

Arjen van Witteloostuijn

List of Publications by Year in descending order

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Version: 2024-02-01

183
papers

9,278
citations

76196

40
h-index

48187

88
g-index

193
all docs

193
docs citations

193
times ranked

6209
citing authors

#	ARTICLE	IF	CITATIONS
1	A systematic literature review on SME internationalization: a personality lens. <i>Management Review Quarterly</i> , 2023, 73, 1457-1518.	5.7	3
2	Public Service Motivation and Prosocial Rule-Breaking: An International Vignettes Study in Belgium, Germany, and the Netherlands. <i>Review of Public Personnel Administration</i> , 2022, 42, 258-286.	1.8	24
3	Self-sacrifice for the Common Good under Risk and Competition: An Experimental Examination of the Impact of Public Service Motivation in a Volunteer's Dilemma Game. <i>Journal of Public Administration Research and Theory</i> , 2022, 32, 217-232.	2.2	7
4	Replication studies in international business. <i>Journal of International Business Studies</i> , 2022, 53, 215-230.	4.6	20
5	From explanation of the past to prediction of the future: A comparative and predictive research design in the Social Sciences. <i>Social Sciences & Humanities Open</i> , 2022, 6, 100269.	1.3	1
6	Birds of a feather flock together? The survival of underrepresented groups within parliamentary parties, 1991–2015. <i>European Journal of Political Research</i> , 2021, 60, 474-496.	2.9	6
7	Adapt or Perish? How Parties Respond to Party System Saturation in 21 Western Democracies, 1945–2011. <i>British Journal of Political Science</i> , 2021, 51, 16-38.	2.2	4
8	The Post-Corona Crisis Paradox: How Labor Will Globalize to the Benefit of Emerging Economies. <i>Management and Organization Review</i> , 2021, 17, 40-44.	1.8	4
9	Robots do not get the coronavirus: The COVID-19 pandemic and the international division of labor. <i>Journal of International Business Studies</i> , 2021, 52, 1215-1224.	4.6	39
10	Bribery and the Role of Public Service Motivation and Social Value Orientation: A Multi-Site Experimental Study in Belgium, Germany and the Netherlands. <i>Frontiers in Psychology</i> , 2021, 12, 655964.	1.1	11
11	Toward Servitized Research: An Integrated Approach for Sustainable Product-Service Innovation. <i>Sustainability</i> , 2021, 13, 8422.	1.6	3
12	Editorial: Serving the Public Interest? Micro-Level Perspectives on Antecedents, Motivations, and Values of Pro-Social and Pro-Self Behavior. <i>Frontiers in Psychology</i> , 2021, 12, 749277.	1.1	0
13	What Makes Entrepreneurs Happy? Psychological Flexibility and Entrepreneurs' Satisfaction. <i>Journal of Business Venturing Insights</i> , 2021, 16, e00263.	2.0	4
14	Methodology forum. <i>Social Sciences & Humanities Open</i> , 2021, 4, 100198.	1.3	0
15	Emergence of entrepreneurial populations: a feature dimensionality approach. <i>Small Business Economics</i> , 2020, 54, 971-989.	4.4	6
16	New-day statistical thinking: A bold proposal for a radical change in practices. <i>Journal of International Business Studies</i> , 2020, 51, 274-278.	4.6	15
17	Organizational sponsorship and service co-development: A contingency view on service co-development directiveness of business incubators. <i>Technovation</i> , 2020, 98, 102154.	4.2	16
18	Explicit and Implicit Basic Human Motives, and Public Service Motivation. <i>Frontiers in Psychology</i> , 2020, 11, 1542.	1.1	6

