

Rudolf R Sinkovics

List of Publications by Year in descending order

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Version: 2024-02-01

118
papers

12,837
citations

70961

41
h-index

30848

102
g-index

133
all docs

133
docs citations

133
times ranked

8861
citing authors

#	ARTICLE	IF	CITATIONS
1	The use of partial least squares path modeling in international marketing. <i>Advances in International Marketing</i> , 2009, , 277-319.	0.3	5,691
2	Can socio-demographics still play a role in profiling green consumers? A review of the evidence and an empirical investigation. <i>Journal of Business Research</i> , 2003, 56, 465-480.	5.8	1,182
3	Enhancing the Trustworthiness of Qualitative Research in International Business. <i>Management International Review</i> , 2008, 48, 689-714.	2.1	358
4	A critical look at the use of SEM in international business research. <i>International Marketing Review</i> , 2016, 33, 376-404.	2.2	355
5	Progressive Focusing and Trustworthiness in Qualitative Research. <i>Management International Review</i> , 2012, 52, 817-845.	2.1	207
6	Online internationalisation, psychic distance reduction and the virtuality trap. <i>International Business Review</i> , 2006, 15, 339-360.	2.6	196
7	The role of social value creation in business model formulation at the bottom of the pyramid â€” Implications for MNEs?. <i>International Business Review</i> , 2014, 23, 692-707.	2.6	188
8	Determinants of Consumer Perceptions toward Mobile Advertising â€” A Comparison between Japan and Austria. <i>Journal of Interactive Marketing</i> , 2012, 26, 21-32.	4.3	185
9	Overcoming export manufacturersâ€™ dilemma in international expansion. <i>Journal of International Business Studies</i> , 2007, 38, 283-302.	4.6	182
10	Understanding the impact of relational capital and organizational learning on alliance outcomes. <i>Journal of World Business</i> , 2010, 45, 237-249.	4.6	178
11	The Effects of Supplier Involvement and Knowledge Protection on Product Innovation in Customerâ€™Supplier Relationships: A Study of Global Automotive Suppliers in China. <i>Journal of Product Innovation Management</i> , 2014, 31, 98-113.	5.2	164
12	STRATEGIC ORIENTATION, CAPABILITIES, AND PERFORMANCE IN MANUFACTURER â€™ 3PL RELATIONSHIPS. <i>Journal of Business Logistics</i> , 2004, 25, 43-64.	7.0	161
13	Enhancing international customerâ€™supplier relationships through IT resources: A study of Taiwanese electronics suppliers. <i>Journal of International Business Studies</i> , 2010, 41, 1218-1239.	4.6	157
14	Rana Plaza collapse aftermath: are CSR compliance and auditing pressures effective?. <i>Accounting, Auditing and Accountability Journal</i> , 2016, 29, 617-649.	2.6	154
15	Analysing textual data in international marketing research. <i>Qualitative Market Research</i> , 2005, 8, 9-38.	1.0	147
16	The internet as an alternative path to internationalization?. <i>International Marketing Review</i> , 2013, 30, 130-155.	2.2	145
17	Drivers and Performance Outcomes of Relationship Learning for Suppliers in Cross-Border Customerâ€™Supplier Relationships: The Role of Communication Culture. <i>Journal of International Marketing</i> , 2010, 18, 63-85.	2.5	127
18	Drivers and Performance Outcomes of Supplier Innovation Generation in Customerâ€™Supplier Relationships: The Role of Powerâ€™Dependence. <i>Decision Sciences</i> , 2012, 43, 1003-1038.	3.2	117

