

Jeffrey J Reuer

List of Publications by Citations

Source: <https://exaly.com/author-pdf/11292826/jeffrey-j-reuer-publications-by-citations.pdf>

Version: 2024-04-28

This document has been generated based on the publications and citations recorded by exaly.com. For the latest version of this publication list, visit the link given above.

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

130
papers

6,092
citations

41
h-index

77
g-index

136
ext. papers

7,254
ext. citations

4.6
avg, IF

6.35
L-index

#	Paper	IF	Citations
130	Interorganizational Routines and Performance in Strategic Alliances. <i>Organization Science</i> , 2002 , 13, 701-713	5.2	714
129	Strategic alliance contracts: dimensions and determinants of contractual complexity. <i>Strategic Management Journal</i> , 2007 , 28, 313-330	5.2	439
128	Post-formation dynamics in strategic alliances. <i>Strategic Management Journal</i> , 2002 , 23, 135-151	5.2	332
127	Do make or buy decisions matter? The influence of organizational governance on technological performance. <i>Strategic Management Journal</i> , 2002 , 23, 817-833	5.2	307
126	International Joint Ventures and The Value of Growth Options. <i>Academy of Management Journal</i> , 2008 , 51, 1014-1029	6.1	180
125	Asymmetric information and joint venture performance: theory and evidence for domestic and international joint ventures. <i>Strategic Management Journal</i> , 2000 , 21, 81-88	5.2	177
124	Contractual Renegotiations in Strategic Alliances. <i>Journal of Management</i> , 2002 , 28, 47-68	8.8	176
123	Real options in multinational corporations: organizational challenges and risk implications. <i>Journal of International Business Studies</i> , 2007 , 38, 215-230	8.5	156
122	Real options theory in strategic management. <i>Strategic Management Journal</i> , 2017 , 38, 42-63	5.2	139
121	Mitigating risk in international mergers and acquisitions: the role of contingent payouts. <i>Journal of International Business Studies</i> , 2004 , 35, 19-32	8.5	135
120	Real Options in International Joint Ventures. <i>Journal of Management</i> , 2005 , 31, 403-423	8.8	129
119	MEASURING ORGANIZATIONAL DOWNSIDE RISK. <i>Strategic Management Journal</i> , 1996 , 17, 671-691	5.2	128
118	Signals across Multiple Networks: How Venture Capital and Alliance Networks Affect Interorganizational Collaboration. <i>Academy of Management Journal</i> , 2013 , 56, 852-866	6.1	122
117	A Signaling Theory of Acquisition Premiums: Evidence from IPO Targets. <i>Academy of Management Journal</i> , 2012 , 55, 667-683	6.1	115
116	Experience Spillovers Across Corporate Development Activities. <i>Organization Science</i> , 2010 , 21, 1195-1212	5.2	112
115	Firm Strategy and Economic Exposure to Foreign Exchange Rate Movements. <i>Journal of International Business Studies</i> , 1998 , 29, 493-513	8.5	111
114	Agency hazards and alliance portfolios. <i>Strategic Management Journal</i> , 2006 , 27, 27-43	5.2	106

113	Geographic distance and corporate acquisitions: signals from IPO firms. <i>Strategic Management Journal</i> , 2011 , 32, 876-894	5.2	100
112	The interplay of competition and cooperation. <i>Strategic Management Journal</i> , 2018 , 39, 3033-3052	5.2	100
111	Searching for Alliance Partners: Effects of Geographic Distance on the Formation of R&D Collaborations. <i>Organization Science</i> , 2014 , 25, 283-298	3.6	89
110	AGENCY COSTS AND THE PERFORMANCE IMPLICATIONS OF INTERNATIONAL JOINT VENTURE INTERNALIZATION. <i>Strategic Management Journal</i> , 1997 , 18, 425-438	5.2	84
109	Building a foreign sales base: the roles of capabilities and alliances for entrepreneurial firms. <i>Journal of Business Venturing</i> , 2004 , 19, 285-307	8.3	83
108	Entrepreneurial alliances as contractual forms. <i>Journal of Business Venturing</i> , 2006 , 21, 306-325	8.3	82
107	Termination outcomes of research alliances. <i>Research Policy</i> , 2005 , 34, 101-115	7.5	78
106	Isolating Trust Outcomes from Exchange Relationships: Social Exchange and Learning Benefits of Prior Ties in Alliances. <i>Academy of Management Journal</i> , 2015 , 58, 1826-1847	6.1	77
105	From hybrids to hierarchies: shareholder wealth effects of joint venture partner buyouts. <i>Strategic Management Journal</i> , 2001 , 22, 27-44	5.2	75
104	Building Capabilities for Alliance Portfolios. <i>Long Range Planning</i> , 2009 , 42, 96-114	5.7	73
103	How much does country matter? An analysis of firms' growth options. <i>Journal of International Business Studies</i> , 2008 , 39, 387-405	8.5	67
102	Adverse Selection in Acquisitions of Small Manufacturing Firms: A Comparison of Private and Public Targets. <i>Small Business Economics</i> , 2005 , 24, 393-407	5.3	66
101	Parent Firm Performance across International Joint Venture Life-cycle Stages. <i>Journal of International Business Studies</i> , 2000 , 31, 1-20	8.5	66
100	Asymmetric corporate exposures to foreign exchange rate changes. <i>Strategic Management Journal</i> , 1998 , 19, 1183-1191	5.2	65
99	Alliance Dynamics for Entrepreneurial Firms. <i>Journal of Management Studies</i> , 2008 , 45, 147-168	5.4	63
98	Adverse selection and M&A design: The roles of alliances and IPOs. <i>Journal of Economic Behavior and Organization</i> , 2008 , 66, 195-212	1.6	63
97	Initial public offerings and the acquisition of entrepreneurial firms. <i>Strategic Organization</i> , 2007 , 5, 155-176	7.6	55
96	Real Options in Strategic Management. <i>Advances in Strategic Management</i> , 2007 , 3-28	0.1	55

