Opportunities And Challenges. <i>Academy of Management Journal</i> , <b>2007</b> , 50, 25-32	6.1	7604
84	Dynamic capabilities: what are they?. <i>Strategic Management Journal</i> , <b>2000</b> , 21, 1105-1121	5.2	7358
83	Agency Theory: An Assessment and Review. <i>Academy of Management Review</i> , <b>1989</b> , 14, 57-74	5.9	5651
82	Building Theories from Case Study Research. <i>Academy of Management Review</i> , <b>1989</b> , 14, 532	5.9	5500
81	The Art of Continuous Change: Linking Complexity Theory and Time-Paced Evolution in Relentlessly Shifting Organizations. <i>Administrative Science Quarterly</i> , <b>1997</b> , 42, 1	8.7	2179
80	PRODUCT DEVELOPMENT: PAST RESEARCH, PRESENT FINDINGS, AND FUTURE DIRECTIONS. <i>Academy of Management Review</i> , <b>1995</b> , 20, 343-378	5.9	2133
79	Exploring the Black Box: An Analysis of Work Group Diversity, Conflict, and Performance. <i>Administrative Science Quarterly</i> , <b>1999</b> , 44, 1	8.7	1641
78	Resource-based View of Strategic Alliance Formation: Strategic and Social Effects in Entrepreneurial Firms. <i>Organization Science</i> , <b>1996</b> , 7, 136-150	3.6	1575
77	Accelerating Adaptive Processes: Product Innovation in the Global Computer Industry. <i>Administrative Science Quarterly</i> , <b>1995</b> , 40, 84	8.7	1365
76	Agency Theory: An Assessment and Review. <i>Academy of Management Review</i> , <b>1989</b> , 14, 57	5.9	1293
75	Organizational Growth: Linking Founding Team, Strategy, Environment, and Growth Among U.S. Semiconductor Ventures, 1978-1988. <i>Administrative Science Quarterly</i> , <b>1990</b> , 35, 504	8.7	1228
74	Control: Organizational and Economic Approaches. <i>Management Science</i> , <b>1985</b> , 31, 134-149	3.9	1203
73	Strategic Decision Processes in High Velocity Environments: Four Cases in the Microcomputer Industry. <i>Management Science</i> , <b>1988</b> , 34, 816-835	3.9	898
72	Strategic decision making. <i>Strategic Management Journal</i> , <b>1992</b> , 13, 17-37	5.2	800
71	Better Stories and Better Constructs: The Case for Rigor and Comparative Logic. <i>Academy of Management Review</i> , <b>1991</b> , 16, 620-627	5.9	776
70	Developing Theory Through Simulation Methods. <i>Academy of Management Review</i> , <b>2007</b> , 32, 480-499	5.9	612

69	Constructing Markets and Shaping Boundaries: Entrepreneurial Power in Nascent Fields. <i>Academy of Management Journal</i> , <b>2009</b> , 52, 643-671	6.1	590
68	Organizational Boundaries and Theories of Organization. <i>Organization Science</i> , <b>2005</b> , 16, 491-508	3.6	543
67	Origin of Alliance Portfolios: Entrepreneurs, Network Strategies, and Firm Performance. <i>Academy of Management Journal</i> , <b>2009</b> , 52, 246-279	6.1	457
66	Integrating Knowledge in Groups: How Formal Interventions Enable Flexibility. <i>Organization Science</i> , <b>2002</b> , 13, 370-386	3.6	455
65	Optimal Structure, Market Dynamism, and the Strategy of Simple Rules. <i>Administrative Science Quarterly</i> , <b>2009</b> , 54, 413-452	8.7	439
64	CROSSROADS Microfoundations of Performance: Balancing Efficiency and Flexibility in Dynamic Environments. <i>Organization Science</i> , <b>2010</b> , 21, 1263-1273	3.6	436
63	Speeding Products to Market: Waiting Time to First Product Introduction in New Firms. <i>Administrative Science Quarterly</i> , <b>1990</b> , 35, 177	8.7	435
62	Swimming with Sharks: Technology Ventures, Defense Mechanisms and Corporate Relationships. <i>Administrative Science Quarterly</i> , <b>2008</b> , 53, 295-332	8.7	415
61	Rational heuristics: the simple rules that strategists learn from process experience. <i>Strategic Management Journal</i> , <b>2011</b> , 32, 1437-1464	5.2	391
60	Grand Challenges and Inductive Methods: Rigor without Rigor Mortis. <i>Academy of Management Journal</i> , <b>2016</b> , 59, 1113-1123	6.1	380
59	The Seller's Side of the Story: Acquisition as Courtship and Governance as Syndicate in Entrepreneurial Firms. <i>Administrative Science Quarterly</i> , <b>2004</b> , 49, 366-403	8.7	344
58	Politics of Strategic Decision Making in High-Velocity Environments: Toward a Midrange Theory. <i>Academy of Management Journal</i> , <b>1988</b> , 31, 737-770	6.1	323