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19	A Moral Theory of Public Service Motivation. <i>Frontiers in Psychology</i> , 2020, 11, 517763.	1.1	11
20	Micro-foundations of small business internationalization: introduction to the Special Section. <i>Cross Cultural and Strategic Management</i> , 2020, 27, 265-283.	1.0	11
21	Co-Creative Action Research Experimentsâ€”A Careful Method for Causal Inference and Societal Impact. <i>Social Sciences</i> , 2020, 9, 171.	0.7	4
22	SME innovativeness in a dynamic environment: is there any value in combining causation and effectuation?. <i>Technology Analysis and Strategic Management</i> , 2020, 32, 1277-1293.	2.0	11
23	What drives product-service integration? An abductive study of decision-makersâ€™ motives and value strategies. <i>Journal of Business Research</i> , 2020, 117, 189-200.	5.8	17
24	Strategic Decision-Making in a Global Context: The Comprehension Effect of Foreign Language Use on Cooperation. <i>Management International Review</i> , 2020, 60, 351-385.	2.1	5
25	Willingness to work for multinational enterprises from emerging countries: The case of Chinese multinational enterprises in the Netherlands. <i>International Business Review</i> , 2020, 29, 101713.	2.6	14
26	The turn from just-in-time to just-in-case globalization in and after times of COVID-19. <i>Social Sciences & Humanities Open</i> , 2020, 2, 100034.	1.3	44
27	Talking the talk, but not walking the walk: A comparison of self-reported and observed prosocial behaviour. <i>Public Administration</i> , 2020, 98, 995-1010.	2.3	13
28	Unravelling the internal and external drivers of digital servitization: A dynamic capabilities and contingency perspective on firm strategy. <i>Industrial Marketing Management</i> , 2020, 89, 265-277.	3.7	112
29	The coevolution of the firm and the product attribute space. <i>PLoS ONE</i> , 2020, 15, e0234007.	1.1	1
30	Identity realization, multiple logics and legitimacy: Organizational foundings during the emergence of the Dutch accounting industry. <i>Accounting, Organizations and Society</i> , 2020, 83, 101104.	1.4	3
31	A new approach to data access and research transparency (DART). <i>Journal of International Business Studies</i> , 2020, 51, 887-905.	4.6	34
32	Common Method Variance in International Business Research: Further Reflections. <i>JIBS Special Collections</i> , 2020, , 409-413.	0.5	4
33	Is Timing Everything? The Timing of an M&A Announcement in a Merger Wave. <i>Advances in Mergers and Acquisitions</i> , 2020, , 1-16.	0.8	0
34	Title is missing!. , 2020, 15, e0237821.		0
35	Title is missing!. , 2020, 15, e0237821.		0
36	Title is missing!. , 2020, 15, e0237821.		0

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37	Title is missing!. , 2020, 15, e0237821.		0
38	The coevolution of the firm and the product attribute space. , 2020, 15, e0234007.		0
39	The coevolution of the firm and the product attribute space. , 2020, 15, e0234007.		0
40	The coevolution of the firm and the product attribute space. , 2020, 15, e0234007.		0
41	The coevolution of the firm and the product attribute space. , 2020, 15, e0234007.		0
42	Best Practice Recommendations for Replicating Experiments in Public Administration. Journal of Public Administration Research and Theory, 2019, 29, 609-626.	2.2	58
43	Topic Modeling the Researchâ€Practice Gap in Public Administration. Public Administration Review, 2019, 79, 931-937.	2.9	39
44	Regional stickiness of novel ideas in the scholarly international business community. Cross Cultural and Strategic Management, 2019, 26, 145-165.	1.0	6
45	Individual motivation among entrepreneurs in the creative and cultural industries: A selfâ€determination perspective. Creativity and Innovation Management, 2019, 28, 389-402.	1.9	25
46	Is firm growth random? A machine learning perspective. Journal of Business Venturing Insights, 2019, 11, e00107.	2.0	18
47	Expected job creation across the cultural industries: a sectoral division and its implications for cultural policy. International Journal of Cultural Policy, 2018, 24, 45-67.	0.8	11
48	Do Rules Breed Rules? Vertical Rule-Making Cascades at the Supranational, National, and Organizational Level. International Public Management Journal, 2018, 21, 650-676.	1.2	22
49	Ideological Polarization and Organizational Form Evolution: A Study of Islamicâ€Secular Rivalry and High Schools in Turkey, 1971â€1998. Social Forces, 2018, 96, 1593-1624.	0.9	5
50	Lessons from the flipside: How do acquirers learn from divestitures to complete acquisitions?. Long Range Planning, 2018, 51, 252-266.	2.9	28
51	The performance effects of attitudes of management vis-Ã-vis employee representatives in Belgium. Personnel Review, 2018, 47, 133-149.	1.6	4
52	Reflections on Scientific Misconduct in Management: Unfortunate Incidents or a Normative Crisis?. Academy of Management Perspectives, 2018, 32, 412-442.	4.3	29
53	Explaining the survival of public organizations: Applying density dependence theory to a population of US federal agencies. Public Administration, 2018, 96, 633-650.	2.3	18
54	The added value of implicit motives for management research Development and first validation of a Brief Implicit Association Test (BIAT) for the measurement of implicit motives. PLoS ONE, 2018, 13, e0198094.	1.1	18

