

Preet S Aulakh

List of Publications by Year in descending order

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40
papers

5,597
citations

136740

32
h-index

315357

38
g-index

45
all docs

45
docs citations

45
times ranked

3182
citing authors

#	ARTICLE	IF	CITATIONS
1	Trust and Performance in Cross-Border Marketing Partnerships: A Behavioral Approach. <i>Journal of International Business Studies</i> , 1996, 27, 1005-1032.	4.6	595
2	Multinationality and Firm Performance: The Moderating Role of R&D and Marketing Capabilities. <i>Journal of International Business Studies</i> , 2002, 33, 79-97.	4.6	547
3	EXPORT STRATEGIES AND PERFORMANCE OF FIRMS FROM EMERGING ECONOMIES: EVIDENCE FROM BRAZIL, CHILE, AND MEXICO.. <i>Academy of Management Journal</i> , 2000, 43, 342-361.	4.3	530
4	Do international acquisitions by emerging-economy firms create shareholder value? The case of Indian firms. <i>Journal of International Business Studies</i> , 2010, 41, 397-418.	4.6	497
5	The Influence of Complementarity, Compatibility, and Relationship Capital on Alliance Performance. <i>Journal of the Academy of Marketing Science</i> , 2001, 29, 358-373.	7.2	488
6	Third-World Copycats to Emerging Multinationals: Institutional Changes and Organizational Transformation in the Indian Pharmaceutical Industry. <i>Organization Science</i> , 2009, 20, 187-205.	3.0	272
7	Antecedents and Performance Implications of Channel Integration in Foreign Markets. <i>Journal of International Business Studies</i> , 1997, 28, 145-175.	4.6	260
8	International Principal-Agent Relationships. <i>Industrial Marketing Management</i> , 2000, 29, 521-538.	3.7	238
9	Process Capabilities and Value Generation in Alliance Portfolios. <i>Organization Science</i> , 2009, 20, 583-600.	3.0	208
10	Do country-level institutional frameworks and interfirm governance arrangements substitute or complement in international business relationships?. <i>Journal of International Business Studies</i> , 2012, 43, 477-497.	4.6	179
11	International Expansion of Telecommunication Carriers: The Influence of Market Structure, Network Characteristics, and Entry Imperfections. <i>Journal of International Business Studies</i> , 1999, 30, 361-381.	4.6	145
12	The Use of Process and Output Controls in Foreign Markets. <i>Journal of International Business Studies</i> , 1995, 26, 755-786.	4.6	100
13	Norms- and Control-Based Governance of International Manufacturer-Distributor Relational Exchanges. <i>Journal of International Marketing</i> , 2007, 15, 92-126.	2.5	99
14	Locus of Uncertainty and the Relationship Between Contractual and Relational Governance in Cross-Border Interfirm Relationships. <i>Journal of Management</i> , 2017, 43, 771-803.	6.3	92
15	What Drives Overseas Acquisitions by Indian Firms? A Behavioral Risk-Taking Perspective. <i>Management International Review</i> , 2015, 55, 255-275.	2.1	86
16	Institutional changes and organizational transformation in developing economies. <i>Journal of International Management</i> , 2008, 14, 209-216.	2.4	83
17	Emerging Role of Technology Licensing in the Development of Global Product Strategy: Conceptual Framework and Research Propositions. <i>Journal of Marketing</i> , 1996, 60, 73-88.	7.0	79
18	State capitalism and performance persistence of business group-affiliated firms: A comparative study of China and India. <i>Journal of International Business Studies</i> , 2019, 50, 193-222.	4.6	79

#	ARTICLE	IF	CITATIONS
19	Strategic responses to institutional changes: â€˜Indigenous growthâ€™ model of the Indian pharmaceutical industry. <i>Journal of International Management</i> , 2008, 14, 252-269.	2.4	77
20	The strategic role of relational bonding in interorganizational collaborations. <i>Journal of International Management</i> , 1998, 4, 85-107.	2.4	71
21	Emerging Role of Technology Licensing in the Development of Global Product Strategy: Conceptual Framework and Research Propositions. <i>Journal of Marketing</i> , 1996, 60, 73.	7.0	68
22	International Search Behavior of Business Group Affiliated Firms: Scope of Institutional Changes and Intragroup Heterogeneity. <i>Organization Science</i> , 2015, 26, 1485-1501.	3.0	61
23	Microfoundations of firm internationalization: The owner CEO effect. <i>Global Strategy Journal</i> , 2019, 9, 42-65.	4.4	61
24	Accumulative and Assimilative Learning, Institutional Infrastructure, and Innovation Orientation of Developing Economy Firms. <i>Global Strategy Journal</i> , 2015, 5, 133-153.	4.4	60
25	Contract Formalization and Governance of Exporterâ€™Importer Relationships. <i>Journal of Management Studies</i> , 2008, 45, 457-479.	6.0	56
26	Export Strategies and Performance of Firms from Emerging Economies: Evidence from Brazil, Chile, and Mexico. <i>Academy of Management Journal</i> , 2000, 43, 342-361.	4.3	50
27	International technology licensing: Monopoly rents, transaction costs and exclusive rights. <i>Journal of International Business Studies</i> , 2010, 41, 587-605.	4.6	42
28	Internationalization and performance: Degree, duration, and scale of operations. <i>Journal of International Business Studies</i> , 2018, 49, 832-857.	4.6	42
29	Licensing duration in foreign markets: A real options perspective. <i>Journal of International Business Studies</i> , 2009, 40, 559-577.	4.6	38
30	Compensation in International Licensing Agreements. <i>Journal of International Business Studies</i> , 1998, 29, 409-419.	4.6	37
31	Organizational Landscape in India: Historical Development, Multiplicity of Forms and Implications for Practice and Research. <i>Long Range Planning</i> , 2015, 48, 291-300.	2.9	34
32	Licensee technological potential and exclusive rights in international licensing: A multilevel model. <i>Journal of International Business Studies</i> , 2013, 44, 699-718.	4.6	25
33	The nature and determinants of exclusivity rights in international technology licensing. <i>Management International Review</i> , 2007, 47, 869-893.	2.1	15
34	Practice Standardization in Cross-Border Activities of Multinational Corporations: A Resource Dependence Perspective. <i>Management International Review</i> , 2014, 54, 707-734.	2.1	14
35	A Process View of Alliance Capability: Generating Value in Alliance Portfolios. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	4
36	Law, Identity and Imperial Logics of Exclusion: The Case of the <i>Komagata Maru</i> Passengers. <i>Journal of Imperial and Commonwealth History</i> , 2021, 49, 866-898.	0.2	2

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37	Internationalization and Performance: Degree, Duration, and Scale of Operations. SSRN Electronic Journal, 2014, , .	0.4	0
38	Colonial Subjectivities and Shifting Legalities in Amitav Ghoshâ€™s <i>Sea of Poppies</i>. Law and Literature, 2019, 31, 415-441.	0.2	0
39	Introduction: Conceptualizing Labour and Capital Mobilities In and Out of Asia. , 2020, , 1-28.		0
40	Organizational Heritage, Institutional Changes and Strategic Responses of Firms from Emerging Economics. , 0, , 468-489.		0