57	Inter-temporal economies of scope, organizational modularity, and the dynamics of diversification. <i>Strategic Management Journal</i> , <b>2004</b> , 25, 1217-1232	5.2	315
56	Finding Theory Method Fit: A Comparison of Three Qualitative Approaches to Theory Building. <i>Journal of Management Inquiry</i> , <b>2018</b> , 27, 284-300	1.9	306
55	Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships. <i>Administrative Science Quarterly</i> , <b>2011</b> , 56, 159-201	8.7	286
54	What makes a process a capability? Heuristics, strategy, and effective capture of opportunities. <i>Strategic Entrepreneurship Journal</i> , <b>2007</b> , 1, 27-47	3.7	269
53	The Evolution of Intracorporate Domains: Divisional Charter Losses in High-Technology, Multidivisional Corporations. <i>Organization Science</i> , <b>1996</b> , 7, 255-282	3.6	223
52	Rewiring: Cross-Business-Unit Collaborations in Multibusiness Organizations. <i>Academy of Management Journal</i> , <b>2010</b> , 53, 265-301	6.1	205

51	Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurial Firms Obtain Investment Ties. <i>Academy of Management Journal</i> , <b>2012</b> , 55, 35-70	6.1	205
50	Conflict and Strategic Choice: How Top Management Teams Disagree. <i>California Management Review</i> , <b>1997</b> , 39, 42-62	13.2	203
49	Better Stories and Better Constructs: The Case for Rigor and Comparative Logic. <i>Academy of Management Review</i> , <b>1991</b> , 16, 620	5.9	182
48	How firms navigate cooperation and competition in nascent ecosystems. <i>Strategic Management Journal</i> , <b>2018</b> , 39, 3163-3192	5.2	180
47	Speed and Strategic Choice: How Managers Accelerate Decision Making. <i>California Management Review</i> , <b>1990</b> , 32, 39-54	13.2	163
46	The global acquisition, leverage, and protection of technological competencies. <i>Strategic Management Journal</i> , <b>2004</b> , 25, 713-722	5.2	155
45	Who Takes You to the Dance? How Partners' Institutional Logics Influence Innovation in Young Firms. <i>Administrative Science Quarterly</i> , <b>2015</b> , 60, 596-633	8.7	143
44	Making Fast Strategic Decisions In High-Velocity Environments. <i>Academy of Management Journal</i> , <b>1989</b> , 32, 543-576	6.1	143
43	How entrepreneurs leverage institutional intermediaries in emerging economies to acquire public resources. <i>Strategic Management Journal</i> , <b>2017</b> , 38, 1373-1390	5.2	130
42	Agency- and Institutional-Theory Explanations: The Case of Retail Sales Compensation. <i>Academy of Management Journal</i> , <b>1988</b> , 31, 488-511	6.1	124
41	Architectural Innovation and Modular Corporate Forms. <i>Academy of Management Journal</i> , <b>2001</b> , 44, 1229-1249	6.1	123
40	Parallel Play: Startups, Nascent Markets, and Effective Business-model Design. <i>Administrative Science Quarterly</i> , <b>2020</b> , 65, 483-523	8.7	81
39	Position, leverage and opportunity: a typology of strategic logics linking resources with competitive advantage. <i>Managerial and Decision Economics</i> , <b>2008</b> , 29, 241-256	1.1	78
38	Managing organizational decline: Lessons from Atari. <i>Organizational Dynamics</i> , <b>1986</b> , 14, 17-29	1.5	78
37	Unpacking the CEO-Board Relationship: How Strategy Making Happens in Entrepreneurial Firms. <i>Academy of Management Journal</i> , <b>2017</b> , 60, 1828-1858	6.1	76
36	Failure as an Option: Institutional Change, Entrepreneurial Risk, and New Firm Growth. <i>Organization Science</i> , <b>2017</b> , 28, 93-112	3.6	65
35	Top management teams and the performance of entrepreneurial firms. <i>Small Business Economics</i> , <b>2013</b> , 40, 805-816	5.3	64
34	Strategy Formation in Entrepreneurial Settings: Past Insights and Future Directions. <i>Strategic Entrepreneurship Journal</i> , <b>2017</b> , 11, 306-325	3.7	59

33	Life in the fast lane: Origins of competitive interaction in new vs. established markets. <i>Strategic Management Journal</i> , <b>2010</b> , 31, 1527-1547	5.2	58
32	What is the Eisenhardt Method, really?. <i>Strategic Organization</i> , <b>2021</b> , 19, 147-160	2.7	51
