

# Anders Pehrsson

## List of Publications by Year in descending order

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38  
papers

512  
citations

759233

12  
h-index

713466

21  
g-index

42  
all docs

42  
docs citations

42  
times ranked

290  
citing authors

#	ARTICLE	IF	CITATIONS
1	An acquisition or a greenfield subsidiary? The impact of knowledge on sequential establishments in a host country. <i>International Marketing Review</i> , 2020, 37, 377-396.	3.6	7
2	Business relatedness in international diversification. <i>European Business Review</i> , 2019, 31, 197-217.	3.4	4
3	Instantly upgrading a foreign subsidiary's value-adding scope: impact on growth. <i>Review of International Business and Strategy</i> , 2019, 30, 25-41.	3.3	1
4	When are innovativeness and responsiveness effective in a foreign market?. <i>Journal of International Entrepreneurship</i> , 2019, 17, 19-40.	3.0	5
5	Foreign subsidiaries' competitive strategy: the impact of corporate support and local competition. <i>European Business Review</i> , 2017, 29, 606-627.	3.4	5
6	Sequential expansion in a foreign market. <i>European Business Review</i> , 2016, 28, 285-311.	3.4	5
7	Firm's strategic orientation, market context, and performance. <i>European Business Review</i> , 2016, 28, 378-404.	3.4	26
8	How does a foreign subsidiary's differentiation strategy fit competitive dynamics and mandate?. <i>European Business Review</i> , 2016, 28, 690-708.	3.4	6
9	Competition barriers and foreign subsidiary growth: propositions on the contextual role of strategic orientation. <i>International Journal of Business Competition and Growth</i> , 2015, 4, 3.	0.1	6
10	Dynamic capabilities and performance in foreign markets: Developments within international new ventures. <i>Journal of International Entrepreneurship</i> , 2015, 13, 28-48.	3.0	31
11	Firms' customer responsiveness and performance: the moderating roles of dyadic competition and firm's age. <i>Journal of Business and Industrial Marketing</i> , 2014, 29, 34-44.	3.0	24
12	Foreign value-adding of industrial firms. <i>Journal of Strategy and Management</i> , 2014, 7, 155-171.	3.3	3
13	Consistent resource base of a foreign subsidiary's greenfield expansion. <i>European Business Review</i> , 2014, 26, 64-78.	3.4	11
14	Corporate strategy and the environment: fit through teleological approaches. <i>International Journal of Business Excellence</i> , 2013, 6, 572.	0.3	3
15	Competition barriers and strategy moderations: Impact on foreign subsidiary performance. <i>Global Strategy Journal</i> , 2012, 2, 137-152.	7.4	14
16	Product/customer scope. <i>European Business Review</i> , 2011, 23, 418-433.	3.4	6
17	Firms' customer responsiveness: relationships with competition, market growth, and performance. <i>Journal of Strategy and Management</i> , 2011, 4, 347-364.	3.3	10
18	Business strategy in different contexts. <i>European Business Review</i> , 2011, 23, .	3.4	0

#	ARTICLE	IF	CITATIONS
19	Business-relatedness and strategy moderations: impacts on foreign subsidiary performance. Journal of Strategy and Management, 2010, 3, 110-133.	3.3	19
20	Barriers to entry and market strategy: a literature review and a proposed model. European Business Review, 2009, 21, 64-77.	3.4	42
21	Marketing strategy antecedents of value adding by foreign subsidiaries. International Marketing Review, 2009, 26, 151-171.	3.6	16
22	Customer access and competitive certainty: performance effects in Swedish foreign subsidiaries. Strategic Change, 2008, 17, 179-192.	4.1	5
23	Strategy antecedents of modes of entry into foreign markets. Journal of Business Research, 2008, 61, 132-140.	10.2	50
24	Value adding in foreign markets. European Business Review, 2008, 20, 20-35.	3.4	2
25	Application of the PSE model for market entry: Ericsson enters the US market. Business Strategy Series, 2008, 9, 168-175.	0.4	0
26	The "Strategic States Model" strategies for business growth. Business Strategy Series, 2007, 8, 58-63.	0.4	6
27	Business relatedness and performance: a study of managerial perceptions. Strategic Management Journal, 2006, 27, 265-282.	7.3	110
28	Business scope and competitive differentiation: a study of strategy consistency. Strategic Change, 2006, 15, 319-330.	4.1	4
29	Business relatedness measurements. European Business Review, 2006, 18, 350-363.	3.4	14
30	Strategy competence: a study of successful business establishments. Strategic Change, 2004, 13, 271-282.	4.1	3
31	Strategy competence: a successful approach to international market entry. Management Decision, 2004, 42, 758-768.	3.9	15
32	The PSE model: entry into emerging markets. Strategic Change, 2002, 11, 143-154.	4.1	4
33	The strategic states model: optimum strategies to reach high performance. Management Decision, 2001, 39, 441-447.	3.9	8
34	Strategy competence: a key profitability driver. Strategic Change, 2000, 9, 89-102.	4.1	12
35	Strategic states and performance: Swedish companies in Germany. Strategic Change, 1995, 4, 229-237.	4.1	10
36	International product strategies: An exploratory study. Scandinavian Journal of Management, 1995, 11, 237-249.	1.9	3

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37	A contingency view of strategy choice problems: Experiences of Swedish companies in Germany. Strategic Change, 1993, 2, 89-101.	4.1	4
38	Strategic groups in international competition. Scandinavian Journal of Management, 1990, 6, 109-124.	1.9	16