

# Gregorio SÃ¡nchez-MarÃ¡n

## List of Publications by Year in descending order

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Version: 2024-02-01

47  
papers

1,332  
citations

430442

18  
h-index

377514

34  
g-index

48  
all docs

48  
docs citations

48  
times ranked

1063  
citing authors

#	ARTICLE	IF	CITATIONS
1	Strategic Orientation, Management Characteristics, and Performance: A Study of Spanish SMEs. <i>Journal of Small Business Management</i> , 2005, 43, 287-308.	2.8	282
2	A longitudinal study of the relationship between export activity and innovation in the Spanish firm: The moderating role of productivity. <i>International Business Review</i> , 2012, 21, 862-877.	2.6	131
3	The Determinants of Employee Compensation in Family Firms: Empirical Evidence. <i>Family Business Review</i> , 2007, 20, 215-228.	4.5	98
4	Women on the Board and Managers' Pay: Evidence from Spain. <i>Journal of Business Ethics</i> , 2015, 129, 265-280.	3.7	98
5	Family SMEs' Internationalization: Disentangling the Influence of Familiness on Spanish Firms' Export Activity. <i>Journal of Small Business Management</i> , 2015, 53, 1164-1184.	2.8	85
6	Executive stock options, gender diversity in the top management team, and firm risk taking. <i>Journal of Business Research</i> , 2015, 68, 451-463.	5.8	83
7	The mediating effect of strategic human resource practices on knowledge management and firm performance. <i>Revista Europea De Dirección Y Economía De La Empresa</i> , 2015, 24, 138-148.	0.3	45
8	Formalized HR practices and firm performance: an empirical comparison of family and non-family firms. <i>International Journal of Human Resource Management</i> , 2019, 30, 1084-1110.	3.3	43
9	Socioemotional wealth and financial decisions in private family SMEs. <i>Journal of Business Research</i> , 2021, 123, 657-668.	5.8	35
10	The influence of family involvement and generational stage on learning-by-exporting among family firms. <i>Review of Managerial Science</i> , 2020, 14, 311-334.	4.3	34
11	Organizational governance and TMT pay level adjustment. <i>Journal of Business Research</i> , 2011, 64, 862-870.	5.8	28
12	The influence of family involvement on tax aggressiveness of family firms. <i>Journal of Family Business Management</i> , 2016, 6, 143-168.	2.6	27
13	When much is not better? Top management compensation, board structure, and performance in Spanish firms. <i>International Journal of Human Resource Management</i> , 2010, 21, 2778-2797.	3.3	26
14	CEO reputation and top management team compensation. <i>Management Decision</i> , 2014, 52, 540-558.	2.2	21
15	Executive compensation and corporate governance in Spanish listed firms: a principal-principal perspective. <i>Review of Managerial Science</i> , 2015, 9, 115-140.	4.3	21
16	Say on pay effectiveness, corporate governance mechanisms, and CEO compensation alignment. <i>BRQ Business Research Quarterly</i> , 2017, 20, 226-239.	2.2	21
17	Does transitioning from family to non-family controlled firm influence internationalization?. <i>Journal of Small Business and Enterprise Development</i> , 2017, 24, 775-792.	1.6	21
18	Say on pay and executive compensation: A systematic review and suggestions for developing the field. <i>Human Resource Management Review</i> , 2020, 30, 100683.	3.3	21

