

Rudolf R Sinkovics

List of Publications by Year in descending order

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118
papers

12,837
citations

71102

41
h-index

30922

102
g-index

133
all docs

133
docs citations

133
times ranked

8861
citing authors

#	ARTICLE	IF	CITATIONS
1	Advanced technologies and international business: A multidisciplinary analysis of the literature. <i>International Business Review</i> , 2022, 31, 101967.	4.8	31
2	Megatrends in International Business: An Introduction to the Theme. <i>The Academy of International Business</i> , 2022, , 3-10.	0.2	0
3	The Paradox of Distance – New Zealand Businesses During Covid-19. <i>Progress in International Business Research</i> , 2022, 16, 431-447.	0.4	0
4	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.	4.2	5
5	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.	2.5	32
6	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.	5.1	33
7	International relationships and resilience of New Zealand SME exporters during COVID-19. <i>Critical Perspectives on International Business</i> , 2021, 17, 359-379.	2.0	23
8	The Covid-19 pandemic: towards a societally engaged IB perspective. <i>Critical Perspectives on International Business</i> , 2021, 17, 149-164.	2.0	12
9	The dark side of trust in global value chains: Taiwan's electronics and IT hardware industries. <i>Journal of World Business</i> , 2021, 56, 101195.	7.7	20
10	Sustainable Business Model Innovation: An Umbrella Review. <i>Sustainability</i> , 2021, 13, 7266.	3.2	32
11	Sustainable Business Model Innovation: Review, Analysis and Impact on Society. <i>Sustainability</i> , 2021, 13, 8906.	3.2	14
12	The role of spirituality in Islamic business networks: The case of internationalizing Turkish SMEs. <i>Journal of World Business</i> , 2020, 55, 101034.	7.7	44
13	Achieving relational governance effectiveness: An examination of B2B management practices in Taiwan. <i>Industrial Marketing Management</i> , 2020, 90, 453-465.	6.7	12
14	The Internet and international marketing – from trigger technology to platforms and new markets. <i>International Marketing Review</i> , 2020, 37, 437-446.	3.6	15
15	Knowledge Connectivity in an Adverse Context: Global Value Chains and Pakistani Offshore Service Providers. <i>Management International Review</i> , 2019, 59, 131-170.	3.3	53
16	International business and global value chains. , 2019, , .		5
17	An overview of social responsibility dimensions in international business. , 2019, , .		6
18	Drivers of Virtual Interfirm Integration and Its Impact on Performance in International Customer-Supplier Relationships. <i>Management International Review</i> , 2018, 58, 495-522.	3.3	29

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19	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.	4.8	41
20	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.	3.0	55
21	Exploring the link between management communication and emotions in mergers and acquisitions. <i>Canadian Journal of Administrative Sciences</i> , 2018, 35, 93-106.	1.5	35
22	Rapid expansion of international new ventures across institutional distance. <i>Journal of International Business Studies</i> , 2018, 49, 1010-1032.	7.3	97
23	Antecedents and Innovation Performance Implications of MNC Political Ties in the Chinese Automotive Supply Chain. <i>Management International Review</i> , 2018, 58, 995-1026.	3.3	21
24	Supplier Strategies and Routines for Capability Development: Implications for Upgrading. <i>Journal of International Management</i> , 2018, 24, 348-368.	4.2	36
25	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.	1.5	23
26	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.	3.3	27
27	Polarizing Effects of Early Exporting on Exit. <i>Management International Review</i> , 2017, 57, 243-275.	3.3	14
28	A critical look at the use of SEM in international business research. <i>International Marketing Review</i> , 2016, 33, 376-404.	3.6	355
29	Drivers and customer satisfaction outcomes of CSR in supply chains in different institutional contexts. <i>International Marketing Review</i> , 2016, 33, 514-529.	3.6	27
30	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.	0.2	12
31	Spirituality as an antecedent of trust and network commitment: The case of Anatolian Tigers. <i>European Management Journal</i> , 2016, 34, 686-700.	5.1	31
32	Rana Plaza collapse aftermath: are CSR compliance and auditing pressures effective?. <i>Accounting, Auditing and Accountability Journal</i> , 2016, 29, 617-649.	4.2	154
33	Interpartner learning, dependence asymmetry and radical innovation in customer-supplier relationships. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 732-742.	3.0	39
34	Trans-specialization understanding in international technology alliances: The influence of cultural distance. <i>Journal of International Business Studies</i> , 2016, 47, 577-594.	7.3	57
35	Revisiting the standing of international business journals in the competitive landscape. <i>Journal of World Business</i> , 2016, 51, 487-498.	7.7	60
36	Enhancing Student Competency and Employability in International Business Through Masterâ€™s Dissertations. <i>Journal of Teaching in International Business</i> , 2015, 26, 293-317.	0.5	8

