

Jay B Barney

List of Publications by Year in descending order

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124
papers

66,885
citations

29994

54
h-index

27345

106
g-index

126
all docs

126
docs citations

126
times ranked

22007
citing authors

#	ARTICLE	IF	CITATIONS
1	Firm Resources and Sustained Competitive Advantage. <i>Journal of Management</i> , 1991, 17, 99-120.	6.3	33,074
2	Strategic Factor Markets: Expectations, Luck, and Business Strategy. <i>Management Science</i> , 1986, 32, 1231-1241.	2.4	3,997
3	Organizational Culture: Can It Be a Source of Sustained Competitive Advantage?. <i>Academy of Management Review</i> , 1986, 11, 656-665.	7.4	2,233
4	Resource-based theories of competitive advantage: A ten-year retrospective on the resource-based view. <i>Journal of Management</i> , 2001, 27, 643-650.	6.3	2,039
5	Differences between entrepreneurs and managers in large organizations: Biases and heuristics in strategic decision-making. <i>Journal of Business Venturing</i> , 1997, 12, 9-30.	4.0	1,947
6	The resource-based view of the firm: Ten years after 1991. <i>Journal of Management</i> , 2001, 27, 625-641.	6.3	1,941
7	Discovery and creation: alternative theories of entrepreneurial action. <i>Strategic Entrepreneurship Journal</i> , 2007, 1, 11-26.	2.6	1,617
8	Trustworthiness as a Source of Competitive Advantage. <i>Strategic Management Journal</i> , 1994, 15, 175-190.	4.7	1,549
9	Is the Resource-Based "View" a Useful Perspective for Strategic Management Research? Yes. <i>Academy of Management Review</i> , 2001, 26, 41-56.	7.4	1,411
10	On becoming a strategic partner: The role of human resources in gaining competitive advantage. <i>Human Resource Management</i> , 1998, 37, 31-46.	3.5	1,315
11	Capabilities, business processes, and competitive advantage: choosing the dependent variable in empirical tests of the resource-based view. <i>Strategic Management Journal</i> , 2004, 25, 23-37.	4.7	1,189
12	Resource Orchestration to Create Competitive Advantage. <i>Journal of Management</i> , 2011, 37, 1390-1412.	6.3	1,066
13	Unraveling the resource-based tangle. <i>Managerial and Decision Economics</i> , 2003, 24, 309-323.	1.3	1,054
14	The Future of Resource-Based Theory. <i>Journal of Management</i> , 2011, 37, 1299-1315.	6.3	998
15	Corporate social responsibility and firm performance: Investor preferences and corporate strategies. <i>Academy of Management Review</i> , 2007, 32, 817-835.	7.4	835
16	Looking inside for competitive advantage. <i>Academy of Management Perspectives</i> , 1995, 9, 49-61.	4.3	812
17	Research notes and communications management objectives in mergers and acquisitions. <i>Strategic Management Journal</i> , 1990, 11, 79-86.	4.7	665
18	Competitive Organizational Behavior: Toward an Organizationally-Based Theory of Competitive Advantage. <i>Strategic Management Journal</i> , 1994, 15, 5-9.	4.7	537