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55	A multi-level model of emerging technology: An empirical study of the evolution of biotechnology from 1976 to 2003. PLoS ONE, 2018, 13, e0197024.	1.1	11
56	The foreign language effect on the self-serving bias: A field experiment in the high school classroom. PLoS ONE, 2018, 13, e0192143.	1.1	8
57	The growth puzzle in the creative industries. Revue De L'entrepreneuriat, 2018, Vol. 17, 39-58.	0.0	13
58	Toward a behavioural theory of cooperation between managers and employee representatives in works councils. Economic and Industrial Democracy, 2017, 38, 314-343.	1.2	7
59	Public Sector Motivation: Personality Traits as Antecedents of the Motivation to Serve the Public Interest. Journal of Public Administration Research and Theory, 2017, 27, 20-35.	2.2	80
60	Cooperating or competing in three languages: cultural accommodation or alienation?. Cross Cultural and Strategic Management, 2017, 24, 167-191.	1.0	7
61	The entrepreneur's experiential diversity and entrepreneurial performance. Small Business Economics, 2017, 49, 141-161.	4.4	22
62	What's in a p? Reassessing best practices for conducting and reporting hypothesis-testing research. Journal of International Business Studies, 2017, 48, 535-551.	4.6	223
63	When Does Globalization Lead to Local Adaptation? The Emergence of Hybrid Islamic Schools in Turkey, 1985-2007. American Journal of Sociology, 2017, 122, 1822-1868.	0.3	15
64	Employee workplace representation in Belgium: effects on firm performance. International Journal of Manpower, 2017, 38, 130-144.	2.5	7
65	A cognitive organization theory (COT) of organizational change. Journal of Organizational Change Management, 2017, 30, 903-922.	1.7	6
66	Capability, environment and internationalization fit, and financial and marketing performance of MNEs' foreign subsidiaries. Cross Cultural and Strategic Management, 2017, 24, 405-435.	1.0	19
67	Does organizational adaptation really matter? How mission change affects the survival of U.S. federal independent agencies, 1933-2011. Governance, 2017, 30, 663-686.	1.5	19
68	The Population Ecology of Technology: An Empirical Study of US Biotechnology Patents from 1976 to 2003. PLoS ONE, 2017, 12, e0169961.	1.1	4
69	The Power Paradox: Implicit and Explicit Power Motives, and the Importance Attached to Prosocial Organizational Goals in SMEs. Sustainability, 2017, 9, 2001.	1.6	12
70	BIS and BAS: Biobehaviorally rooted drivers of entrepreneurial intent. Personality and Individual Differences, 2016, 95, 204-213.	1.6	10
71	Being flexible through customization - The impact of incubator focus and customization strategies on incubatee survival and growth. Journal of Engineering and Technology Management - JET-M, 2016, 41, 45-64.	1.4	28
72	Prosocial Behavior and Public Service Motivation. Public Administration Review, 2016, 76, 177-187.	2.9	100

