

# Masaaki Kotabe

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2911471/publications.pdf>

Version: 2024-02-01

25  
papers

3,281  
citations

471061

17  
h-index

676716

22  
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.	4.7	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.	7.2	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.	4.6	337
4	Sourcing strategies of U.S. service companies: a modified transaction-cost analysis. <i>Strategic Management Journal</i> , 1999, 20, 791-809.	4.7	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.	4.6	203
6	Sourcing Strategies of European and Japanese Multinationals: A Comparison. <i>Journal of International Business Studies</i> , 1989, 20, 113-130.	4.6	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.	4.6	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.	4.6	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.	2.6	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.	4.6	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.	4.6	106
12	Barriers, practices, methods and knowledge management tools in startups. <i>Journal of Knowledge Management</i> , 2019, 23, 1838-1856.	3.2	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.	4.6	86
14	A Taxonomy of Sourcing Strategic Types for MNCs Operating in China. <i>Asia Pacific Journal of Management</i> , 2002, 19, 11-27.	2.9	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.	7.2	35
16	Flexibility as firm value driver: Evidence from offshore outsourcing. <i>Global Strategy Journal</i> , 2018, 8, 351-376.	4.4	28
17	Risk analysis in introduction of new technologies by start-ups in the Brazilian market. <i>Management Decision</i> , 2018, 56, 64-86.	2.2	24
18	Political risks and foreign direct investments by multinational corporations: A reference point approach. <i>Global Strategy Journal</i> , 2021, 11, 156-184.	4.4	18

#	ARTICLE	IF	CITATIONS
19	Concurrent sourcing strategy of multinational firms in China: Drivers and performance implications. Journal of World Business, 2019, 54, 101015.	4.6	15
20	Sourcing strategies of U.S. service companies: a modified transaction cost analysis. , 1999, 20, 791.		6
21	Japanese management and the climate of the time. Asian Business and Management, 2020, 19, 25-35.	1.7	5
22	Founder ethnic composition, early internationalization, and new venture performance. Journal of International Entrepreneurship, 2020, 18, 419-443.	1.8	5
23	Life cycle analysis of Brazilian startups: characteristics, intellectual capital, agents and associated risks. Journal of Intellectual Capital, 2022, 23, 1348-1378.	3.1	3
24	Beyond the inflection point: how and why individuals promote inventions in Japan. Asian Business and Management, 2020, 19, 505-529.	1.7	0
25	Bia Brazil: Activewear Made in Brazil to the World. RAC: Revista De AdministraçãŁo ContemporãŁnea, 2021, 25, .	0.1	0