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37	International Joint Ventures as Boundary Spanners: Technological Knowledge Transfer in an Emerging Economy. <i>Global Strategy Journal</i> , 2015, 5, 48-68.	7.4	41
38	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.	2.0	10
39	A reconceptualisation of social value creation as social constraint alleviation. <i>Critical Perspectives on International Business</i> , 2015, 11, 340-363.	2.0	51
40	Antecedents of marketing integration in cross-border mergers and acquisitions. <i>International Marketing Review</i> , 2015, 32, 2-28.	3.6	25
41	Drivers and performance implications of international key account management capability. <i>International Business Review</i> , 2015, 24, 543-555.	4.8	19
42	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.	5.9	45
43	Rising power firms – the developmental promises and challenges: an introduction. <i>Critical Perspectives on International Business</i> , 2015, 11, .	2.0	7
44	A retrospective on: Infrastructure or foreign direct investment?. <i>Progress in International Business Research</i> , 2014, , 231-247.	0.4	0
45	The Effects of Supplier Involvement and Knowledge Protection on Product Innovation in Customer–Supplier Relationships: A Study of Global Automotive Suppliers in China. <i>Journal of Product Innovation Management</i> , 2014, 31, 98-113.	9.5	164
46	Does business group affiliation help firms achieve superior performance during industrial downturns? An empirical examination. <i>International Business Review</i> , 2014, 23, 195-211.	4.8	47
47	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.	6.5	32
48	The role of social value creation in business model formulation at the bottom of the pyramid – Implications for MNEs?. <i>International Business Review</i> , 2014, 23, 692-707.	4.8	188
49	Internationalisation of innovative activity in Finnish multinational enterprises. <i>European Journal of International Management</i> , 2014, 8, 310.	0.2	2
50	Marketing integration in cross-border mergers and acquisitions: conceptual framework and research propositions. <i>European Journal of International Management</i> , 2014, 8, 644.	0.2	7
51	Qualitative Analysis of Online Communities to Support International Business Decisions. <i>Progress in IS</i> , 2014, , 841-862.	0.6	1
52	A retrospective on: Infrastructure or foreign direct investment?. <i>Progress in International Business Research</i> , 2014, , 203-227.	0.4	0
53	Upstream internationalization process: Roles of social capital in creating exploratory capability and market performance. <i>International Business Review</i> , 2013, 22, 1101-1120.	4.8	71
54	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.	4.2	12