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73	Foreign Language Anxiety in Professional Contexts. <i>Schmalenbach Business Review</i> , 2016, 17, 195-223.	0.9	11
74	What happened to Popperian falsification? Publishing neutral and negative findings. <i>Cross Cultural and Strategic Management</i> , 2016, 23, 481-508.	1.0	55
75	Organizational Form Emergence. <i>Journal of Management</i> , 2016, 42, 1344-1373.	6.3	35
76	Come on and Take a Free Ride: Contributing to Public Goods in Native and Foreign Language Settings. <i>Academy of Management Learning and Education</i> , 2016, 15, 268-286.	1.6	29
77	The inevitability and irreversibility of organizational uncontrollability. <i>Computational and Mathematical Organization Theory</i> , 2015, 21, 380-405.	1.5	3
78	REGULATORY RED TAPE AND PRIVATE FIRM PERFORMANCE. <i>Public Administration</i> , 2015, 93, 34-51.	2.3	22
79	Ambitious Entrepreneurship: A Review of Growth Aspirations, Intentions, and Expectations. <i>Advances in Entrepreneurship, Firm Emergence and Growth</i> , 2015, , 127-160.	1.5	46
80	Toward Experimental International Business. <i>Cross Cultural Management</i> , 2015, 22, 530-544.	1.2	50
81	Managerial delegation and welfare effects of cost reductions. <i>Journal of Economics/ Zeitschrift Fur Nationalökonomie</i> , 2015, 116, 1-23.	0.5	1
82	The Effects of Public Service Motivation on Collaborative Behavior: Evidence from Three Experimental Games. <i>International Public Management Journal</i> , 2015, 18, 171-189.	1.2	42
83	Climate, communication and participation impacting commitment to change. <i>Journal of Organizational Change Management</i> , 2015, 28, 1094-1106.	1.7	48
84	Micro-Level Adaptation, Macro-Level Selection, and the Dynamics of Market Partitioning. <i>PLoS ONE</i> , 2015, 10, e0144574.	1.1	7
85	The internationalization of Chinese industries: Overseas acquisition activity in Chinese mining and manufacturing industries. <i>Asian Business and Management</i> , 2014, 13, 89-116.	1.7	18
86	Estimating public performance bias through an MTMM model: the case of police performance in 26 European countries. <i>Policy Studies</i> , 2014, 35, 377-396.	1.1	8
87	An experimental study into the influence of works council advice on managerial decision-making. <i>Scandinavian Journal of Management</i> , 2014, 30, 358-371.	1.0	5
88	L'entrepreneur ambitieux: État des lieux et perspectives. <i>Revue De L'entrepreneuriat</i> , 2014, Vol. 12, 43-70.	0.0	17
89	Drivers of freelance career success. <i>Journal of Organizational Behavior</i> , 2013, 34, 24-46.	2.9	78
90	A theoretical framework of organizational change. <i>Journal of Organizational Change Management</i> , 2013, 26, 772-792.	1.7	138

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91	The higher returns to formal education for entrepreneurs versus employees. <i>Small Business Economics</i> , 2013, 40, 375-396.	4.4	89
92	Joining the pack or going solo? A dynamic theory of new firm positioning. <i>Journal of Business Venturing</i> , 2013, 28, 511-527.	4.0	19
93	Cross-Border Merger & Acquisition Activity and Revealed Comparative Advantage in Manufacturing Industries. <i>Journal of Economics and Management Strategy</i> , 2013, 22, 28-57.	0.4	21
94	Policing opportunities and threats in Europe. <i>Journal of Organizational Change Management</i> , 2013, 26, 811-829.	1.7	6
95	Policy agendas and births and deaths of political parties. <i>Party Politics</i> , 2013, 19, 381-407.	1.8	29
96	POLITICAL SPACES, DIMENSIONALITY DECLINE AND PARTY COMPETITION. <i>International Journal of Modeling, Simulation, and Scientific Computing</i> , 2013, 16, 1350019.	0.9	5
97	European and National Rules as Potential Red Tape Drivers: An Ecological Analysis of the Europeanization of Dutch Competition Law, 1962-2010. <i>International Public Management Journal</i> , 2012, 15, 266-287.	1.2	11
98	The Effects of Institutional Change in European Soccer. <i>Jahrbucher Fur Nationalokonomie Und Statistik</i> , 2012, 232, 318-335.	0.4	10
99	Why the European Union is not Delivering. An Essay on the Role of Diversity. <i>European Review</i> , 2012, 20, 365-375.	0.4	1
100	A contextual theory of organizational learning from failures and successes: A study of acquisition completion in the global newspaper industry, 1981-2008. <i>Strategic Management Journal</i> , 2012, 33, 938-964.	4.7	182
101	The Shareholder-Manager Relationship and Its Impact on the Likelihood of Firm Bribery. <i>Journal of Business Ethics</i> , 2012, 108, 495-507.	3.7	46
102	Social Value Orientation and Climate Strength as Moderators of the Impact of Work Group Cooperative Climate on Affective Commitment. <i>Journal of Management Studies</i> , 2012, 49, 918-944.	6.0	39
103	A modified Cournot model of the natural gas market in the European Union: Mixed-motives delegation in a politicized environment. <i>Energy Policy</i> , 2012, 41, 280-285.	4.2	22
104	Exploiting opportunities at all cost? Entrepreneurial intent and externalities. <i>Journal of Economic Psychology</i> , 2012, 33, 379-393.	1.1	45
105	Managerial Bonus Systems in a Differentiated Duopoly: A Comment. <i>Managerial and Decision Economics</i> , 2012, 33, 61-70.	1.3	9
106	Managerial Perceptions of Works Councils' Effectiveness in the Netherlands. <i>Industrial Relations</i> , 2011, 50, 497-513.	0.9	14
107	Works Councils and Organizational Performance. <i>Journal of Labor Research</i> , 2011, 32, 136-156.	0.5	17
108	The Effects of Personality Composition and Decision-making Processes on Change Preferences of Self-managing Teams. <i>Managerial and Decision Economics</i> , 2011, 32, 333-353.	1.3	5