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19	AN ALTERNATE APPROACH TO ASSESSING CROSS-CULTURAL MEASUREMENT EQUIVALENCE IN ADVERTISING RESEARCH. <i>Journal of Advertising</i> , 2005, 34, 17-36.	4.1	99
20	Between merger and syndrome: The intermediary role of emotions in four cross-border M&As. <i>International Business Review</i> , 2011, 20, 27-47.	2.6	98
21	Rapid expansion of international new ventures across institutional distance. <i>Journal of International Business Studies</i> , 2018, 49, 1010-1032.	4.6	97
22	Information technology and organizational performance within international business to business relationships. <i>International Marketing Review</i> , 2008, 25, 563-583.	2.2	95
23	Ethnic ties, location choice, and firm performance in foreign direct investment: A study of Taiwanese business groups FDI in China. <i>International Business Review</i> , 2011, 20, 627-635.	2.6	94
24	A conceptualization of e-risk perceptions and implications for small firm active online internationalization. <i>International Business Review</i> , 2011, 20, 409-422.	2.6	84
25	Crossing Borders and Industry Sectors: Behavioral Governance in Strategic Alliances and Product Innovation for Competitive Advantage. <i>Long Range Planning</i> , 2013, 46, 13-38.	2.9	78
26	Data Equivalence in Cross-Cultural Research: A Comparison of Classical Test Theory and Latent Trait Theory Based Approaches. <i>Australasian Marketing Journal</i> , 1999, 7, 23-38.	3.5	77
27	Reconsidering the problem of data equivalence in international marketing research. <i>International Marketing Review</i> , 2006, 23, 390-417.	2.2	76
28	Infrastructure or foreign direct investment?. <i>Journal of World Business</i> , 2009, 44, 144-157.	4.6	72
29	Relationship learning and performance enhancement via advanced information technology. <i>International Marketing Review</i> , 2010, 27, 200-222.	2.2	71
30	Upstream internationalization process: Roles of social capital in creating exploratory capability and market performance. <i>International Business Review</i> , 2013, 22, 1101-1120.	2.6	71
31	Information overload: a cross-national investigation of influence factors and effects. <i>Marketing Intelligence and Planning</i> , 2007, 25, 691-718.	2.1	64
32	ICT and MNE reorganisation: the paradox of control. <i>Critical Perspectives on International Business</i> , 2007, 3, 322-336.	1.4	62
33	Social distance between residents and international tourists—Implications for international business. <i>International Business Review</i> , 2009, 18, 457-469.	2.6	60
34	Mediating Effects in Reverse Knowledge Transfer Processes. <i>Management International Review</i> , 2012, 52, 461-488.	2.1	60
35	Revisiting the standing of international business journals in the competitive landscape. <i>Journal of World Business</i> , 2016, 51, 487-498.	4.6	60
36	Trans-specialization understanding in international technology alliances: The influence of cultural distance. <i>Journal of International Business Studies</i> , 2016, 47, 577-594.	4.6	57

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37	Value co-creation in an outsourcing arrangement between manufacturers and third party logistics providers: resource commitment, innovation and collaboration. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 563-573.	1.8	55
38	Knowledge Connectivity in an Adverse Context: Global Value Chains and Pakistani Offshore Service Providers. <i>Management International Review</i> , 2019, 59, 131-170.	2.1	53
39	Does IT Integration Really Enhance Supplier Responsiveness in Global Supply Chains?. <i>Management International Review</i> , 2011, 51, 193-212.	2.1	51
40	A reconceptualisation of social value creation as social constraint alleviation. <i>Critical Perspectives on International Business</i> , 2015, 11, 340-363.	1.4	51
41	Does business group affiliation help firms achieve superior performance during industrial downturns? An empirical examination. <i>International Business Review</i> , 2014, 23, 195-211.	2.6	47
42	Reluctance to use technology-related products: Development of a technophobia scale. <i>Thunderbird International Business Review</i> , 2002, 44, 477-494.	0.9	46
43	Towards a consolidation of worldwide journal rankings – A classification using random forests and aggregate rating via data envelopment analysis. <i>Omega</i> , 2015, 51, 11-23.	3.6	45
44	The role of spirituality in Islamic business networks: The case of internationalizing Turkish SMEs. <i>Journal of World Business</i> , 2020, 55, 101034.	4.6	44
45	Empowerment of SME websites – Development of a web-empowerment scale and preliminary evidence. <i>Journal of International Entrepreneurship</i> , 2005, 3, 303-315.	1.8	43
46	International Joint Ventures as Boundary Spanners: Technological Knowledge Transfer in an Emerging Economy. <i>Global Strategy Journal</i> , 2015, 5, 48-68.	4.4	41
47	The effect of matching on perceived export barriers and performance in an era of globalization discontents: Empirical evidence from UK SMEs. <i>International Business Review</i> , 2018, 27, 1065-1079.	2.6	41
48	Interpartner learning, dependence asymmetry and radical innovation in customer-supplier relationships. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 732-742.	1.8	39
49	Supplier Strategies and Routines for Capability Development: Implications for Upgrading. <i>Journal of International Management</i> , 2018, 24, 348-368.	2.4	36
50	Exploring the link between management communication and emotions in mergers and acquisitions. <i>Canadian Journal of Administrative Sciences</i> , 2018, 35, 93-106.	0.9	35
51	Policy-driven clusters, interfirm interactions and firm internationalisation: Some insights from Malaysia's Multimedia Super Corridor. <i>International Business Review</i> , 2012, 21, 794-805.	2.6	33
52	Small- and medium-sized enterprises and sustainable development: In the shadows of large lead firms in global value chains. <i>Journal of International Business Policy</i> , 2021, 4, 80-101.	3.5	33
53	The impact of technological, organizational and environmental characteristics on electronic collaboration and relationship performance in international customer-supplier relationships. <i>Information and Management</i> , 2014, 51, 854-864.	3.6	32
54	The business responsibility matrix: a diagnostic tool to aid the design of better interventions for achieving the SDGs. <i>Multinational Business Review</i> , 2021, 29, 1-20.	1.4	32