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19	What Are Microfoundations?. <i>Academy of Management Perspectives</i> , 2013, 27, 138-155.	4.3	513
20	The Resource-Based Theory of the Firm. <i>Organization Science</i> , 1996, 7, 469-469.	3.0	504
21	Returns to bidding firms in mergers and acquisitions: Reconsidering the relatedness hypothesis. <i>Strategic Management Journal</i> , 1988, 9, 71-78.	4.7	440
22	How Do Entrepreneurs Organize Firms Under Conditions of Uncertainty?. <i>Journal of Management</i> , 2005, 31, 776-793.	6.3	435
23	Forming and Exploiting Opportunities: The Implications of Discovery and Creation Processes for Entrepreneurial and Organizational Research. <i>Organization Science</i> , 2013, 24, 301-317.	3.0	434
24	Types of Competition and the Theory of Strategy: Toward an Integrative Framework. <i>Academy of Management Review</i> , 1986, 11, 791-800.	7.4	374
25	Why resource-based theory's model of profit appropriation must incorporate a stakeholder perspective. <i>Strategic Management Journal</i> , 2018, 39, 3305-3325.	4.7	339
26	Purchasing, Supply Chain Management and Sustained Competitive Advantage: The Relevance of Resource-based Theory. <i>Journal of Supply Chain Management</i> , 2012, 48, 3-6.	7.2	331
27	Strategic groups: Untested assertions and research proposals. <i>Managerial and Decision Economics</i> , 1990, 11, 187-198.	1.3	313
28	Strategic Factor Market Intelligence: An Application of Information Economics to Strategy Formulation and Competitor Intelligence. <i>Management Science</i> , 2001, 47, 1621-1638.	2.4	305
29	Organizing rent generation and appropriation: toward a theory of the entrepreneurial firm. <i>Journal of Business Venturing</i> , 2004, 19, 621-635.	4.0	280
30	Bankruptcy Law and Entrepreneurship Development: A Real Options Perspective. <i>Academy of Management Review</i> , 2007, 32, 257-272.	7.4	228
31	Entrepreneurial Opportunities and Poverty Alleviation. <i>Entrepreneurship Theory and Practice</i> , 2014, 38, 159-184.	7.1	203
32	How do bankruptcy laws affect entrepreneurship development around the world?. <i>Journal of Business Venturing</i> , 2011, 26, 505-520.	4.0	188
33	Entrepreneurship and Epistemology: The Philosophical Underpinnings of the Study of Entrepreneurial Opportunities. <i>Academy of Management Annals</i> , 2010, 4, 557-583.	5.8	173
34	A practical guide for making theory contributions in strategic management. <i>Strategic Management Journal</i> , 2018, 39, 1530-1545.	4.7	162
35	Employee Incentives to Make Firm-Specific Investments: Implications for Resource-Based Theories of Corporate Diversification. <i>Academy of Management Review</i> , 2006, 31, 466-476.	7.4	155
36	Asset Stocks and Sustained Competitive Advantage: A Comment. <i>Management Science</i> , 1989, 35, 1511-1513.	2.4	151

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37	Entrepreneurship and Epistemology: The Philosophical Underpinnings of the Study of Entrepreneurial Opportunities. <i>Academy of Management Annals</i> , 2010, 4, 557-583.	5.8	150
38	New venture teams' assessment of learning assistance from venture capital firms. <i>Journal of Business Venturing</i> , 1996, 11, 257-272.	4.0	144
39	How marketing scholars might help address issues in resource-based theory. <i>Journal of the Academy of Marketing Science</i> , 2014, 42, 24-26.	7.2	111
40	The Entrepreneurial Theory of the Firm. <i>Journal of Management Studies</i> , 2007, 44, 1057-1063.	6.0	108
41	Epistemology, Opportunities, and Entrepreneurship: Comments on Venkataraman et al. (2012) and Shane (2012). <i>Academy of Management Review</i> , 2013, 38, 154-157.	7.4	108
42	Enrolling Stakeholders under Conditions of Risk and Uncertainty. <i>Strategic Entrepreneurship Journal</i> , 2016, 10, 97-106.	2.6	94
43	Heterogeneous resources and the financial crisis: implications of strategic management theory. <i>Strategic Organization</i> , 2009, 7, 467-484.	3.1	80
44	Stakeholder Theory and the Value Creation Framework. <i>Management and Organization Review</i> , 2009, 5, 159-177.	2.0	52
45	Stakeholder Theory at the Crossroads. <i>Business and Society</i> , 2020, 59, 203-212.	4.2	78
46	From the Editors' "Why We Need a Theory of Stakeholder Governance" And Why This is a Hard Problem. <i>Academy of Management Review</i> , 2020, 45, 499-503.	7.4	78
47	The poverty problem and the industrialization solution. <i>Asia Pacific Journal of Management</i> , 2015, 32, 23-37.	2.9	77
48	Resource-Based Theory and the Value Creation Framework. <i>Journal of Management</i> , 2021, 47, 1936-1955.	6.3	72
49	Corporate diversification and the value of individual firms: A Bayesian approach. <i>Strategic Management Journal</i> , 2017, 38, 322-341.	4.7	70
50	Firm-specific human capital investments as a signal of general value: Revisiting assumptions about human capital and how it is managed. <i>Strategic Management Journal</i> , 2017, 38, 912-919.	4.7	66
51	The Debate between Traditional Management Theory and Organizational Economics: Substantive Differences or Intergroup Conflict?. <i>Academy of Management Review</i> , 1990, 15, 382.	7.4	65
52	Perspectives in Organizations: Resource Dependence, Efficiency, and Population. <i>Academy of Management Review</i> , 1984, 9, 471.	7.4	64
53	Has the Concept of Opportunities Been Fruitful in the Field of Entrepreneurship?. <i>Academy of Management Perspectives</i> , 2020, 34, 300-310.	4.3	63
54	Complementary theoretical perspectives on the dismissal of new venture team members. <i>Journal of Business Venturing</i> , 1997, 12, 347-366.	4.0	62