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109	Mergers and acquisitions in the global food processing industry in 1986â€“2006. <i>Food Policy</i> , 2011, 36, 466-479.	2.8	27
110	Firm Entry Diversity, Resource Space Heterogeneity and Market Structure. <i>Lecture Notes in Economics and Mathematical Systems</i> , 2011, , 153-164.	0.3	3
111	Cultural Accommodation and Language Priming. <i>Management International Review</i> , 2010, 50, 559-583.	2.1	50
112	What happens to gazelles? The importance of dynamic management strategy. <i>Small Business Economics</i> , 2010, 35, 203-226.	4.4	193
113	Is pay related to performance in The Netherlands? An analysis of Dutch executive compensation, 2002â€“2006. <i>De Economist</i> , 2010, 158, 123-149.	0.9	11
114	Unpacking LogM: Toward a More General Theory of Party System Density. <i>American Journal of Political Science</i> , 2010, 54, 921-935.	2.9	28
115	The Impact of Board Independence and CEO Duality on Firm Performance: A Quantile Regression Analysis for Indonesia, Malaysia, South Korea and Thailand. <i>British Journal of Management</i> , 2010, 21, 607-627.	3.3	163
116	A General Framework for Estimating Multidimensional Contingency Fit. <i>Organization Science</i> , 2010, 21, 540-553.	3.0	31
117	Ecology of National Rule Birth: A Longitudinal Study of Dutch Higher Education Law, 1960-2004. <i>Journal of Public Administration Research and Theory</i> , 2010, 20, 187-213.	2.2	42
118	Cross-border acquisition abandonment and completion: The effect of institutional differences and organizational learning in the international business service industry, 1981â€“2001. <i>Journal of International Business Studies</i> , 2010, 41, 223-245.	4.6	390
119	Institutional constraints and ecological processes: Evolution of foreign-invested enterprises in the Chinese construction industry, 1993â€“2006. <i>Journal of International Business Studies</i> , 2010, 41, 539-556.	4.6	28
120	From the Editors: Common method variance in international business research. <i>Journal of International Business Studies</i> , 2010, 41, 178-184.	4.6	2,546
121	ANALYZING INTER-ORGANIZATIONAL RELATIONSHIPS IN THE CONTEXT OF THEIR NATIONAL BUSINESS SYSTEMS. <i>European Societies</i> , 2009, 11, 49-76.	3.9	13
122	Optimal monopoly market area spanning in multidimensional commodity spaces. <i>Managerial and Decision Economics</i> , 2009, 30, 1-14.	1.3	7
123	On the impact of managerial bonus systems on firm profit and market competition: the cases of pure profit, sales, market share and relative profits compared. <i>Managerial and Decision Economics</i> , 2009, 30, 141-153.	1.3	70
124	From the Editors: Student samples in international business research. <i>Journal of International Business Studies</i> , 2009, 40, 361-364.	4.6	213
125	CHANGING NATIONAL RULES: THEORY AND EVIDENCE FROM THE NETHERLANDS (1960â€“2004). <i>Public Administration</i> , 2008, 86, 499-522.	2.3	26
126	MARKET DIMENSIONALITY AND THE PROLIFERATION OF SMALL-SCALE FIRMS. <i>International Journal of Modeling, Simulation, and Scientific Computing</i> , 2008, 11, 231-247.	0.9	4

