

Paul Hughes

List of Publications by Year in descending order

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52
papers

1,557
citations

346980

22
h-index

371746

37
g-index

52
all docs

52
docs citations

52
times ranked

1231
citing authors

#	ARTICLE	IF	CITATIONS
1	The Cognitive Micro-foundations, and Socio-psychological Mechanisms, of Organizational Decision-Making in Public Management. <i>British Journal of Management</i> , 2023, 34, 787-804.	3.3	2
2	The antecedents of corporate entrepreneurship: multilevel, multisource evidence. <i>Review of Managerial Science</i> , 2022, 16, 355-390.	4.3	8
3	New development: Citizen science "discovering (new) solutions to wicked problems. <i>Public Money and Management</i> , 2022, 42, 133-136.	1.2	7
4	Knowledge-based theory, entrepreneurial orientation, stakeholder engagement, and firm performance. <i>Strategic Entrepreneurship Journal</i> , 2022, 16, 633-665.	2.6	26
5	Digital transformation of industrial businesses: A dynamic capability approach. <i>Technovation</i> , 2022, 113, 102414.	4.2	92
6	Family-unique resources, marketing resources, and family owners'™ willingness to pursue radical innovation: A model and test. <i>Journal of Business Research</i> , 2022, 146, 264-276.	5.8	9
7	Mitigating coopetition tensions: The forgotten formation stage. <i>European Management Review</i> , 2022, 19, 527-548.	2.2	7
8	How agency and self-efficacy moderate the effects of strategic improvisational behaviors on sales performance: Evidence from an emerging market. <i>European Management Review</i> , 2022, 19, 417-435.	2.2	4
9	The multi-level effects of corporate entrepreneurial orientation on business unit radical innovation and financial performance. <i>Long Range Planning</i> , 2021, 54, 101989.	2.9	24
10	Knowledge management activities and strategic planning capability development. <i>European Business Review</i> , 2021, 33, 238-254.	1.9	11
11	Strategic entrepreneurship behaviour and the innovation ambidexterity of young technology-based firms in incubators. <i>International Small Business Journal</i> , 2021, 39, 202-227.	2.9	54
12	Japanese CEOs cross-cultural management of customer value orientation in India. <i>Management Decision</i> , 2021, 59, 2355-2368.	2.2	3
13	Product-market planning capability and profitability. <i>Industrial Marketing Management</i> , 2020, 90, 370-379.	3.7	4
14	Collective organisational publicness versus privateness in community sport: a national panel study of local authorities. <i>European Sport Management Quarterly</i> , 2020, , 1-19.	2.3	1
15	A diagnostic tool to determine a strategic improvisation Readiness Index Score (IRIS) to survive, adapt, and thrive in a crisis. <i>Industrial Marketing Management</i> , 2020, 88, 485-499.	3.7	42
16	Micro-foundations of organizational ambidexterity in the context of cross-border mergers and acquisitions. <i>Technological Forecasting and Social Change</i> , 2020, 153, 119932.	6.2	36
17	Technology adoption factors in the digitization of popular culture: Analyzing the online gambling market. <i>Technological Forecasting and Social Change</i> , 2019, 148, 119717.	6.2	15
18	The mediation between participative leadership and employee exploratory innovation. <i>Leadership and Organization Development Journal</i> , 2019, 40, 334-355.	1.6	27

