

Kenneth A Merchant

List of Publications by Year in descending order

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Version: 2024-02-01

24
papers

1,908
citations

430442

18
h-index

676716

22
g-index

26
all docs

26
docs citations

26
times ranked

880
citing authors

#	ARTICLE	IF	CITATIONS
1	Determinants and Effects of Subjectivity in Incentives. <i>Accounting Review</i> , 2004, 79, 409-436.	1.7	376
2	The effects of financial controls on data manipulation and management Myopia. <i>Accounting, Organizations and Society</i> , 1990, 15, 297-313.	1.4	239
3	Disciplinary constraints on the advancement of knowledge: the case of organizational incentive systems. <i>Accounting, Organizations and Society</i> , 2003, 28, 251-286.	1.4	158
4	A Review of the Literature on Control and Accountability. <i>Handbooks of Management Accounting Research</i> , 2006, 2, 785-802.	0.3	143
5	Earnings Targets and Annual Bonus Incentives. <i>Accounting Review</i> , 2014, 89, 1227-1258.	1.7	107
6	Field-Based Research in Accounting: Accomplishments and Prospects. <i>Behavioral Research in Accounting</i> , 2006, 18, 117-134.	0.2	104
7	Measurement, evaluation and reward of profit center managers: A cross-cultural field study. <i>Accounting, Organizations and Society</i> , 1995, 20, 619-638.	1.4	98
8	The Budgetary and Performance Influences of Product Standardization and Manufacturing Process Automation. <i>Journal of Accounting Research</i> , 1990, 28, 388.	2.5	90
9	Paradigms in accounting research: A view from North America. <i>Management Accounting Research</i> , 2010, 21, 116-120.	1.8	84
10	Measuring general managers' performances. <i>Accounting, Auditing and Accountability Journal</i> , 2006, 19, 893-917.	2.6	75
11	National differences in incentive compensation practices: The differing roles of financial performance measurement in the United States and the Netherlands. <i>Accounting, Organizations and Society</i> , 2009, 34, 58-84.	1.4	66
12	Making management accounting research more useful. <i>Pacific Accounting Review</i> , 2012, 24, 334-356.	1.3	62
13	Employment Horizon and the Choice of Performance Measures: Empirical Evidence from Annual Bonus Plans of Loss-Making Entities. <i>Management Science</i> , 2009, 55, 890-905.	2.4	60
14	Why interdisciplinary accounting research tends not to impact most North American academic accountants. <i>Critical Perspectives on Accounting</i> , 2008, 19, 901-908.	2.7	55
15	Performance Measure Properties and Incentive System Design. <i>Industrial Relations</i> , 2009, 48, 237-264.	0.9	54
16	On Testing Business Models. <i>Accounting Review</i> , 2011, 86, 1631-1654.	1.7	48
17	Beyond the systems versus package debate. <i>Accounting, Organizations and Society</i> , 2020, 86, 101185.	1.4	31
18	Performance Measurement and Incentive Compensation: An Empirical Analysis and Comparison of Chinese and Western Firms' Practices. <i>European Accounting Review</i> , 2011, 20, 639-667.	2.1	29

#	ARTICLE	IF	CITATIONS
19	Linking the Ethics and Management Control Literatures. <i>Advances in Management Accounting</i> , 2017, , 1-29.	0.4	14
20	Performance-Dependent Incentives: Some Puzzles to Ponder. <i>Journal of Accounting, Auditing & Finance</i> , 2010, 25, 559-567.	1.0	6
21	Principles to guide the development and use of effective performance measures. <i>Performance Improvement</i> , 2006, 45, 17-22.	0.4	4
22	Setting Performance Targets in Recessionary Times: Survey Evidence of a Discontinuity in the Distribution of Earnings Targets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
23	The Anatomy of a Complex Performance-Dependent Incentive System. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
24	Target Ratcheting in Common and Unique Performance Measures. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	1