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127	Completion or Abandonment of Mergers and Acquisitions: Evidence from the Newspaper Industry, 1981â€“2000. <i>Journal of Media Economics</i> , 2007, 20, 107-137.	0.8	42
128	Foreign direct investment mode choice: entry and establishment modes in transition economies. <i>Journal of International Business Studies</i> , 2007, 38, 1013-1033.	4.6	318
129	The (Non)sense of Organizational Change Continued: A Rejoinder to Armbruster and Gluckler. <i>Organization Studies</i> , 2007, 28, 1887-1892.	3.8	7
130	Individual-level heterogeneity and macro-level outcomes. <i>Strategic Organization</i> , 2007, 5, 259-270.	3.1	7
131	The evolution of higher education rules: evidence for an ecology of law. <i>International Review of Administrative Sciences</i> , 2007, 73, 235-255.	1.9	25
132	A note on strategic delegation: The market share case. <i>International Journal of Industrial Organization</i> , 2007, 25, 531-539.	0.6	159
133	Bargaining over managerial contracts in delegation games: managerial power, contract disclosure and cartel behavior. <i>Managerial and Decision Economics</i> , 2007, 28, 897-904.	1.3	43
134	Welfare distribution effect of a price reduction in the Dutch gas transport market: A scenario analysis of regulatory policy, market form and rent allocation. <i>Energy Policy</i> , 2007, 35, 6299-6308.	4.2	9
135	Corporate Governance in the Netherlands: an overview of the application of the Tabaksblat Code in 2004. <i>Corporate Governance: an International Review</i> , 2007, 15, 1106-1118.	2.4	81
136	Entrepreneurial locus of control and competitive strategies â€“ The moderating effect of environmental dynamism. <i>Journal of Economic Psychology</i> , 2007, 28, 566-589.	1.1	78
137	From Scooters to Choppers: Product Portfolio Change and Organizational Failure. <i>Long Range Planning</i> , 2006, 39, 11-28.	2.9	27
138	A Resource-Based Theory of Market Structure and Organizational Form. <i>Academy of Management Review</i> , 2006, 31, 409-426.	7.4	55
139	Chinese Bilateral Intra-Industry Trade: A Panel Data Study for 50 Countries in the 1992â€“2001 Period. <i>Review of World Economics</i> , 2005, 141, 510-540.	0.9	54
140	Team Locus-of-Control Composition, Leadership Structure, Information Acquisition, and Financial Performance: A Business Simulation Study. <i>Academy of Management Journal</i> , 2005, 48, 889-909.	4.3	79
141	Graduatesâ€™ personality characteristics and labor market entry an empirical study among dutch economics graduates. <i>Economics of Education Review</i> , 2005, 24, 67-83.	0.7	27
142	Economic openness and trade linkages of China: An empirical study of the determinants of chinese trade intensities from 1993 to 1999. <i>Review of World Economics</i> , 2004, 140, 254-281.	0.9	17
143	The (Non)Sense of Organizational Change: An Essai about Universal Management Hypes, Sick Consultancy Metaphors, and Healthy Organization Theories. <i>Organization Studies</i> , 2004, 25, 1205-1231.	3.8	122
144	Auditor human capital and audit firm survival. <i>Accounting, Organizations and Society</i> , 2004, 29, 627-646.	1.4	70

