

Jay B Barney

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

117
papers

51,612
citations

46
h-index

126
g-index

126
ext. papers

59,950
ext. citations

4.6
avg, IF

8.41
L-index

#	Paper	IF	Citations
117	Firm Resources and Sustained Competitive Advantage. <i>Journal of Management</i> , 1991 , 17, 99-120	8.8	26744
116	Strategic Factor Markets: Expectations, Luck, and Business Strategy. <i>Management Science</i> , 1986 , 32, 1233-1241	3.9	213061
115	Organizational Culture: Can It Be a Source of Sustained Competitive Advantage?. <i>Academy of Management Review</i> , 1986 , 11, 656-665	5.9	1707
114	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	8.3	1531
113	The resource-based view of the firm: Ten years after 1991. <i>Journal of Management</i> , 2001 , 27, 625-641	8.8	1434
112	Resource-based theories of competitive advantage: A ten-year retrospective on the resource-based view. <i>Journal of Management</i> , 2001 , 27, 643-650	8.8	1421
111	Trustworthiness as a Source of Competitive Advantage. <i>Strategic Management Journal</i> , 1994 , 15, 175-190	9.2	1359
110	Discovery and creation: alternative theories of entrepreneurial action. <i>Strategic Entrepreneurship Journal</i> , 2007 , 1, 11-26	3.7	1221
109	Is the Resource-Based View a Useful Perspective for Strategic Management Research? Yes. <i>Academy of Management Review</i> , 2001 , 26, 41-56	5.9	1084
108	On becoming a strategic partner: The role of human resources in gaining competitive advantage. <i>Human Resource Management</i> , 1998 , 37, 31-46	4.8	998
107	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	5.2	920
106	Unraveling the resource-based tangle. <i>Managerial and Decision Economics</i> , 2003 , 24, 309-323	1.1	755
105	Resource Orchestration to Create Competitive Advantage: Breadth, Depth, and Life Cycle Effects. <i>Journal of Management</i> , 2011 , 37, 1390-1412	8.8	714
104	The Future of Resource-Based Theory: Revitalization or Decline?. <i>Journal of Management</i> , 2011 , 37, 1298-1315	8.15	696
103	Corporate social responsibility and firm performance: Investor preferences and corporate strategies. <i>Academy of Management Review</i> , 2007 , 32, 817-835	5.9	607
102	Research notes and communications management objectives in mergers and acquisitions. <i>Strategic Management Journal</i> , 1990 , 11, 79-86	5.2	576
101	Competitive Organizational Behavior: Toward an Organizationally-Based Theory of Competitive Advantage. <i>Strategic Management Journal</i> , 1994 , 15, 5-9	5.2	433

100	Looking inside for competitive advantage. <i>Academy of Management Perspectives</i> , 1995 , 9, 49-61	4.7	413
99	What Are Microfoundations?. <i>Academy of Management Perspectives</i> , 2013 , 27, 138-155	4.7	353
98	Returns to bidding firms in mergers and acquisitions: Reconsidering the relatedness hypothesis. <i>Strategic Management Journal</i> , 1988 , 9, 71-78	5.2	341
97	Forming and Exploiting Opportunities: The Implications of Discovery and Creation Processes for Entrepreneurial and Organizational Research. <i>Organization Science</i> , 2013 , 24, 301-317	3.6	331
96	The Resource-Based Theory of the Firm. <i>Organization Science</i> , 1996 , 7, 469-469	3.6	330
95	Types of Competition and the Theory of Strategy: Toward an Integrative Framework. <i>Academy of Management Review</i> , 1986 , 11, 791-800	5.9	323
94	How Do Entrepreneurs Organize Firms Under Conditions of Uncertainty?. <i>Journal of Management</i> , 2005 , 31, 776-793	8.8	316
93	Strategic groups: Untested assertions and research proposals. <i>Managerial and Decision Economics</i> , 1990 , 11, 187-198	1.1	256
92	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	4.1	238
91	Organizing rent generation and appropriation: toward a theory of the entrepreneurial firm. <i>Journal of Business Venturing</i> , 2004 , 19, 621-635	8.3	230
90	Strategic Factor Market Intelligence: An Application of Information Economics to Strategy Formulation and Competitor Intelligence. <i>Management Science</i> , 2001 , 47, 1621-1638	3.9	197
89	Bankruptcy Law and Entrepreneurship Development: A Real Options Perspective. <i>Academy of Management Review</i> , 2007 , 32, 257-272	5.9	188
88	Why resource-based theory's model of profit appropriation must incorporate a stakeholder perspective. <i>Strategic Management Journal</i> , 2018 , 39, 3305-3325	5.2	153
87	Entrepreneurial Opportunities and Poverty Alleviation. <i>Entrepreneurship Theory and Practice</i> , 2014 , 38, 159-184	6.6	150
86	How do bankruptcy laws affect entrepreneurship development around the world?. <i>Journal of Business Venturing</i> , 2011 , 26, 505-520	8.3	132
85	Entrepreneurship and Epistemology: The Philosophical Underpinnings of the Study of Entrepreneurial Opportunities. <i>Academy of Management Annals</i> , 2010 , 4, 557-583	14.7	130
84	New venture teams' assessment of learning assistance from venture capital firms. <i>Journal of Business Venturing</i> , 1996 , 11, 257-272	8.3	122
83	Asset Stocks and Sustained Competitive Advantage: A Comment. <i>Management Science</i> , 1989 , 35, 1511-1513	1.3	116