95	Mechanisms of Hybrid Governance: Administrative Committees in Non-Equity Alliances. <i>Academy of Management Journal</i> , 2016 , 59, 510-533	6.1	54
94	Contracts, Negotiation, and Learning: An Examination of Termination Provisions. <i>Journal of Management Studies</i> , 2014 , 51, 379-405	5.4	51
93	Discovering Valuable Growth Opportunities: An Analysis of Equity Alliances with IPO Firms. <i>Organization Science</i> , 2010 , 21, 202-215	3.6	46
92	Signals and international alliance formation: The roles of affiliations and international activities. <i>Journal of International Business Studies</i> , 2014 , 45, 321-337	8.5	45
91	Firm and industry influences on the value of growth options. <i>Strategic Organization</i> , 2006 , 4, 71-95	2.7	44
90	Effects of Information Technology Capabilities on Strategic Alliances: Implications for the Resource-Based View. <i>Journal of Management Studies</i> , 2016 , 53, 161-183	5.4	42
89	The Choice Between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>Organization Science</i> , 2012 , 23, 1175-1190	3.6	40
88	On the future of international joint venture research. <i>Journal of International Business Studies</i> , 2019 , 50, 555-597	8.5	39
87	Board involvement in international joint ventures. <i>Strategic Management Journal</i> , 2014 , 35, 1626-1644	5.2	36
86	Contingent Earnouts in Acquisitions of Privately Held Targets. <i>Journal of Management</i> , 2009 , 35, 857-878	8.8	35
85	On lemons and indigestibility: resource assembly through joint ventures. <i>Strategic Management Journal</i> , 2000 , 21, 195-197	5.2	35
84	Agglomeration and the choice between acquisitions and alliances: An information economics perspective. <i>Strategic Management Journal</i> , 2016 , 37, 1085-1106	5.2	34
83	Geographic Co-location of Partners and Rivals: Implications for the Design of R&D Alliances. <i>Academy of Management Journal</i> , 2018 , 61, 945-965	6.1	31
82	Executive preferences for governance modes and exchange partners: An information economics perspective. <i>Strategic Management Journal</i> , 2013 , 34, 1104-1122	5.2	31
81	Earnouts in mergers and acquisitions: A game-theoretic option pricing approach. <i>European Journal of Operational Research</i> , 2012 , 223, 256-263	5.6	31
80	Entrepreneurship and strategic alliances. <i>Journal of Business Venturing</i> , 2006 , 21, 401-404	8.3	31
79	Sequential divestiture through initial public offerings. <i>Journal of Economic Behavior and Organization</i> , 2004 , 54, 249-266	1.6	31
78	What Makes a Decision Strategic?. <i>Strategy Science</i> , 2018 , 3, 558-573	1.5	29

