

# Sheila M Puffer

## List of Publications by Year in descending order

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69  
papers

3,140  
citations

201674

27  
h-index

168389

53  
g-index

73  
all docs

73  
docs citations

73  
times ranked

1511  
citing authors

#	ARTICLE	IF	CITATIONS
1	Entrepreneurship in Russia and China: The Impact of Formal Institutional Voids. <i>Entrepreneurship Theory and Practice</i> , 2010, 34, 441-467.	10.2	619
2	Prosocial behavior, noncompliant behavior, and work performance among commission salespeople.. <i>Journal of Applied Psychology</i> , 1987, 72, 615-621.	5.3	328
3	Two Decades of Russian Business and Management Research: An Institutional Theory Perspective.. <i>Academy of Management Perspectives</i> , 2011, 25, 21-36.	6.8	152
4	Finding the Common Ground in Russian and American Business Ethics. <i>California Management Review</i> , 1995, 37, 29-46.	6.3	132
5	The emergence of corporate governance in Russia. <i>Journal of World Business</i> , 2003, 38, 284-298.	7.7	130
6	Can Russia's state-managed, network capitalism be competitive?. <i>Journal of World Business</i> , 2007, 42, 1-13.	7.7	129
7	Interpreting the Ethicality of Corporate Governance Decisions in Russia: Utilizing Integrative Social Contracts Theory to Evaluate the Relevance of Agency Theory Norms. <i>Academy of Management Review</i> , 2008, 33, 11-31.	11.7	122
8	Navigating the hostile maze: A framework for Russian entrepreneurship. <i>Academy of Management Perspectives</i> , 2001, 15, 24-36.	6.8	101
9	Corporate governance in Russia: a framework for analysis. <i>Journal of World Business</i> , 2003, 38, 397-415.	7.7	97
10	A Stakeholder Approach to the Ethicality of BRIC-firm Managers'™ Use of Favors. <i>Journal of Business Ethics</i> , 2012, 109, 27-38.	6.0	72
11	Understanding the bear: A portrait of Russian business leaders. <i>Academy of Management Perspectives</i> , 1994, 8, 41-54.	6.8	67
12	Transferring management knowledge to Russia: A culturally based approach. <i>Academy of Management Perspectives</i> , 2005, 19, 24-35.	6.8	62
13	A framework for leadership in a TQM context. <i>Journal of Quality Management</i> , 1996, 1, 109-130.	0.3	59
14	The Resurgence of an Entrepreneurial Class in Russia. <i>Journal of Management Inquiry</i> , 1993, 2, 125-137.	3.9	58
15	The use of favors by emerging market managers: Facilitator or inhibitor of international expansion?. <i>Asia Pacific Journal of Management</i> , 2013, 30, 327-349.	4.5	54
16	Russian managers' beliefs about work: Beyond the stereotypes. <i>Journal of World Business</i> , 1997, 32, 258-276.	7.7	48
17	The impact of rewards and punishments in a social context: A laboratory and field experiment. <i>Journal of Occupational Psychology</i> , 1989, 62, 41-53.	1.5	46
18	Overcoming Resistance to Change in Russian Organizations:. <i>Organizational Dynamics</i> , 2008, 37, 221-235.	2.6	46

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19	Convergence in Entrepreneurial Leadership Style: Evidence from Russia. <i>California Management Review</i> , 2010, 52, 48-72.	6.3	44
20	Strategic investment flexibility for MNE success in Russia: Evolving beyond entry modes. <i>Journal of World Business</i> , 1997, 32, 293-319.	7.7	42
21	Russia's retreat to statization and the implications for business. <i>Journal of World Business</i> , 2000, 35, 256-274.	7.7	40
22	The Darker Side of Social Networks in Transforming Economies: Corrupt Exchange in Chinese Guanxi and Russian Blat/Svyazi. <i>Management and Organization Review</i> , 2018, 14, 395-419.	2.1	40
23	Two Decades of Russian Business and Management Research: An Institutional Theory Perspective. <i>Academy of Management Perspectives</i> , 2011, 25, 21-36.	6.8	38
24	Riding the Russian Roller Coaster: U.S. Firms' Recent Experience and Future Plans in the Former USSR. <i>California Management Review</i> , 1993, 36, 99-115.	6.3	32
25	“Diamonds and rust” on Russia's road to privatization: The profits and pitfalls for western managers. <i>Journal of World Business</i> , 1995, 30, 56-69.	0.4	32
26	Emerging Innovation in Emerging Economies: Can Institutional Reforms Help Russia Break Through Its Historical Barriers?. <i>Thunderbird International Business Review</i> , 2014, 56, 243-260.	1.8	31
27	The congruence of motives and incentives in a voluntary organization. <i>Journal of Organizational Behavior</i> , 1992, 13, 425-434.	4.7	30
28	Meeting of the mindsets in a changing Russia. <i>Business Horizons</i> , 1996, 39, 52-60.	5.2	29
29	Business and management in Russia: a review of the post-Soviet literature and future research directions. <i>European Journal of International Management</i> , 2013, 7, 74.	0.2	28
30	Ethical turnarounds and transformational leadership: A global imperative for corporate social responsibility. <i>Thunderbird International Business Review</i> , 2008, 50, 303-314.	1.8	27
31	Russian Managers in the New Europe. <i>Organizational Dynamics</i> , 2005, 34, 231-246.	2.6	26
32	Managing favors in a global economy. <i>Asia Pacific Journal of Management</i> , 2013, 30, 321-326.	4.5	26
33	The fit between Russian culture and compensation. <i>Thunderbird International Business Review</i> , 1996, 38, 217-241.	0.3	23
34	A Test of the Measurement Validity of the Resistance to Change Scale in Russia and Ukraine. <i>Journal of Applied Behavioral Science</i> , 2009, 45, 468-489.	3.3	23
35	Institutional Voids in an Emerging Economy. <i>Journal of Leadership and Organizational Studies</i> , 2016, 23, 208-219.	4.0	23
36	As Different as Chalk and Cheese? The Relationship Between Entrepreneurial Orientation and SMEs' Growth: Evidence from Russia and Finland. <i>Journal of East-West Business</i> , 2017, 23, 337-366.	0.7	22