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145	Successful corporate democracy: Sustainable cooperation of capital and labor in the Dutch Breman Group. <i>Academy of Management Perspectives</i> , 2004, 18, 54-66.	4.3	33
146	The Genesis of Top Management Team Diversity: Selective Turnover Among Top Management Teams in Dutch Newspaper Publishing, 1970-1994. <i>Academy of Management Journal</i> , 2004, 47, 633-656.	4.3	39
147	The ecology of law. <i>International Journal of Law Crime and Justice</i> , 2003, 31, 55-67.	0.8	13
148	Configurations of market environments, competitive strategies, manufacturing technologies and human resource management policies. <i>Scandinavian Journal of Management</i> , 2003, 19, 31-62.	1.0	19
149	Strategy and performance of new ventures: A contingency model of the role and influence of the venture capitalist. <i>Venture Capital</i> , 2003, 5, 231-250.	1.1	34
150	A Game-Theoretic Framework of Trust. <i>International Studies of Management and Organization</i> , 2003, 33, 53-71.	0.4	8
151	Resource Distributions and Market Partitioning: Dutch Daily Newspapers, 1968 to 1994. <i>American Sociological Review</i> , 2002, 67, 408.	2.8	86
152	Locus of control and learning to cooperate in a prisoner's dilemma game. <i>Personality and Individual Differences</i> , 2002, 32, 929-946.	1.6	28
153	The "New"™ Versus The "Old"™ Economy Debate. , 2001, , 131-143.		1
154	The impact of personality on behavior in five Prisoner's Dilemma games. <i>Journal of Economic Psychology</i> , 1999, 20, 343-377.	1.1	153
155	Competitive and opportunistic behavior in a prisoner's dilemma game: experimental evidence on the impact of culture and education. <i>Scandinavian Journal of Management</i> , 1999, 15, 333-350.	1.0	11
156	Locus of control and strategic behaviour in a prisoners dilemma game. <i>Personality and Individual Differences</i> , 1999, 27, 695-706.	1.6	31
157	Circular organizing and triple loop learning. <i>Journal of Organizational Change Management</i> , 1999, 12, 439-454.	1.7	157
158	Psychological team make-up as a determinant of economic firm performance. <i>Journal of Economic Psychology</i> , 1998, 19, 43-73.	1.1	28
159	Towards the establishment of an internal market for audit services within the European Union. <i>European Accounting Review</i> , 1998, 7, 655-673.	2.1	13
160	Bridging Behavioral and Economic Theories of Decline: Organizational Inertia, Strategic Competition, and Chronic Failure. <i>Management Science</i> , 1998, 44, 501-519.	2.4	116
161	Human Capital, Social Capital, and Firm Dissolution. <i>Academy of Management Journal</i> , 1998, 41, 425-440.	4.3	157
162	Human resource management in relation to generic strategies: a comparison of chemical and food&drink companies in the Netherlands and Great Britain. <i>International Journal of Human Resource Management</i> , 1996, 7, 383-412.	3.3	15

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163	AN EMPIRICAL TEST OF THE RESOURCE-BASED THEORY: STRATEGIC REGULATION IN THE DUTCH AUDIT INDUSTRY. <i>Strategic Management Journal</i> , 1996, 17, 549-569.	4.7	148
164	Industry competition and firm human capital. <i>Small Business Economics</i> , 1996, 8, 347-364.	4.4	22
165	Ceo Locus of Control and Small Firm Performance: an Integrative Framework and Empirical Test. <i>Journal of Management Studies</i> , 1996, 33, 667-700.	6.0	164
166	Long-Term Concentration in the Dutch Audit Market: The Use of Auditor Association Membership Lists in Historical Research. <i>Abacus</i> , 1995, 31, 152-177.	0.9	26
167	Industrial Organization and Organizational Ecology: The Potentials for Cross-fertilization. <i>Organization Studies</i> , 1995, 16, 265-298.	3.8	76
168	Relationship between arousal and activation, and sensation seeking. <i>Personality and Individual Differences</i> , 1995, 18, 373-384.	1.6	7
169	The Study of Competition and Cooperation. <i>Studies in Industrial Organization</i> , 1995, , 1-8.	0.2	0
170	Multimarket and multiproject collusion. <i>De Economist</i> , 1994, 142, 253-285.	0.9	15
171	Multimarket competition and business strategy. <i>Review of Industrial Organization</i> , 1993, 8, 83-99.	0.4	20
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