

# Tk Das

## List of Publications by Year in descending order

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35  
papers

9,612  
citations

172386

29  
h-index

360920

35  
g-index

36  
all docs

36  
docs citations

36  
times ranked

4718  
citing authors

#	ARTICLE	IF	CITATIONS
1	Between Trust and Control: Developing Confidence in Partner Cooperation in Alliances. <i>Academy of Management Review</i> , 1998, 23, 491-512.	7.4	2,170
2	Trust, Control, and Risk in Strategic Alliances: An Integrated Framework. <i>Organization Studies</i> , 2001, 22, 251-283.	3.8	1,456
3	Instabilities of Strategic Alliances: An Internal Tensions Perspective. <i>Organization Science</i> , 2000, 11, 77-101.	3.0	857
4	A resource-based theory of strategic alliances. <i>Journal of Management</i> , 2000, 26, 31-61.	6.3	774
5	Toward an integrative framework of organizational control. <i>Accounting, Organizations and Society</i> , 1985, 10, 35-50.	1.4	420
6	RISK TYPES AND INTER-FIRM ALLIANCE STRUCTURES. <i>Journal of Management Studies</i> , 1996, 33, 827-843.	6.0	385
7	Alliance Constellations: A Social Exchange Perspective. <i>Academy of Management Review</i> , 2002, 27, 445-456.	7.4	342
8	The Risk-Based View of Trust: A Conceptual Framework. <i>Journal of Business and Psychology</i> , 2004, 19, 85-116.	2.5	322
9	The Dynamics of Alliance Conditions in the Alliance Development Process. <i>Journal of Management Studies</i> , 2002, 39, 725-746.	6.0	300
10	Resource and Risk Management in the Strategic Alliance Making Process. <i>Journal of Management</i> , 1998, 24, 21-42.	6.3	291
11	Strategic Alliance Temporalities and Partner Opportunism*. <i>British Journal of Management</i> , 2006, 17, 1-21.	3.3	271
12	A risk perception model of alliance structuring. <i>Journal of International Management</i> , 2001, 7, 1-29.	2.4	234
13	Cognitive Biases and Strategic Decision Processes: An Integrative Perspective. <i>Journal of Management Studies</i> , 1999, 36, 757-778.	6.0	232
14	Partner analysis and alliance performance. <i>Scandinavian Journal of Management</i> , 2003, 19, 279-308.	1.0	226
15	Determinants of Partner Opportunism in Strategic Alliances: A Conceptual Framework. <i>Journal of Business and Psychology</i> , 2010, 25, 55-74.	2.5	186
16	Strategic planning and individual temporal orientation. <i>Strategic Management Journal</i> , 1987, 8, 203-209.	4.7	164
17	Governance structure choice in strategic alliances. <i>Management Decision</i> , 2008, 46, 725-742.	2.2	119
18	Time: The hidden dimension in strategic planning. <i>Long Range Planning</i> , 1991, 24, 49-57.	2.9	102

#	ARTICLE	IF	CITATIONS
19	Entrepreneurial firms in search of established partners: review and recommendations. International Journal of Entrepreneurial Behaviour and Research, 2006, 12, 114-143.	2.3	94
20	Strategic risk behaviour and its temporalities: between risk propensity and decision context. Journal of Management Studies, 2001, 38, 515-534.	6.0	88
21	Regulatory Focus and Opportunism in the Alliance Development Process. Journal of Management, 2011, 37, 682-708.	6.3	78
22	Deceitful behaviors of alliance partners: potential and prevention. Management Decision, 2005, 43, 706-719.	2.2	63
23	Interpartner sensemaking in strategic alliances. Management Decision, 2010, 48, 17-36.	2.2	61
24	Relational Risk and Its Personal Correlates in Strategic Alliances. Journal of Business and Psychology, 2001, 15, 449-465.	2.5	56
25	Learning dynamics in the alliance development process. Management Decision, 2007, 45, 684-707.	2.2	56
26	Timeâ€span and risk of partner opportunism in strategic alliances. Journal of Managerial Psychology, 2004, 19, 744-759.	1.3	53
27	Managerial Perceptions and the Essence of the Managerial World: What is an Interloper Business Executive to Make of the Academic-Researcher Perceptions of Managers?. British Journal of Management, 2003, 14, 23-32.	3.3	40
28	Interpartner harmony in strategic alliances: managing commitment and forbearance. International Journal of Strategic Business Alliances, 2009, 1, 24.	0.2	38
29	Interpartner Legitimacy in the Alliance Development Process. Journal of Management Studies, 2007, 44, 070605080020004-???.	6.0	36
30	Interpretive schemes in crossâ€national alliances. Cross Cultural Management, 2010, 17, 154-169.	1.2	25
31	Interpartner negotiations in alliances: a strategic framework. Management Decision, 2011, 49, 1235-1256.	2.2	21
32	How Strong are the Ethical Preferences of Senior Business Executives?. Journal of Business Ethics, 2005, 56, 69-80.	3.7	18
33	A MULTIPLE PARADIGM APPROACH TO ORGANIZATIONAL CONTROL. International Journal of Organizational Analysis, 1993, 1, 385-403.	0.5	15
34	EDUCATING TOMORROW'S MANAGERS: THE ROLE OF CRITICAL THINKING. International Journal of Organizational Analysis, 1994, 2, 333-360.	0.5	10
35	THE CHANGING ROLE OF MIDDLE MANAGERS IN THE STRATEGY PROCESS. Competitiveness Review, 1993, 3, 9-16.	1.8	0