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37	Does Asian management research need more self-confidence? Reflections from Russia. Asia Pacific Journal of Management, 2007, 24, 509-517.	4.5	21
38	Entrepreneurial orientation in a hostile and turbulent environment: risk and innovativeness among successful Russian entrepreneurs. European Journal of International Management, 2018, 12, 191.	0.2	21
39	Corporate governance as a foundation for corporate social responsibility in transitioning economies: The Russian experience. Thunderbird International Business Review, 2008, 50, 231-243.	1.8	19
40	Predictors of Individual Knowledge Acquisition Commitment in a Post-Soviet Setting. Management International Review, 2011, 51, 697-728.	3.3	19
41	Doing business in Russia: Lessons from early entrants. Thunderbird International Business Review, 1998, 40, 461-484.	1.8	14
42	The Booming Business of Management Education in Russia. Journal of Management Development, 1993, 12, 46-59.	2.1	13
43	Compensating Local Employees in Post-Communist Russia. Compensation & Benefits Review, 1994, 26, 35-43.	0.7	12
44	Soviet Managers View Organizational Change in Large State Enterprises. Journal of Organizational Change Management, 1993, 6, 6-23.	2.7	11
45	Inside a Soviet Management Institute. California Management Review, 1981, 24, 90-96.	6.3	10
46	Emerging capitalism in Russia and China: implications for Europe. European Journal of International Management, 2007, 1, 146.	0.2	10
47	Volunteers from corporations: Work cultures reflect values similar to the voluntary organization's. Nonprofit Management and Leadership, 1995, 5, 359-375.	2.5	9
48	OLGA KIROVA: A RUSSIAN ENTREPRENEUR'S QUALITY LEADERSHIP. International Journal of Organizational Analysis, 1997, 5, 267-290.	0.5	9
49	Responsible Global Leadership in Emerging Markets. Advances in Global Leadership, 2016, , 79-106.	1.0	9
50	The impact of communist imprint prevalence on the risk-taking propensity of successful Russian entrepreneurs. European Journal of International Management, 2018, 12, 158.	0.2	9
51	Will Russia have a role in the changing global economy? Contrasting Western and Russian cultural lenses. Cross Cultural and Strategic Management, 2019, 26, 265-289.	1.7	9
52	Career professional who volunteer: Should their motives be accepted or managed?. Nonprofit Management and Leadership, 1991, 2, 107-123.	2.5	8
53	Shedding the legacy of the red executive: Leadership in Russian enterprises. International Business Review, 1995, 4, 157-176.	4.8	8
54	Soviet and American managers' reward allocations: A dependency approach. International Business Review, 1997, 6, 453-476.	4.8	7

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55	A critical view of Russia's IPO market: a sign of success or a reason for caution?. Critical Perspectives on International Business, 2013, 9, 226-242.	2.0	7
56	Questionable Business Practices in Russia. Journal of East-West Business, 2000, 5, 23-36.	0.7	6
57	Russia's Corporate Governance Scorecard in the Enron Era. Organizational Dynamics, 2002, 31, 19-34.	2.6	6
58	Decision-making authority of former soviet and American managers: Not so different after all?. Thunderbird International Business Review, 1993, 35, 497-512.	0.3	5
59	Global statesman: Mikhail Gorbachev on globalization. Academy of Management Perspectives, 1999, 13, 8-14.	6.8	4
60	Business Ethics in a Transforming Economy: Applying the Integrative Social Contracts Theory to Russia. , 1998, , 419-438.		3
61	Corporate governance and initial public offerings in Russia. , 0, , 354-377.		3
62	The Road Ahead for Russian Management Education. Journal of Teaching in International Business, 1998, 10, 53-76.	0.5	2
63	Russian multinationals: Natural resource champions. , 0, , 167-199.		1
64	Strategic Investment Flexibility for MNE Success in Russia: Evolving Beyond Entry Modes. Herausforderungen an Das Management, 1999, , 95-120.	0.2	1
65	Networking in a Global Context: Ethical Dilemmas. , 2022, , 219-229.		1
66	EJIM's journey to becoming a top scholarly practitioner journal. European Journal of International Management, 2008, 2, 119.	0.2	0
67	From iconic business leader to Russian icon museum founder: Bridging business and the arts across cultures. Thunderbird International Business Review, 2010, 52, 617-631.	1.8	0
68	Changes Ahead for Russian Management Education - Reflections from the American Experience. Herausforderungen an Das Management, 1998, , 101-115.	0.2	0
69	History of the USSR and CIS. Advances in Electronic Government, Digital Divide, and Regional Development Book Series, 2018, , 1-18.	0.2	0