#	ARTICLE	IF	CITATIONS
19	Quadratic effects of dynamic decision-making capability on innovation orientation and performance: Evidence from Chinese exporters. <i>Industrial Marketing Management</i> , 2019, 83, 59-69.	3.7	18
20	The role of organizational citizenship behaviour and rewards in strategy effectiveness. <i>International Journal of Human Resource Management</i> , 2019, 30, 2628-2660.	3.3	8
21	Marketing as an Investment in Shareholder Value. <i>British Journal of Management</i> , 2019, 30, 943-965.	3.3	20
22	Public Service Performance: Exploring the Effects of Strategy Configurations Among Ownership Types. <i>International Public Management Journal</i> , 2019, 22, 775-796.	1.2	5
23	Strategy, operations, and profitability: the role of resource orchestration. <i>International Journal of Operations and Production Management</i> , 2018, 38, 1125-1143.	3.5	34
24	Change management in Indo-Japanese cross-cultural collaborative contexts. <i>Journal of Organizational Change Management</i> , 2018, 31, 154-172.	1.7	12
25	Affective commitment within the public sector: antecedents and performance outcomes between ownership types. <i>Public Management Review</i> , 2018, 20, 1872-1895.	3.4	24
26	Planning to improvise? The role of reasoning in the strategy process: Evidence from Malaysia. <i>Asia Pacific Journal of Management</i> , 2018, 35, 449-470.	2.9	25
27	Explaining the entrepreneurial orientationâ€“performance relationship in emerging economies: The intermediate roles of absorptive capacity and improvisation. <i>Asia Pacific Journal of Management</i> , 2018, 35, 1025-1053.	2.9	73
28	Leveraging of Dynamic export capabilities for competitive advantage and performance consequences: Evidence from China. <i>Journal of Business Research</i> , 2018, 84, 114-124.	5.8	48
29	In pursuit of a â€˜whole-brainâ€™ approach to undergraduate teaching: implications of the Herrmann brain dominance model. <i>Studies in Higher Education</i> , 2017, 42, 2389-2405.	2.9	3
30	Does ownership matter for service delivery value? an examination of citizensâ€™ service satisfaction. <i>Public Management Review</i> , 2017, 19, 1206-1220.	3.4	18
31	The Role of Marketing Resources in Radical Innovation Activity: Antecedents and Payoffs. <i>Journal of Product Innovation Management</i> , 2016, 33, 398-417.	5.2	61
32	Spontaneity and international marketing performance. <i>International Marketing Review</i> , 2016, 33, 671-690.	2.2	30
33	Strategy development: Driving improvisation in Malaysia. <i>Journal of World Business</i> , 2016, 51, 379-390.	4.6	39
34	Salesperson improvisation: Antecedents, performance outcomes, and boundary conditions. <i>Industrial Marketing Management</i> , 2016, 59, 120-130.	3.7	60
35	Export Decision-Making: Combining Planning and Improvisation to Enhance Performance. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 135-136.	0.1	0
36	The relevance of slack resource availability and networking effectiveness for entrepreneurial orientation. <i>International Journal of Entrepreneurship and Small Business</i> , 2015, 26, 116.	0.2	29

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37	Does Improvisation Help or Hinder Planning in Determining Export Success? Decision Theory Applied to Exporting. <i>Journal of International Marketing</i> , 2015, 23, 41-65.	2.5	55
38	Social Capital and Learning Advantages: A Problem of Absorptive Capacity. <i>Strategic Entrepreneurship Journal</i> , 2014, 8, 214-233.	2.6	105
39	STRATEGY CONTENT AND PUBLIC SERVICE PROVIDER PERFORMANCE IN THE UK: AN ALTERNATIVE APPROACH. <i>Public Administration</i> , 2014, 92, 707-726.	2.3	11
40	A level playing field: social inclusion in public leisure. <i>International Journal of Public Sector Management</i> , 2012, 25, 48-63.	1.2	11
41	The performance implications of strategic capital for public leisure providers. <i>Service Industries Journal</i> , 2012, 32, 1375-1391.	5.0	4
42	Pursuing "flexible commitment" as strategic ambidexterity. <i>European Journal of Marketing</i> , 2012, 46, 1389-1417.	1.7	35
43	Absorptive capacity and market orientation in public service provision. <i>Journal of Strategic Marketing</i> , 2012, 20, 211-229.	3.7	26
44	Export decision-making orientation: an exploratory study. <i>International Marketing Review</i> , 2012, 29, 349-378.	2.2	58
45	Re-examining the deployment of market orientation in the public leisure sector. <i>Journal of Marketing Management</i> , 2012, 28, 1249-1269.	1.2	14
46	Network behaviours, social capital, and organisational learning in high-growth entrepreneurial firms. <i>International Journal of Entrepreneurship and Small Business</i> , 2011, 12, 257.	0.2	8
47	Short-term versus Long-term Impact of Managers: Evidence from the Football Industry. <i>British Journal of Management</i> , 2010, 21, 571-589.	3.3	41
48	Why Do Product-Market Strategies Fail? A Sociostructural Examination Under Conditions of Adherence. <i>Group and Organization Management</i> , 2010, 35, 606-635.	2.7	16
49	Fitting strategic resources with product-market strategy: Performance implications. <i>Journal of Business Research</i> , 2008, 61, 323-331.	5.8	57
50	Market knowledge diffusion and business performance. <i>European Journal of Marketing</i> , 2008, 42, 1372-1395.	1.7	37
51	A resource-advantage perspective of product-market strategy performance & strategic capital in high technology firms. <i>Industrial Marketing Management</i> , 2007, 36, 503-517.	3.7	50
52	Exploitative Learning and Entrepreneurial Orientation Alignment in Emerging Young Firms: Implications for Market and Response Performance. <i>British Journal of Management</i> , 2007, 18, 359-375.	3.3	150