

Masaaki Kotabe

List of Publications by Year in descending order

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25
papers

3,281
citations

471509

17
h-index

642732

23
g-index

25
all docs

25
docs citations

25
times ranked

2278
citing authors

#	ARTICLE	IF	CITATIONS
1	Gaining from vertical partnerships: knowledge transfer, relationship duration, and supplier performance improvement in the U.S. and Japanese automotive industries. <i>Strategic Management Journal</i> , 2003, 24, 293-316.	7.3	770
2	Market orientation and performance of export ventures: the process through marketing capabilities and competitive advantages. <i>Journal of the Academy of Marketing Science</i> , 2011, 39, 252-269.	11.2	413
3	A “strategy tripod” perspective on export behaviors: Evidence from domestic and foreign firms based in an emerging economy. <i>Journal of International Business Studies</i> , 2010, 41, 377-396.	7.3	337
4	Sourcing strategies of U.S. service companies: a modified transaction-cost analysis. <i>Strategic Management Journal</i> , 1999, 20, 791-809.	7.3	223
5	Determinants of cross-national knowledge transfer and its effect on firm innovation. <i>Journal of International Business Studies</i> , 2007, 38, 259-282.	7.3	203
6	Sourcing Strategies of European and Japanese Multinationals: A Comparison. <i>Journal of International Business Studies</i> , 1989, 20, 113-130.	7.3	200
7	Linking Product and Process Innovations and Modes of International Sourcing in Global Competition: A Case of Foreign Multinational Firms. <i>Journal of International Business Studies</i> , 1990, 21, 383-408.	7.3	199
8	Strategic and Financial Performance Implications of Global Sourcing Strategy: A Contingency Analysis. <i>Journal of International Business Studies</i> , 1995, 26, 181-202.	7.3	173
9	A story of breakthrough versus incremental innovation: corporate entrepreneurship in the global pharmaceutical industry. <i>Strategic Entrepreneurship Journal</i> , 2010, 4, 106-127.	4.4	147
10	Emerging market multinational companies’ evolutionary paths to building a competitive advantage from emerging markets to developed countries. <i>Journal of World Business</i> , 2016, 51, 729-743.	7.7	145
11	Antecedents and outcomes of modular production in the Brazilian automobile industry: a grounded theory approach. <i>Journal of International Business Studies</i> , 2007, 38, 84-106.	7.3	106
12	Barriers, practices, methods and knowledge management tools in startups. <i>Journal of Knowledge Management</i> , 2019, 23, 1838-1856.	5.1	93
13	Effects of cultural ethnicity, firm size, and firm age on senior executives’ trust in their overseas business partners: Evidence from China. <i>Journal of International Business Studies</i> , 2011, 42, 1150-1173.	7.3	86
14	A Taxonomy of Sourcing Strategic Types for MNCs Operating in China. <i>Asia Pacific Journal of Management</i> , 2002, 19, 11-27.	4.5	47
15	Outsourcing and its implications for market success: negative curvilinearity, firm resources, and competition. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 329-346.	11.2	35
16	Flexibility as firm value driver: Evidence from offshore outsourcing. <i>Global Strategy Journal</i> , 2018, 8, 351-376.	7.4	28
17	Risk analysis in introduction of new technologies by start-ups in the Brazilian market. <i>Management Decision</i> , 2018, 56, 64-86.	3.9	24
18	Political risks and foreign direct investments by multinational corporations: A reference point approach. <i>Global Strategy Journal</i> , 2021, 11, 156-184.	7.4	18

#	ARTICLE	IF	CITATIONS
19	Concurrent sourcing strategy of multinational firms in China: Drivers and performance implications. Journal of World Business, 2019, 54, 101015.	7.7	15
20	Sourcing strategies of U.S. service companies: a modified transaction cost analysis. Strategic Management Journal, 1999, 20, 791-809.	7.3	6
21	Japanese management and the climate of the time. Asian Business and Management, 2020, 19, 25-35.	2.8	5
22	Founder ethnic composition, early internationalization, and new venture performance. Journal of International Entrepreneurship, 2020, 18, 419-443.	3.0	5
23	Life cycle analysis of Brazilian startups: characteristics, intellectual capital, agents and associated risks. Journal of Intellectual Capital, 2022, 23, 1348-1378.	5.4	3
24	Beyond the inflection point: how and why individuals promote inventions in Japan. Asian Business and Management, 2020, 19, 505-529.	2.8	0
25	Bia Brazil: Activewear Made in Brazil to the World. RAC: Revista De Administra�o Contempor�nea, 2021, 25, .	0.4	0