77	Knowledge sharing and safeguarding in R&D collaborations: The role of steering committees in biotechnology alliances. <i>Strategic Management Journal</i> , 2018 , 39, 1912-1934	5.2	28
76	Firm heterogeneity in growth option value: The role of managerial incentives. <i>Strategic Management Journal</i> , 2012 , 33, 1557-1566	5.2	26
75	Structuring and Governing Alliances: New Directions for Research. <i>Global Strategy Journal</i> , 2014 , 4, 241-256	2.5	24
74	How Do Real Options Matter? Empirical Research on Strategic Investments and Firm Performance. <i>Advances in Strategic Management</i> , 145-173	0.1	24
73	Network Prominence, Bargaining Power, and the Allocation of Value Capturing Rights in High-Tech Alliance Contracts. <i>Organization Science</i> , 2017 , 28, 947-964	3.6	23
72	Competitive consequences of interfirm collaboration: How joint ventures shape industry profitability. <i>Journal of International Business Studies</i> , 2010 , 41, 1056-1073	8.5	23
71	Investment dynamics and financial constraints in IPO firms. <i>Strategic Entrepreneurship Journal</i> , 2009 , 3, 29-45	3.7	23
70	Cooperation across Disciplines: A Multilevel Perspective on Cooperative Behavior in Governing Interfirm Relations. <i>Academy of Management Annals</i> , 2017 , 11, 960-1004	14.7	22
69	Performance Implications of IJV Boards: A Contingency Perspective. <i>Journal of Management Studies</i> , 2013 , 50, 1245-1266	5.4	22
68	Bringing corporate governance to international joint ventures. <i>Global Strategy Journal</i> , 2011 , 1, 54-66	6.3	22
67	Partner Selection in R&D Collaborations: Effects of Affiliations with Venture Capitalists. <i>Organization Science</i> , 2017 , 28, 574-595	3.6	16
66	Corporate investments and growth options. <i>Managerial and Decision Economics</i> , 2007 , 28, 863-877	1.1	16
65	Real Options in Strategy and Finance: Current Gaps and Future Linkages. <i>Academy of Management Perspectives</i> , 2016 , 30, 428-440	4.7	15
64	STRATEGIC ALLIANCES AS CONTRACTUAL FORMS.. <i>Proceedings - Academy of Management</i> , 2003 , 2003, R1-R6	0.1	14
63	Board representation in international joint ventures. <i>Strategic Management Journal</i> , 2017 , 38, 920-938	5.2	13
62	Host country executives' assessments of international joint ventures and divestitures: An experimental approach. <i>Strategic Management Journal</i> , 2015 , 36, 254-275	5.2	13
61	Combinations of partners' joint venture formation motives. <i>European Business Review</i> , 2010 , 22, 576-590	13.1	12
60	The effects of multimarket contact on partner selection for technology cooperation. <i>Strategic Management Journal</i> , 2020 , 41, 267-289	5.2	12

59	Interorganizational Imitation and Acquisitions of High-tech Ventures. <i>Strategic Management Journal</i> , 2017 , 38, 2647-2665	5.2	10
58	Alliance Contractual Design 149-168		9
57	Insights of Signaling Theory for Acquisitions Research. <i>Advances in Mergers and Acquisitions</i> , 2013 , 173-193	10.1	7
56	Alliance Contractual Design. <i>SSRN Electronic Journal</i> , 2004 ,	1	7
55	Downside Risk Implications of Multinationality and International Joint Ventures. <i>Academy of Management Journal</i> , 2000 , 43, 203-214	6.1	7
54	International alliance negotiations: legal issues for general managers. <i>Business Horizons</i> , 2001 , 44, 19-26	10.1	7
53	Choosing Between Safeguards: Scope and Governance Decisions in R&D Alliances. <i>Journal of Management</i> , 2020 , 46, 359-384	8.8	7
52	The opportunities and challenges of entrepreneurial acquisitions. <i>European Management Review</i> , 2010 , 7, 80-90	2.1	6
51	Acquirers' Reception of Signals in M&A Markets: Effects of Acquirer Experiences on Target Selection. <i>Journal of Management Studies</i> , 2021 , 58, 1237-1266	5.4	6
50	Risk Reduction Through Acquisitions: The Roles of Firm-Specific Investments and Agency Hazards. <i>Advances in Mergers and Acquisitions</i> , 25-49	0.3	5
49	Foundations and Futures of Strategic Management. <i>Strategic Management Review</i> , 2020 , 1, 1-33	2.2	5
48	The impact of corruption on market reactions to international strategic alliances. <i>Journal of International Business Studies</i> , 1	8.5	5
47	Safeguarding from the Sharks: Board Representation in Minority Equity Partnerships. <i>Organization Science</i> , 2019 , 30, 981-999	3.6	4
46	Executives' Assessments of International Joint Ventures in China: A Multi-Theoretical Investigation. <i>Management and Organization Review</i> , 2012 , 8, 311-340	2.2	4
45	Characteristics of Innovation-Driven Interfirm Alliances, 1957-2006 2019 , 370-389		3
44	International Joint Ventures and the Value of Growth Options. <i>SSRN Electronic Journal</i> , 2005 ,	1	3
43	Special Issue Introduction: Assessing Key Dimensions of Strategic Decisions. <i>Strategy Science</i> , 2018 , 3, 555-557	1.5	3
42	Marshallian Forces and Governance Externalities: Location Effects on Contractual Safeguards in Research and Development Alliances. <i>Organization Science</i> , 2018 , 29, 1112-1129	3.6	3