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55	Stimulating Firm-specific Investment through Risk Management. Long Range Planning, 2003, 36, 49-59.	2.9	59
56	Real options in divestment alternatives. Strategic Management Journal, 2015, 36, 728-744.	4.7	59
57	Impact of Information Technology Capital on Firm Scope and Performance: The Role of Asset Characteristics. Academy of Management Journal, 2013, 56, 1125-1147.	4.3	58
58	Realism in the Study of Entrepreneurship. Academy of Management Review, 2014, 39, 227-231.	7.4	55
59	Should Strategic Management Research Engage Public Policy Debates?. Academy of Management Journal, 2005, 48, 945-948.	4.3	52
60	On Opportunities: Philosophical and Empirical Implications. Academy of Management Review, 2017, 42, 726-730.	7.4	48
61	Editor's Comments: Positioning a Theory Paper for Publication. Academy of Management Review, 2018, 43, 345-348.	7.4	48
62	Trust and its alternatives. Human Resource Management, 2003, 42, 393-404.	3.5	46
63	What can Strategy Learn from the Business Model Approach?. Journal of Management Studies, 2021, 58, 528-539.	6.0	46
64	The Structure of Venture Capital Governance: An Organizational Economic Analysis of Relations Between Venture Capital Firms and New Ventures.. Proceedings - Academy of Management, 1989, 1989, 64-68.	0.0	43
65	Refining, Reinforcing and Reimagining Universal and Indigenous Theory Development in International Management. Journal of Management Inquiry, 2013, 22, 148-164.	2.5	43
66	The Framing of Perceptions of Fairness in the Relationship between Venture Capitalists and New Venture Teams. Entrepreneurship Theory and Practice, 1997, 21, 5-22.	7.1	40
67	Measuring Firm Performance in a Way that Is Consistent with Strategic Management Theory. Academy of Management Discoveries, 2020, 6, 5-7.	1.7	40
68	The role of senior management in opportunity formation: Direct involvement or reactive selection?. Strategic Management Journal, 2018, 39, 1325-1349.	4.7	38
69	Opportunities, organizations, and entrepreneurship. Strategic Entrepreneurship Journal, 2008, 2, 265-267.	2.6	36
70	Opportunities, organizations, and entrepreneurship. Strategic Entrepreneurship Journal, 2008, 2, 171-173.	2.6	35
71	Text and metatext in the resource-based view. Human Resource Management Journal, 2016, 26, 369-378.	3.6	35
72	Developing a Theory of the Firm for the 21st Century. Academy of Management Review, 2020, 45, 711-716.	7.4	33