#	ARTICLE	IF	CITATIONS
19	EXECUTIVE DIRECTORS' COMPENSATION AND MONITORING: THE INFLUENCE OF GENDER DIVERSITY ON SPANISH BOARDS. <i>Journal of Business Economics and Management</i> , 2016, 17, 1133-1145.	1.1	19
20	OWNERSHIP STRUCTURE AND BOARD EFFECTIVENESS AS DETERMINANTS OF TMT COMPENSATION IN SPANISH LISTED FIRMS / NUOSAVYBĀ-S FORMOS IR VALDYBOS EFEKTYVUMĀ, LEMIAN TY S VEIKSNIAI PASIRINKTOSE ISPANIJOS KOMPANIJOSE. <i>Journal of Business Economics and Management</i> , 2011, 12, 92-109.	1.1	18
21	Family firms' selective learning-by-exporting: product vs process innovation and the role of technological capabilities. <i>Multinational Business Review</i> , 2021, 29, 210-236.	1.4	18
22	Family involvement and hotel online reputation. <i>BRQ Business Research Quarterly</i> , 2017, 20, 151-163.	2.2	16
23	TMT pay dispersion and firm performance: the moderating role of organizational governance effectiveness. <i>Journal of Management and Organization</i> , 2015, 21, 436-459.	1.6	14
24	Organizational culture and family business: A configurational approach. <i>European Journal of Family Business</i> , 2016, 6, 99-107.	0.4	13
25	Managerial discretion, say on pay, and CEO compensation. <i>Management Decision</i> , 2021, 59, 1333-1362.	2.2	12
26	Effects of family involvement on the monitoring of CEO compensation. <i>International Entrepreneurship and Management Journal</i> , 2020, 16, 1347-1366.	2.9	11
27	Influence of family-centered goals on dividend policy in family firms: A socioemotional wealth approach. <i>International Entrepreneurship and Management Journal</i> , 2022, 18, 1503-1526.	2.9	11
28	Socioemotional wealth and human resource policies: effects on family firm performance. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2022, 28, 109-135.	2.3	11
29	An executive hierarchy analysis of stock options: Does gender matter?. <i>Review of Managerial Science</i> , 2017, 11, 737-766.	4.3	9
30	Prácticas de recursos humanos y rendimiento empresarial: Explorando el modelo AMO en las PYME españolas. <i>Small Business International Review</i> , 2019, 3, 67-85.	1.1	8
31	CEO stock options and gender from the behavioral agency model perspective. <i>Management Research</i> , 2019, 17, 68-88.	0.5	6
32	Top Managers' Compensation, Strategic Orientations, and Firm Performance: Empirical Evidence from Spanish Firms. <i>Management Research</i> , 2003, 1, 27-44.	0.5	5
33	Entrepreneurship and Family Business: Does the Organization Culture Affect to Firm Performance?. , 2015, , 169-179.		5
34	DEVELOPING NEW LEARNING TOOLS IN THE CLASSROOM: THE KAHOOT EXPERIENCE. <i>Journal of Management and Business Education</i> , 2020, 3, 214-235.	0.1	5
35	Excess executive compensation and corporate governance in the United Kingdom and Spain: A comparative analysis. <i>Managerial and Decision Economics</i> , 2022, 43, 2817-2837.	1.3	5
36	Managerial Compensation and Firm Performance: The Moderating Role of Firm Strategy as a Proxy of Managerial Discretion. <i>Management Research</i> , 2005, 3, 137-148.	0.5	4

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37	Leveraging New Knowledge: The Learning-By-Exporting Effect on Leading and Lagging Family Firms. Proceedings - Academy of Management, 2018, 2018, 14923.	0.0	4
38	Say-on-Pay voting dispersion in listed family and non-family firms: A panel data analysis. Journal of Family Business Strategy, 2022, 13, 100423.	3.7	4
39	HRM Policies and SMEs Performance: The Moderating Role of CSR Orientation. Central European Business Review, 2022, 11, 85-110.	0.9	3
40	THE INFLUENCE OF SELF-ASSESSMENT ACTIVITIES ON STUDENT LEARNING OUTCOMES. Journal of Management and Business Education, 2018, 1, 28-38.	0.1	3
41	The role of relationship promoter in new product development collaboration. Industry and Innovation, 2019, 26, 57-77.	1.7	2
42	THE INFLUENCE OF FLIPPED CLASSROOM ON STUDENT LEARNING OUTCOMES IN HIGHER EDUCATION. EDULEARN Proceedings, 2018, , .	0.0	2
43	EFFECTOS DE LA DISPERSIÓN REtributiva EN LOS RESULTADOS DE LAS EMPRESAS COTIZADAS ESPAÑOLAS: EVIDENCIA SOBRE EL MODELO DEL TORNEO. Investigaciones Europeas De Dirección Y Economía De La Empresa, 2010, 16, 69-84.	0.6	1
44	DO EXPORT MARKETS SELECT THE MOST INNOVATIVE PRODUCERS? THE MODERATING ROLE OF PRODUCTIVITY. International Journal of Innovation Management, 2015, 19, 1550030.	0.7	1
45	Abandoning Family Management - Analysis of the effects on exports. European Journal of Family Business, 2020, 10, 61-68.	0.4	1
46	Effects of organizational governance structure on top managers' compensation. , 2010, , .		0
47	Top managers' compensation and governance in Spanish firms: Evidence and reflections. Corporate Board, 2011, 7, 87-98.	0.3	0