41	How the JOBS Act is Reshaping IPOs: Implications for Entrepreneurial Firms. <i>Academy of Management Perspectives</i> , 2017 , 31, 109-123	4.7	2
40	Governance of Hybrid Organizations. <i>Annals of Corporate Governance</i> , 2018 , 3, 1-81	0.3	2
39	Network Prominence, Bargaining Power, and the Allocation of Value Capture Rights in Alliance Contracts. <i>SSRN Electronic Journal</i> , 2013 ,	1	2
38	How Multimarket Competition Fosters Collaboration: Mutual Forbearance and Market Power Effects. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 12554	0.1	2
37	Ex-post governance in joint ventures: Determinants of monitoring by JV boards of directors. <i>Long Range Planning</i> , 2019 , 52, 72-85	5.7	2
36	MEASURING ORGANIZATIONAL DOWNSIDE RISK 1996 , 17, 671		2
35	The impact of initial public offerings on SMEs' foreign investment decisions. <i>Journal of International Business Studies</i> , 1	8.5	2
34	The Transaction Cost Theory of Equity Joint Ventures 2019 , 67-82		1
33	Responding to Digital Disruption through Alliances 2019 , 101-113		1
32	The Effect of Alliance Scope on Knowledge Flows 2019 , 252-266		1
31	Multimarket Competition and Alliance Formation 2019 , 305-321		1
30	The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>SSRN Electronic Journal</i> , 2011 ,	1	1
29	Founder social capital and value appropriation in R&D alliance agreements. <i>Research Policy</i> , 2022 , 51, 104474	7.5	1
28	Effects of Multimarket Contact on the Governance of R&D Alliances. <i>Proceedings - Academy of Management</i> , 2016 , 2016, 14997	0.1	1
27	The Effects of Contract Detail and Prior Ties on Contract Change: A Learning Perspective. <i>Organization Science</i> , 2021 , 32, 480-499	3.6	1
26	The impact of industry IPOs on acquisitions of new ventures: An information spillovers perspective. <i>Long Range Planning</i> , 2021 , 54, 101945	5.7	1
25	The Impact of Firm Speed Capabilities on the Decision to Partner or Go It Alone. <i>Strategy Science</i> , 2021 , 6, 191-208	1.5	1
24	Learning to Coordinate in Alliances 2019 , 135-151		0

23	Social Psychological Foundations of Alliance Cooperation 2019 , 152-168		0
22	Pay to Play 2019 , 457-471		0
21	Termination Payment Provisions in Acquisitions: An Information Economics Perspective. <i>Advances in Strategic Management</i> , 2014 , 69-102	0.1	0
20	Organizational economics insights from acquisitions research. <i>Advances in Strategic Management</i> , 2009 , 241-265	0.1	0
19	Effects of R&D Investments and Market Signals on International Acquisitions: Evidence from IPO Firms. <i>Journal of Risk and Financial Management</i> , 2021 , 14, 191	2.4	0
18	Microfoundations of R&D Alliance Formation: The Interplay of Scientist Mobility and the Cooperative Context of Collaboration. <i>Strategy Science</i> , 1-15	1.5	0
17	Economies of Scope and Optimal Due Diligence in Corporate Acquisitions. <i>Organization Science</i> , 2021 , 32, 1100-1119	3.6	0
16	Board leadership structures in international joint ventures. <i>Global Strategy Journal</i> , 2020 , 10, 700-725	6.3	0
15	Intrinsic speed capabilities and alliance partner attractiveness. <i>Strategic Organization</i> , 1476127021103882.7		0
14	Frontiers of Alliance Research 2019 , 3-39		
13	Understanding Contracting Behavior 2019 , 40-54		
12	Using Alliances to Test Core Theories of Strategic and International Management 2019 , 83-98		
11	Performance Differences of Jointly Owned Firms in the US Electronics Sector 2019 , 114-122		
10	The Organizational Design of the Alliance Management System 2019 , 216-234		
9	Alliance Scope 2019 , 237-251		
8	Should I Stay or Should I Go Now? 2019 , 423-436		
7	Determinants of Board Roles in IJVs in China: Control and Collaboration. <i>Advances in International Management</i> , 2015 , 235-265		
6	Alliances and Entrepreneurship 2015 , 1-3		

- 5 Strategic investment models: New research opportunities. *Research Methodology in Strategy and Management*, **2009**, 269-300 0.5
- 4 Multinational Investment and Organizational Risk: A Real Options Approach **2004**, 165-177
- 3 How Initial Public Offerings Affect M&A Markets: The Dual Tracking Phenomenon 495-510
- 2 Combinations of Partners □ Joint Venture Formation Motives **2014**, 203-219
- 1 Attracting Knowledge Workers to High-tech Ventures: A Signaling Perspective on Employee Mobility. *Advances in Strategic Management*, **2020**, 415-431 0.1