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55	Sustainable Business Model Innovation: An Umbrella Review. <i>Sustainability</i> , 2021, 13, 7266.	1.6	32
56	Spirituality as an antecedent of trust and network commitment: The case of Anatolian Tigers. <i>European Management Journal</i> , 2016, 34, 686-700.	3.1	31
57	Advanced technologies and international business: A multidisciplinary analysis of the literature. <i>International Business Review</i> , 2022, 31, 101967.	2.6	31
58	Drivers of Virtual Interfirm Integration and Its Impact on Performance in International Customerâ€™Supplier Relationships. <i>Management International Review</i> , 2018, 58, 495-522.	2.1	29
59	Drivers and customer satisfaction outcomes of CSR in supply chains in different institutional contexts. <i>International Marketing Review</i> , 2016, 33, 514-529.	2.2	27
60	Antecedents and Outcomes of Supplier Innovativeness in International Customerâ€™Supplier Relationships: The Role of Knowledge Distance. <i>Management International Review</i> , 2017, 57, 121-151.	2.1	27
61	ICT deployment and resource-based power in multinational enterprise futures. <i>Futures</i> , 2010, 42, 952-959.	1.4	26
62	A comparative examination of consumer decision styles in Austria. <i>Journal of Marketing Management</i> , 2010, 26, 1021-1036.	1.2	25
63	Antecedents of marketing integration in cross-border mergers and acquisitions. <i>International Marketing Review</i> , 2015, 32, 2-28.	2.2	25
64	Determinants of international innovation performance in Chinese manufacturing firms: An integrated perspective. <i>Asian Business and Management</i> , 2012, 11, 31-55.	1.7	23
65	Exploring the relationship between upgrading and capturing profits from GVC participation for disadvantaged suppliers in developing countries. <i>Canadian Journal of Administrative Sciences</i> , 2017, 34, 356-386.	0.9	23
66	International relationships and resilience of New Zealand SME exporters during COVID-19. <i>Critical Perspectives on International Business</i> , 2021, 17, 359-379.	1.4	23
67	Current perspectives on international entrepreneurship and the Internet. <i>Journal of International Entrepreneurship</i> , 2005, 3, 247-249.	1.8	22
68	Facilitating the Interaction between Theory and Data in Qualitative Research Using CAQDAS. , 2012, , 109-131.		22
69	Antecedents and Innovation Performance Implications of MNC Political Ties in the Chinese Automotive Supply Chain. <i>Management International Review</i> , 2018, 58, 995-1026.	2.1	21
70	Utilizing Relational Governance in Export Relationships: Leveraging Learning and Improving Flexibility and Satisfaction. <i>Advances in International Marketing</i> , 0, , 157-185.	0.3	20
71	The dark side of trust in global value chains: Taiwanâ€™s electronics and IT hardware industries. <i>Journal of World Business</i> , 2021, 56, 101195.	4.6	20
72	Drivers and performance implications of international key account management capability. <i>International Business Review</i> , 2015, 24, 543-555.	2.6	19

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73	Marketing Academics in Austria, Germany and Switzerland: Humboldt's Ideals Give Way to Performance Pressure. <i>Journal of Marketing Management</i> , 2000, 16, 745-759.	1.2	18
74	Using Information Communication Technology to Develop International Entrepreneurship Competencies. <i>Journal of International Entrepreneurship</i> , 2004, 2, 125-137.	1.8	18
75	International Integration and Coordination in MNEs. <i>Management International Review</i> , 2011, 51, 121-127.	2.1	18
76	Knowledge-intensive business services: does dual embeddedness matter?. <i>Service Industries Journal</i> , 2012, 32, 1691-1705.	5.0	17
77	The Internet and international marketing – from trigger technology to platforms and new markets. <i>International Marketing Review</i> , 2020, 37, 437-446.	2.2	15
78	Information Technology-based Innovation in International Marketing Education: An Exploration of Two Learning Environments. <i>Journal of Teaching in International Business</i> , 2009, 20, 123-148.	0.2	14
79	Polarizing Effects of Early Exporting on Exit. <i>Management International Review</i> , 2017, 57, 243-275.	2.1	14
80	Sustainable Business Model Innovation: Review, Analysis and Impact on Society. <i>Sustainability</i> , 2021, 13, 8906.	1.6	14
81	Triangulating consumers' perceptions of payment systems by using social representations theory: A multi-method approach. <i>Journal of Consumer Behaviour</i> , 2013, 12, 293-306.	2.6	12
82	Supplier strategies to compensate for knowledge asymmetries in buyer-supplier relationships: implications for economic upgrading. <i>European Journal of International Management</i> , 2016, 10, 254.	0.1	12
83	Achieving relational governance effectiveness: An examination of B2B management practices in Taiwan. <i>Industrial Marketing Management</i> , 2020, 90, 453-465.	3.7	12
84	The Covid-19 pandemic: towards a societally engaged IB perspective. <i>Critical Perspectives on International Business</i> , 2021, 17, 149-164.	1.4	12
85	National Differences in Materialism – Using Alternative Research Strategies to Explore the Construct. <i>Journal of International Consumer Marketing</i> , 2001, 13, 103-134.	2.3	11
86	Multilingual Elite-interviews and Software-based Analysis. <i>International Journal of Market Research</i> , 2011, 53, 705-724.	2.8	11
87	The mirage of upgrading local automotive parts suppliers through the creation of vertical linkages with MNEs in developing economies. <i>Critical Perspectives on International Business</i> , 2015, 11, 301-318.	1.4	10
88	Cross-border relationships and performance: Revisiting a complex linkage – A commentary essay. <i>Journal of Business Research</i> , 2010, 63, 1368-1371.	5.8	9
89	Enhancing Student Competency and Employability in International Business Through Master's Dissertations. <i>Journal of Teaching in International Business</i> , 2015, 26, 293-317.	0.2	8
90	Marketing integration in cross-border mergers and acquisitions: conceptual framework and research propositions. <i>European Journal of International Management</i> , 2014, 8, 644.	0.1	7

