

Jeffrey J Reuer

List of Publications by Year in Descending Order

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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.

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	Founder social capital and value appropriation in R&D alliance agreements. <i>Research Policy</i> , 2022 , 51, 104474	7.5	1
129	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
128	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
127	Economies of Scope and Optimal Due Diligence in Corporate Acquisitions. <i>Organization Science</i> , 2021 , 32, 1100-1119	3.6	0
126	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
125	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
124	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
123	The effects of multimarket contact on partner selection for technology cooperation. <i>Strategic Management Journal</i> , 2020 , 41, 267-289	5.2	12
122	Attracting Knowledge Workers to High-tech Ventures: A Signaling Perspective on Employee Mobility. <i>Advances in Strategic Management</i> , 2020 , 415-431	0.1	
121	Choosing Between Safeguards: Scope and Governance Decisions in R&D Alliances. <i>Journal of Management</i> , 2020 , 46, 359-384	8.8	7
120	Board leadership structures in international joint ventures. <i>Global Strategy Journal</i> , 2020 , 10, 700-725	6.3	0
119	Foundations and Futures of Strategic Management. <i>Strategic Management Review</i> , 2020 , 1, 1-33	2.2	5
118	Safeguarding from the Sharks: Board Representation in Minority Equity Partnerships. <i>Organization Science</i> , 2019 , 30, 981-999	3.6	4
117	Learning to Coordinate in Alliances 2019 , 135-151		0
116	Frontiers of Alliance Research 2019 , 3-39		
115	Understanding Contracting Behavior 2019 , 40-54		
114	The Transaction Cost Theory of Equity Joint Ventures 2019 , 67-82		1

113	Using Alliances to Test Core Theories of Strategic and International Management 2019 , 83-98		
112	Responding to Digital Disruption through Alliances 2019 , 101-113		1
111	Performance Differences of Jointly Owned Firms in the US Electronics Sector 2019 , 114-122		
110	Characteristics of Innovation-Driven Interfirm Alliances, 1957-2006 2019 , 370-389		3
109	Social Psychological Foundations of Alliance Cooperation 2019 , 152-168		0
108	The Organizational Design of the Alliance Management System 2019 , 216-234		
107	Alliance Scope 2019 , 237-251		
106	Should I Stay or Should I Go Now? 2019 , 423-436		
105	The Effect of Alliance Scope on Knowledge Flows 2019 , 252-266		1
104	Multimarket Competition and Alliance Formation 2019 , 305-321		1
103	Pay to Play 2019 , 457-471		0
102	On the future of international joint venture research. <i>Journal of International Business Studies</i> , 2019 , 50, 555-597	8.5	39
101	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
100	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
99	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
98	Governance of Hybrid Organizations. <i>Annals of Corporate Governance</i> , 2018 , 3, 1-81	0.3	2
97	Special Issue Introduction: Assessing Key Dimensions of Strategic Decisions. <i>Strategy Science</i> , 2018 , 3, 555-557	1.5	3
96	What Makes a Decision Strategic?. <i>Strategy Science</i> , 2018 , 3, 558-573	1.5	29

95	The interplay of competition and cooperation. <i>Strategic Management Journal</i> , 2018 , 39, 3033-3052	5.2	100
94	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
93	Board representation in international joint ventures. <i>Strategic Management Journal</i> , 2017 , 38, 920-938	5.2	13
92	Interorganizational Imitation and Acquisitions of High-tech Ventures. <i>Strategic Management Journal</i> , 2017 , 38, 2647-2665	5.2	10
91	How the JOBS Act is Reshaping IPOs: Implications for Entrepreneurial Firms. <i>Academy of Management Perspectives</i> , 2017 , 31, 109-123	4.7	2
90	Partner Selection in R&D Collaborations: Effects of Affiliations with Venture Capitalists. <i>Organization Science</i> , 2017 , 28, 574-595	3.6	16
89	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
88	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
87	Real options theory in strategic management. <i>Strategic Management Journal</i> , 2017 , 38, 42-63	5.2	139
86	Agglomeration and the choice between acquisitions and alliances: An information economics perspective. <i>Strategic Management Journal</i> , 2016 , 37, 1085-1106	5.2	34
85	Mechanisms of Hybrid Governance: Administrative Committees in Non-Equity Alliances. <i>Academy of Management Journal</i> , 2016 , 59, 510-533	6.1	54
84	Effects of Multimarket Contact on the Governance of R&D Alliances. <i>Proceedings - Academy of Management</i> , 2016 , 2016, 14997	0.1	1
83	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
82	Real Options in Strategy and Finance: Current Gaps and Future Linkages. <i>Academy of Management Perspectives</i> , 2016 , 30, 428-440	4.7	15
81	Determinants of Board Roles in IJVs in China: Control and Collaboration. <i>Advances in International Management</i> , 2015 , 235-265		
80	Alliances and Entrepreneurship 2015 , 1-3		
79	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
78	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