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73	Editorâ€™s Comments: Theory Contributions and the <i>AMR</i> Review Process. Academy of Management Review, 2018, 43, 1-4.	7.4	32
74	Stakeholder Theory*. , 2019, , 3-18.		31
75	Bold Voices and New Opportunities: An Expanded Research Agenda for the Resource-Based View. Journal of Management, 2021, 47, 1677-1683.	6.3	29
76	BIASES AND HEURISTICS IN STRATEGIC DECISION MAKING: DIFFERENCES BETWEEN ENTREPRENEURS AND MANAGERS IN LARGE ORGANIZATIONS.. Proceedings - Academy of Management, 1994, 1994, 85-89.	0.0	25
77	Entrepreneurship in the Public Interest: Introduction to the Special Issue. Strategic Entrepreneurship Journal, 2013, 7, 1-5.	2.6	24
78	Collective Goods, Free Riding and Country Brands: The Chinese Experience. Management and Organization Review, 2008, 4, 211-223.	1.8	22
79	Monopoly Profits, Efficiency Profits, and Teaching Strategic Management. Academy of Management Learning and Education, 2018, 17, 359-373.	1.6	21
80	Dancing with the Stars: The Practical Value of Theory in Managing Star Employees. Academy of Management Perspectives, 2021, 35, 248-264.	4.3	19
81	The substitution of bonding for monitoring in venture capitalist relations with high technology enterprises. Journal of High Technology Management Research, 1996, 7, 91-105.	2.7	18
82	Strategic networks of discovery and creation entrepreneurs. European Management Journal, 2017, 35, 198-210.	3.1	17
83	Exploring transcendental leadership: a conversation. Journal of Management, Spirituality and Religion, 2015, 12, 290-304.	0.9	16
84	Do Stringent Bankruptcy Laws Always Deter Entrepreneurial Activities? A Study of Cultural Influences. Entrepreneurship Theory and Practice, 2021, 45, 418-439.	7.1	16
85	Employee Stock Ownership and the Cost of Equity in Japanese Electronics Firms. Organization Studies, 1990, 11, 353-372.	3.8	15
86	Incorporating opportunity costs in strategic management research: The value of diversification and payout as opportunities forgone when reinvesting in the firm. Strategic Organization, 2013, 11, 347-363.	3.1	14
87	Editorsâ€™ Comments: Why Do We Need a Special Issue on New Theoretical Perspectives on Market-Based Economic Systems?. Academy of Management Review, 2019, 44, 1-5.	7.4	12
88	The Emergence of Resource-Based Theory: A Personal Journey. Journal of Management, 2021, 47, 1663-1676.	6.3	12
89	An interview with William Ouchi. Academy of Management Perspectives, 2004, 18, 108-116.	4.3	11
90	Insights from creation theory: The uncertain context rendered by the COVIDâ€™19 pandemic. Strategic Entrepreneurship Journal, 2020, 14, 552-555.	2.6	10