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55	Crossing Borders and Industry Sectors: Behavioral Governance in Strategic Alliances and Product Innovation for Competitive Advantage. Long Range Planning, 2013, 46, 13-38.	4.9	78
56	The internet as an alternative path to internationalization?. International Marketing Review, 2013, 30, 130-155.	3.6	145
57	A reconceptualization of the degree of company globalization. Advances in International Marketing, 2013, , 217-244.	0.3	2
58	Determinants of international innovation performance in Chinese manufacturing firms: An integrated perspective. Asian Business and Management, 2012, 11, 31-55.	2.8	23
59	Policy-driven clusters, interfirm interactions and firm internationalisation: Some insights from Malaysia's Multimedia Super Corridor. International Business Review, 2012, 21, 794-805.	4.8	33
60	Knowledge-intensive business services: does dual embeddedness matter?. Service Industries Journal, 2012, 32, 1691-1705.	8.3	17
61	Drivers and Performance Outcomes of Supplier Innovation Generation in Customerâ€“Supplier Relationships: The Role of Powerâ€“Dependence. Decision Sciences, 2012, 43, 1003-1038.	4.5	117
62	Progressive Focusing and Trustworthiness in Qualitative Research. Management International Review, 2012, 52, 817-845.	3.3	207
63	Mediating Effects in Reverse Knowledge Transfer Processes. Management International Review, 2012, 52, 461-488.	3.3	60
64	Cultivating learning and fostering flexibility in international distribution. Markt, 2012, 51, 3-12.	0.7	0
65	Determinants of Consumer Perceptions toward Mobile Advertising â€“ A Comparison between Japan and Austria. Journal of Interactive Marketing, 2012, 26, 21-32.	6.2	185
66	Facilitating the Interaction between Theory and Data in Qualitative Research Using CAQDAS. , 2012, , 109-131.		22
67	Practices of Innovation in Mobile Computing Alliances. , 2012, , 242-261.		1
68	Ethnic ties, location choice, and firm performance in foreign direct investment: A study of Taiwanese business groups FDI in China. International Business Review, 2011, 20, 627-635.	4.8	94
69	Multilingual Elite-interviews and Software-based Analysis. International Journal of Market Research, 2011, 53, 705-724.	3.8	11
70	Does IT Integration Really Enhance Supplier Responsiveness in Global Supply Chains?. Management International Review, 2011, 51, 193-212.	3.3	51
71	International Integration and Coordination in MNEs. Management International Review, 2011, 51, 121-127.	3.3	18
72	Between merger and syndrome: The intermediary role of emotions in four cross-border M&As. International Business Review, 2011, 20, 27-47.	4.8	98

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73	A conceptualization of e-risk perceptions and implications for small firm active online internationalization. <i>International Business Review</i> , 2011, 20, 409-422.	4.8	84
74	Understanding the impact of relational capital and organizational learning on alliance outcomes. <i>Journal of World Business</i> , 2010, 45, 237-249.	7.7	178
75	A comparative examination of consumer decision styles in Austria. <i>Journal of Marketing Management</i> , 2010, 26, 1021-1036.	2.3	25
76	Enhancing international customer-supplier relationships through IT resources: A study of Taiwanese electronics suppliers. <i>Journal of International Business Studies</i> , 2010, 41, 1218-1239.	7.3	157
77	Drivers and Performance Outcomes of Relationship Learning for Suppliers in Cross-Border Customer-Supplier Relationships: The Role of Communication Culture. <i>Journal of International Marketing</i> , 2010, 18, 63-85.	4.4	127
78	Cross-border relationships and performance: Revisiting a complex linkage – A commentary essay. <i>Journal of Business Research</i> , 2010, 63, 1368-1371.	10.2	9
79	ICT deployment and resource-based power in multinational enterprise futures. <i>Futures</i> , 2010, 42, 952-959.	2.5	26
80	Relationship learning and performance enhancement via advanced information technology. <i>International Marketing Review</i> , 2010, 27, 200-222.	3.6	71
81	The Role of Virtual Integration, Commitment, and Knowledge-Sharing in Improving International Supplier Responsiveness. , 2010, , 27-43.		1
82	A Conceptualization of e-Risk Perceptions and the Offline-Online Risk Trade-Off for Small Firm Internationalization. , 2010, , 233-246.		1
83	Resources, Efficiency and Globalization. , 2010, , .		1
84	Infrastructure or foreign direct investment?. <i>Journal of World Business</i> , 2009, 44, 144-157.	7.7	72
85	Social distance between residents and international tourists – Implications for international business. <i>International Business Review</i> , 2009, 18, 457-469.	4.8	60
86	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.	0.5	14
87	The use of partial least squares path modeling in international marketing. <i>Advances in International Marketing</i> , 2009, , 277-319.	0.3	5,691
88	Mehrsprachige Interviews und softwaregestützte Analyse. , 2009, , 979-998.		0
89	Enhancing the Trustworthiness of Qualitative Research in International Business. <i>Management International Review</i> , 2008, 48, 689-714.	3.3	358
90	Japan-new business opportunities in an established market. <i>Global Business and Organizational Excellence</i> , 2008, 28, 51-61.	6.1	1