77	How Multimarket Competition Fosters Collaboration: Mutual Forbearance and Market Power Effects. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 12554	0.1	2
76	Board involvement in international joint ventures. <i>Strategic Management Journal</i> , 2014 , 35, 1626-1644	5.2	36
75	Structuring and Governing Alliances: New Directions for Research. <i>Global Strategy Journal</i> , 2014 , 4, 241-256	2.5	24
74	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
73	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
72	Termination Payment Provisions in Acquisitions: An Information Economics Perspective. <i>Advances in Strategic Management</i> , 2014 , 69-102	0.1	0
71	Contracts, Negotiation, and Learning: An Examination of Termination Provisions. <i>Journal of Management Studies</i> , 2014 , 51, 379-405	5.4	51
70	Combinations of Partners and Joint Venture Formation Motives 2014 , 203-219		
69	Executive preferences for governance modes and exchange partners: An information economics perspective. <i>Strategic Management Journal</i> , 2013 , 34, 1104-1122	5.2	31
68	Performance Implications of IJV Boards: A Contingency Perspective. <i>Journal of Management Studies</i> , 2013 , 50, 1245-1266	5.4	22
67	Insights of Signaling Theory for Acquisitions Research. <i>Advances in Mergers and Acquisitions</i> , 2013 , 173-193	1.3	7
66	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
65	Network Prominence, Bargaining Power, and the Allocation of Value Capture Rights in Alliance Contracts. <i>SSRN Electronic Journal</i> , 2013 ,	1	2
64	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
63	Earnings in mergers and acquisitions: A game-theoretic option pricing approach. <i>European Journal of Operational Research</i> , 2012 , 223, 256-263	5.6	31
62	Firm heterogeneity in growth option value: The role of managerial incentives. <i>Strategic Management Journal</i> , 2012 , 33, 1557-1566	5.2	26
61	The Choice Between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>Organization Science</i> , 2012 , 23, 1175-1190	3.6	40
60	A Signaling Theory of Acquisition Premiums: Evidence from IPO Targets. <i>Academy of Management Journal</i> , 2012 , 55, 667-683	6.1	115

59	The Choice between Joint Ventures and Acquisitions: Insights from Signaling Theory. <i>SSRN Electronic Journal</i> , 2011 ,	1	1
58	Geographic distance and corporate acquisitions: signals from IPO firms. <i>Strategic Management Journal</i> , 2011 , 32, 876-894	5.2	100
57	Bringing corporate governance to international joint ventures. <i>Global Strategy Journal</i> , 2011 , 1, 54-66	6.3	22
56	Discovering Valuable Growth Opportunities: An Analysis of Equity Alliances with IPO Firms. <i>Organization Science</i> , 2010 , 21, 202-215	3.6	46
55	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
54	Experience Spillovers Across Corporate Development Activities. <i>Organization Science</i> , 2010 , 21, 1195-1212	13.2	112
53	Combinations of partners' joint venture formation motives. <i>European Business Review</i> , 2010 , 22, 576-590	13.1	12
52	The opportunities and challenges of entrepreneurial acquisitions. <i>European Management Review</i> , 2010 , 7, 80-90	2.1	6
51	Contingent Earnouts in Acquisitions of Privately Held Targets. <i>Journal of Management</i> , 2009 , 35, 857-878	9.8	35
50	Investment dynamics and financial constraints in IPO firms. <i>Strategic Entrepreneurship Journal</i> , 2009 , 3, 29-45	3.7	23
49	Building Capabilities for Alliance Portfolios. <i>Long Range Planning</i> , 2009 , 42, 96-114	5.7	73
48	Organizational economics insights from acquisitions research. <i>Advances in Strategic Management</i> , 2009 , 241-265	0.1	0
47	Strategic investment models: New research opportunities. <i>Research Methodology in Strategy and Management</i> , 2009 , 269-300	0.5	
46	Alliance Dynamics for Entrepreneurial Firms. <i>Journal of Management Studies</i> , 2008 , 45, 147-168	5.4	63
45	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
44	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
43	International Joint Ventures and The Value of Growth Options. <i>Academy of Management Journal</i> , 2008 , 51, 1014-1029	6.1	180
42	Real options in multinational corporations: organizational challenges and risk implications. <i>Journal of International Business Studies</i> , 2007 , 38, 215-230	8.5	156