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91	Rising power firms – the developmental promises and challenges: an introduction. <i>Critical Perspectives on International Business</i> , 2015, 11, .	1.4	7
92	EU Harmonization, Managerial Perceptions and SME Export Behavior. <i>Journal of Euromarketing</i> , 2008, 17, 7-21.	0.0	6
93	An overview of social responsibility dimensions in international business. , 2019, , .		6
94	International business and global value chains. , 2019, , .		5
95	The Role of Emotions in Cross-Border Mergers & Acquisitions: A Systematic Review of the Inter-Disciplinary Literature and Future Research Agenda. <i>Journal of International Management</i> , 2022, 28, 100958.	2.4	5
96	Towards a Consolidation of Worldwide Journal Rankings A Classification Using Random Forests and Aggregate Rating via Data Envelopment Analysis. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
97	A reconceptualization of the degree of company globalization. <i>Advances in International Marketing</i> , 2013, , 217-244.	0.3	2
98	Internationalisation of innovative activity in Finnish multinational enterprises. <i>European Journal of International Management</i> , 2014, 8, 310.	0.1	2
99	International Relationships and Resilience of New Zealand SME Exporters during COVID-19. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
100	Introduction to the special issue on –Issues and advances in international marketing research–. <i>International Marketing Review</i> , 2006, 23, .	2.2	2
101	The Role of Human and Social Capital Traits in SMEs Over-Performance During Industrial Downturns: Theoretical Development. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
102	Japan-new business opportunities in an established market. <i>Global Business and Organizational Excellence</i> , 2008, 28, 51-61.	4.2	1
103	Exporting from a Remote, Open Economy During COVID-19: Challenges and Opportunities for SMEs. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
104	Qualitative Analysis of Online Communities to Support International Business Decisions. <i>Progress in IS</i> , 2014, , 841-862.	0.5	1
105	The Role of Virtual Integration, Commitment, and Knowledge-Sharing in Improving International Supplier Responsiveness. , 2010, , 27-43.		1
106	MNEs, Human Rights and the SDGs – the Moderating Role of Business and Human Rights Governance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
107	A Conceptualization of e-Risk Perceptions and the Offline-Online Risk Trade-Off for Small Firm Internationalization. , 2010, , 233-246.		1
108	Resources, Efficiency and Globalization. , 2010, , .		1

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109	Practices of Innovation in Mobile Computing Alliances. , 2012, , 242-261.		1
110	Mehrsprachige Interviews und softwaregestützte Analyse. , 2007, , 979-997.		1
111	Messung interner Dienstleistungsqualität bei der Ableistung unfreiwilliger Dienstleistungen am Beispiel des Österreichischen Roten Kreuzes. Markt, 2000, 39, 163-179.	0.8	0
112	Cultivating learning and fostering flexibility in international distribution. Markt, 2012, 51, 3-12.	0.8	0
113	A retrospective on: Infrastructure or foreign direct investment?. Progress in International Business Research, 2014, , 231-247.	0.3	0
114	Mehrsprachige Interviews und softwaregestützte Analyse. , 2009, , 979-998.		0
115	A retrospective on: Infrastructure or foreign direct investment?. Progress in International Business Research, 2014, , 203-227.	0.3	0
116	Megatrends in International Business: An Introduction to the Theme. The Academy of International Business, 2022, , 3-10.	0.2	0
117	The Paradox of Distance – New Zealand Businesses During Covid-19. Progress in International Business Research, 2022, 16, 431-447.	0.3	0
118	Geography and History Matter. , 0, , .		0