31	Strategic Decision Processes in Silicon Valley: The Anatomy of a "Living Dead" <i>California Management Review</i> , <b>1987</b> , 30, 143-159	13.2	44
30	Response to Vuori and Vuori's commentary on "Heuristics in the strategy context" <i>Strategic Management Journal</i> , <b>2014</b> , 35, 1698-1702	5.2	41
29	Success and Failure in Technology Acquisitions: Lessons for Buyers and Sellers. <i>Academy of Management Perspectives</i> , <b>2010</b> , 24, 73-92	4.7	39
28	Superior Strategy in Entrepreneurial Settings: Thinking, Doing, and the Logic of Opportunity. <i>Strategy Science</i> , <b>2017</b> , 2, 246-257	1.5	32
27	Get rich or die trying! Finding revenue model fit using machine learning and multiple cases. <i>Strategic Management Journal</i> , <b>2020</b> , 41, 1245-1273	5.2	23
26	Decision weaving: Forming novel, complex strategy in entrepreneurial settings. <i>Strategic Management Journal</i> , <b>2020</b> , 41, 2275-2314	5.2	19
25	Dynamic capabilities: what are they?		19
24	Taming Interpersonal Conflict in Strategic Choice: How Top Management Teams Argue, but Still Get Along <b>1997</b> , 65-83		17
23	CONSTRUCTING MARKETS AND ORGANIZING BOUNDARIES: ENTREPRENEURIAL ACTION IN NASCENT FIELDS.. <i>Proceedings - Academy of Management</i> , <b>2004</b> , 2004, J1-J6	0.1	10
22	COPING WITH DECLINE IN DYNAMIC MARKETS: CORPORATE ENTREPRENEURSHIP AND THE RECOMBINATIVE ORGANIZATIONAL FORM. <i>Advances in Strategic Management</i> , 357-382	0.1	9
21	How Firms Navigate Cooperation and Competition in Nascent Ecosystems. <i>SSRN Electronic Journal</i> , <b>2017</b> ,	1	7
20	Strategy and Uncertainty: Resource-Based View, Strategy-Creation View, and the Hybrid Between Them. <i>Journal of Management</i> , <b>2021</b> , 47, 1915-1935	8.8	7
19	Failure is an Option: Failure Barriers and New Firm Performance. <i>SSRN Electronic Journal</i> , <b>2012</b> ,	1	6
18	FIVE ISSUES WHERE GROUPS MEET TIME. <i>Research on Managing Groups and Teams</i> , 267-283	0.5	6
17	Theorizing from Cases: A Commentary. <i>JIBS Special Collections</i> , <b>2020</b> , 221-227	0.4	6
16	Analytic models in strategy, organizations, and management research: A guide for consumers. <i>Strategic Management Journal</i> , <b>2021</b> , 42, 329-360	5.2	6

15	Organizational Complexity and Computation <b>2017</b> , 442-466		5
14	Resource Redeployment in Business Ecosystems. <i>Advances in Strategic Management</i> , <b>2016</b> , 19-48	0.1	5
13	CROSS-BUSINESS SYNERGY: RECOMBINATION, MODULARITY AND THE MULTI-BUSINESS TEAM.. <i>Proceedings - Academy of Management</i> , <b>2003</b> , 2003, P1-P6	0.1	5
12	Dynamic Capabilities: What Are They? <b>2017</b> , 341-363		4
11	Ant colonies: building complex organizations with minuscule brains and no leaders. <i>Journal of Organization Design</i> , <b>2021</b> , 10, 55-74	1.4	4
10	Chapter 10 Silicon valley, theories of organization, and the Stanford legacy. <i>Research in the Sociology of Organizations</i> , <b>2010</b> , 191-205	1	3
9	Big Fish Vs. Big Pond? Entrepreneurs, Established Firms, and Antecedents of Tie Formation. <i>Academy of Management Journal</i> ,	6.1	3
8	Bottlenecks, cooperation, and competition in nascent ecosystems. <i>Strategic Management Journal</i> , <b>2019</b> , 40, 1333-1335	5.2	2
7	Thoughts about Research, Inspirations for Research and Future Research. <i>Research Methodology in Strategy and Management</i> , <b>2019</b> , 15-26	0.5	1
6	Simple rules for a world of change: Reflections on Turning a process into a capability□ <i>Strategic Entrepreneurship Journal</i> , <b>2020</b> , 14, 560-562	3.7	1
5	Government Officials or Mixed Institutions: How do Ventures Acquire Public Sector Investment in Emerging Economies?. <i>SSRN Electronic Journal</i> , <b>2012</b> ,	1	1
4	Too Much of a Good Thing? Equity Market Reform, Investment, and New Firm Performance. <i>SSRN Electronic Journal</i> ,	1	1
3	Organizing Form, Experimentation, and Performance: Innovation in the Nascent Civilian Drone Industry. <i>Organization Science</i> ,	3.6	1
2	Excel through Group Process <b>2017</b> , 219-233		
1	Simple Rules <b>2016</b> , 1-4		