41	Corporate investments and growth options. <i>Managerial and Decision Economics</i> , 2007 , 28, 863-877	1.1	16
40	Strategic alliance contracts: dimensions and determinants of contractual complexity. <i>Strategic Management Journal</i> , 2007 , 28, 313-330	5.2	439
39	Initial public offerings and the acquisition of entrepreneurial firms. <i>Strategic Organization</i> , 2007 , 5, 155-176	17.6	55
38	Real Options in Strategic Management. <i>Advances in Strategic Management</i> , 2007 , 3-28	0.1	55
37	Firm and industry influences on the value of growth options. <i>Strategic Organization</i> , 2006 , 4, 71-95	2.7	44
36	Entrepreneurial alliances as contractual forms. <i>Journal of Business Venturing</i> , 2006 , 21, 306-325	8.3	82
35	Entrepreneurship and strategic alliances. <i>Journal of Business Venturing</i> , 2006 , 21, 401-404	8.3	31
34	Agency hazards and alliance portfolios. <i>Strategic Management Journal</i> , 2006 , 27, 27-43	5.2	106
33	Termination outcomes of research alliances. <i>Research Policy</i> , 2005 , 34, 101-115	7.5	78
32	Real Options in International Joint Ventures. <i>Journal of Management</i> , 2005 , 31, 403-423	8.8	129
31	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
30	International Joint Ventures and the Value of Growth Options. <i>SSRN Electronic Journal</i> , 2005 ,	1	3
29	Alliance Contractual Design. <i>SSRN Electronic Journal</i> , 2004 ,	1	7
28	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
27	Sequential divestiture through initial public offerings. <i>Journal of Economic Behavior and Organization</i> , 2004 , 54, 249-266	1.6	31
26	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
25	Multinational Investment and Organizational Risk: A Real Options Approach 2004 , 165-177		
24	STRATEGIC ALLIANCES AS CONTRACTUAL FORMS.. <i>Proceedings - Academy of Management</i> , 2003 , 2003, R1-R6	0.1	14

23	Post-formation dynamics in strategic alliances. <i>Strategic Management Journal</i> , 2002 , 23, 135-151	5.2	332
22	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
21	Contractual Renegotiations in Strategic Alliances. <i>Journal of Management</i> , 2002 , 28, 47-68	8.8	176
20	Interorganizational Routines and Performance in Strategic Alliances. <i>Organization Science</i> , 2002 , 13, 701-713	5.3	714
19	From hybrids to hierarchies: shareholder wealth effects of joint venture partner buyouts. <i>Strategic Management Journal</i> , 2001 , 22, 27-44	5.2	75
18	International alliance negotiations: legal issues for general managers. <i>Business Horizons</i> , 2001 , 44, 19-26	10.1	7
17	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
16	On lemons and indigestibility: resource assembly through joint ventures. <i>Strategic Management Journal</i> , 2000 , 21, 195-197	5.2	35
15	Downside Risk Implications of Multinationality and International Joint Ventures. <i>Academy of Management Journal</i> , 2000 , 43, 203-214	6.1	7
14	Parent Firm Performance across International Joint Venture Life-cycle Stages. <i>Journal of International Business Studies</i> , 2000 , 31, 1-20	8.5	66
13	Asymmetric corporate exposures to foreign exchange rate changes. <i>Strategic Management Journal</i> , 1998 , 19, 1183-1191	5.2	65
12	Firm Strategy and Economic Exposure to Foreign Exchange Rate Movements. <i>Journal of International Business Studies</i> , 1998 , 29, 493-513	8.5	111
11	AGENCY COSTS AND THE PERFORMANCE IMPLICATIONS OF INTERNATIONAL JOINT VENTURE INTERNALIZATION. <i>Strategic Management Journal</i> , 1997 , 18, 425-438	5.2	84
10	MEASURING ORGANIZATIONAL DOWNSIDE RISK. <i>Strategic Management Journal</i> , 1996 , 17, 671-691	5.2	128
9	MEASURING ORGANIZATIONAL DOWNSIDE RISK 1996 , 17, 671		2
8	How Do Real Options Matter? Empirical Research on Strategic Investments and Firm Performance. <i>Advances in Strategic Management</i> , 145-173	0.1	24
7	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
6	Alliance Contractual Design 149-168		9

5	How Initial Public Offerings Affect M&A Markets: The Dual Tracking Phenomenon	495-510		
4	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
3	The impact of corruption on market reactions to international strategic alliances. <i>Journal of International Business Studies</i> ,	1	8.5	5
2	Intrinsic speed capabilities and alliance partner attractiveness. <i>Strategic Organization</i> ,	1476127021103882.7		0
1	The impact of initial public offerings on SMEs' foreign investment decisions. <i>Journal of International Business Studies</i> ,	1	8.5	2