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91	EU Harmonization, Managerial Perceptions and SME Export Behavior. Journal of Euromarketing, 2008, 17, 7-21.	0.0	6
92	Information technology and organizational performance within international business to business relationships. International Marketing Review, 2008, 25, 563-583.	3.6	95
93	Information overload: a cross-national investigation of influence factors and effects. Marketing Intelligence and Planning, 2007, 25, 691-718.	3.5	64
94	ICT and MNE reorganisation: the paradox of control. Critical Perspectives on International Business, 2007, 3, 322-336.	2.0	62
95	Overcoming export manufacturers' dilemma in international expansion. Journal of International Business Studies, 2007, 38, 283-302.	7.3	182
96	Mehrsprachige Interviews und softwaregestützte Analyse. , 2007, , 979-997.		1
97	Reconsidering the problem of data equivalence in international marketing research. International Marketing Review, 2006, 23, 390-417.	3.6	76
98	Online internationalisation, psychic distance reduction and the virtuality trap. International Business Review, 2006, 15, 339-360.	4.8	196
99	Introduction to the special issue on "Issues and advances in international marketing research": International Marketing Review, 2006, 23, .	3.6	2
100	Current perspectives on international entrepreneurship and the Internet. Journal of International Entrepreneurship, 2005, 3, 247-249.	3.0	22
101	Empowerment of SME websites: Development of a web-empowerment scale and preliminary evidence. Journal of International Entrepreneurship, 2005, 3, 303-315.	3.0	43
102	AN ALTERNATE APPROACH TO ASSESSING CROSS-CULTURAL MEASUREMENT EQUIVALENCE IN ADVERTISING RESEARCH. Journal of Advertising, 2005, 34, 17-36.	6.6	99
103	Analysing textual data in international marketing research. Qualitative Market Research, 2005, 8, 9-38.	1.5	147
104	Using Information Communication Technology to Develop International Entrepreneurship Competencies. Journal of International Entrepreneurship, 2004, 2, 125-137.	3.0	18
105	STRATEGIC ORIENTATION, CAPABILITIES, AND PERFORMANCE IN MANUFACTURER'S 3PL RELATIONSHIPS. Journal of Business Logistics, 2004, 25, 43-64.	10.6	161
106	Can socio-demographics still play a role in profiling green consumers? A review of the evidence and an empirical investigation. Journal of Business Research, 2003, 56, 465-480.	10.2	1,182
107	Reluctance to use technology-related products: Development of a technophobia scale. Thunderbird International Business Review, 2002, 44, 477-494.	1.8	46
108	National Differences in Materialism: Using Alternative Research Strategies to Explore the Construct. Journal of International Consumer Marketing, 2001, 13, 103-134.	3.7	11

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109	Messung interner Dienstleistungsqualit�t bei der Ableistung unfreiwilliger Dienstleistungen am Beispiel des �sterreichischen Roten Kreuzes. Markt, 2000, 39, 163-179.	0.7	0
110	Marketing Academics in Austria, Germany and Switzerland: Humboldt's Ideals Give Way to Performance Pressure. Journal of Marketing Management, 2000, 16, 745-759.	2.3	18
111	Data Equivalence in Cross-Cultural Research: A Comparison of Classical Test Theory and Latent Trait Theory Based Approaches. Australasian Marketing Journal, 1999, 7, 23-38.	5.4	77
112	Utilizing Relational Governance in Export Relationships: Leveraging Learning and Improving Flexibility and Satisfaction. Advances in International Marketing, 0, , 157-185.	0.3	20
113	Exporting from a Remote, Open Economy During COVID-19: Challenges and Opportunities for SMEs. SSRN Electronic Journal, 0, , .	0.4	1
114	International Relationships and Resilience of New Zealand SME Exporters during COVID-19. SSRN Electronic Journal, 0, , .	0.4	2
115	Towards a Consolidation of Worldwide Journal Rankings A Classification Using Random Forests and Aggregate Rating via Data Envelopment Analysis. SSRN Electronic Journal, 0, , .	0.4	3
116	MNEs, Human Rights and the SDGs �� the Moderating Role of Business and Human Rights Governance. SSRN Electronic Journal, 0, , .	0.4	1
117	The Role of Human and Social Capital Traits in SMEs Over-Performance During Industrial Downturns: Theoretical Development. SSRN Electronic Journal, 0, , .	0.4	2
118	Geography and History Matter. , 0, , .		0