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91	Opportunity Identification and Stakeholder Enrollment Under Conditions of Risk and Uncertainty. Proceedings - Academy of Management, 2014, 2014, 17416.	0.0	7
92	An Evolutionary Theory of Economic Change.. Administrative Science Quarterly, 1987, 32, 315.	4.8	6
93	Organizational Responses To Legal Liability: Employee Exposure To Hazardous Materials, Vertical Integration, And Small Firm Production. Academy of Management Journal, 1992, 35, 328-349.	4.3	6
94	Profit sharing bonuses and the cost of debt: Business finance and compensation policy in Japanese electronics firms. Asia Pacific Journal of Management, 1990, 7, 49-64.	2.9	5
95	Introduction: William Ouchi's Theory Z: How American business can meet the Japanese Challenge. Academy of Management Perspectives, 2004, 18, 106-107.	4.3	5
96	Comment on Hashai and Buckley: Transactions Costs, Capabilities, and Corporate Advantage Considerations in Theories of the Multinational Enterprise. Global Strategy Journal, 2014, 4, 70-73.	4.4	5
97	Contributing to theory: opportunities and challenges. AMS Review, 2020, 10, 49-55.	1.1	5
98	Performance lies are hazardous to organizational health. Organizational Dynamics, 1981, 9, 68-80.	1.6	3
99	From Crisis to Enlivenment: An AOM President Responds to EO13769. Journal of Management Inquiry, 2019, 28, 291-297.	2.5	3
100	Shareholders, Stakeholders, and Strategic Factor Markets. , 2015, , 203-215.		3
101	Introduction to the Special Topic Forum on New Theoretical Perspectives on Market-Based Economic Systems. Academy of Management Review, 2022, 47, 210-213.	7.4	3
102	Strategies for Electronic Commerce and the Internet. Academy of Management Review, 2002, 27, 628.	7.4	2
103	Editor's Comments: Publishing an AMR Dialogue Paper. Academy of Management Review, 2020, 45, 265-267.	7.4	2
104	Introduction from the new coeditors. Strategic Entrepreneurship Journal, 2011, 5, 1-2.	2.6	1
105	A New Series: Research Pioneers. Strategic Entrepreneurship Journal, 2014, 8, 183-184.	2.6	1
106	¿Quiénon aporta beneficios? ¿Deben primar los accionistas o los grupos de interés? La teoría de los recursos suma algunas consideraciones a este debate. IESE Insight, 2017, , 6-6.	0.1	1
107	“Farewell” from the Editor. Academy of Management Review, 2020, 45, 709-710.	7.4	1
108	Economic Behavior Within Organizations.. Administrative Science Quarterly, 1986, 31, 140.	4.8	0

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109	Organizational capital: The path to higher productivity and well-being. Journal of Economic Behavior and Organization, 1989, 11, 453-455.	1.0	0
110	IS THERE A DIVERSIFICATION DISCOUNT? DIVERSIFICATION, PAYOUT POLICY, AND THE VALUE OF A FIRM.. Proceedings - Academy of Management, 2006, 2006, NN1-NN6.	0.0	0
111	Introduction to volume 4, issue 2. Strategic Entrepreneurship Journal, 2010, 4, 105-105.	2.6	0
112	<i>Management and Organization Review</i> Special Issue "Coopetition and Innovation in Transforming Economies"™. Management and Organization Review, 2016, 12, 643-646.	1.8	0
113	Stigma of Failure and the Levels of Entrepreneurial Activity: Some Moderating Effects. Proceedings - Academy of Management, 2012, 2012, 13475.	0.0	0
114	Bankruptcy Laws and Entrepreneurial Activity. Proceedings - Academy of Management, 2013, 2013, 11580.	0.0	0
115	"Business Model Innovation, And Its Consequences: The New Uses And Effects Of Words". Proceedings - Academy of Management, 2014, 2014, 10359.	0.0	0
116	Coevolution of Governance and Networks: Organizational Governance as a Driver of Network Evolution. Proceedings - Academy of Management, 2015, 2015, 14924.	0.0	0
117	Workplace Commitment in Entrepreneurial Settings. Proceedings - Academy of Management, 2015, 2015, 10862.	0.0	0
118	Enrolling Human Capital in Uncertain Entrepreneurial Settings: A Network Approach. Proceedings - Academy of Management, 2016, 2016, 16712.	0.0	0
119	“Big Questions”-or “Big Methods”- What Should Guide Research in Strategy and Entrepreneurship?. Proceedings - Academy of Management, 2016, 2016, 12284.	0.0	0
120	Authenticity and Strategy: Opportunities for Integration. Proceedings - Academy of Management, 2019, 2019, 12169.	0.0	0
121	Advancing Theory Development in Entrepreneurship. Proceedings - Academy of Management, 2019, 2019, 13767.	0.0	0
122	All You Need is Love - Love and the Inclusive Organization. Proceedings - Academy of Management, 2019, 2019, 10712.	0.0	0
123	Corporate Social and Political Activism. Proceedings - Academy of Management, 2020, 2020, 13907.	0.0	0
124	Rethinking Capitalism: Exploring Systemic Responses to the Crises of our Times. Proceedings - Academy of Management, 2020, 2020, 18112.	0.0	0