82	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	5.9	114
81	Entrepreneurship and Epistemology: The Philosophical Underpinnings of the Study of Entrepreneurial Opportunities. <i>Academy of Management Annals</i> , 2010 , 4, 557-583	14.7	111
80	Epistemology, Opportunities, and Entrepreneurship: Comments on Venkataraman et al. (2012) and Shane (2012). <i>Academy of Management Review</i> , 2013 , 38, 154-157	5.9	84
79	How marketing scholars might help address issues in resource-based theory. <i>Journal of the Academy of Marketing Science</i> , 2014 , 42, 24-26	12.4	83
78	The Entrepreneurial Theory of the Firm. <i>Journal of Management Studies</i> , 2007 , 44, 1057-1063	5.4	77
77	A practical guide for making theory contributions in strategic management. <i>Strategic Management Journal</i> , 2018 , 39, 1530-1545	5.2	67
76	?????????:?????????????. <i>Management and Organization Review</i> , 2009 , 5, 15-27	2.2	66
75	Enrolling Stakeholders under Conditions of Risk and Uncertainty. <i>Strategic Entrepreneurship Journal</i> , 2016 , 10, 97-106	3.7	55
74	The poverty problem and the industrialization solution. <i>Asia Pacific Journal of Management</i> , 2015 , 32, 23-37	2.5	51
73	Complementary theoretical perspectives on the dismissal of new venture team members. <i>Journal of Business Venturing</i> , 1997 , 12, 347-366	8.3	45
72	The Debate between Traditional Management Theory and Organizational Economics: Substantive Differences or Intergroup Conflict?. <i>Academy of Management Review</i> , 1990 , 15, 382	5.9	44
71	Corporate diversification and the value of individual firms: A Bayesian approach. <i>Strategic Management Journal</i> , 2017 , 38, 322-341	5.2	42
70	Should Strategic Management Research Engage Public Policy Debates?. <i>Academy of Management Journal</i> , 2005 , 48, 945-948	6.1	42
69	Impact of Information Technology Capital on Firm Scope and Performance: The Role of Asset Characteristics. <i>Academy of Management Journal</i> , 2013 , 56, 1125-1147	6.1	41
68	Realism in the Study of Entrepreneurship. <i>Academy of Management Review</i> , 2014 , 39, 227-231	5.9	40
67	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	5.2	37
66	Trust and its alternatives. <i>Human Resource Management</i> , 2003 , 42, 393-404	4.8	37
65	Stimulating Firm-specific Investment through Risk Management. <i>Long Range Planning</i> , 2003 , 36, 49-59	5.7	37

64	Real options in divestment alternatives. <i>Strategic Management Journal</i> , 2015 , 36, 728-744	5.2	36
63	On Opportunities: Philosophical and Empirical Implications. <i>Academy of Management Review</i> , 2017 , 42, 726-730	5.9	34
62	Refining, Reinforcing and Reimagining Universal and Indigenous Theory Development in International Management. <i>Journal of Management Inquiry</i> , 2013 , 22, 148-164	1.9	34
61	The Structure of Venture Capital Governance: An Organizational Economic Analysis of Relations Between Venture Capital Firms and New Ventures.. <i>Proceedings - Academy of Management</i> , 1989 , 1989, 64-68	0.1	34
60	Opportunities, organizations, and entrepreneurship. <i>Strategic Entrepreneurship Journal</i> , 2008 , 2, 171-173,7	3.7	32
59	Has the Concept of Opportunities Been Fruitful in the Field of Entrepreneurship?. <i>Academy of Management Perspectives</i> , 2020 , 34, 300-310	4.7	31
58	Editor's Comments: Positioning a Theory Paper for Publication. <i>Academy of Management Review</i> , 2018 , 43, 345-348	5.9	28
57	The Framing of Perceptions of Fairness in the Relationship between Venture Capitalists and New Venture Teams. <i>Entrepreneurship Theory and Practice</i> , 1997 , 21, 5-22	6.6	28
56	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	5.9	27
55	Editor's Comments: Theory Contributions and the AMR Review Process. <i>Academy of Management Review</i> , 2018 , 43, 1-4	5.9	26
54	Opportunities, organizations, and entrepreneurship. <i>Strategic Entrepreneurship Journal</i> , 2008 , 2, 265-267,7	3.7	25
53	The role of senior management in opportunity formation: Direct involvement or reactive selection?. <i>Strategic Management Journal</i> , 2018 , 39, 1325-1349	5.2	24
52	Text and metatext in the resource-based view. <i>Human Resource Management Journal</i> , 2016 , 26, 369-378	5.1	24
51	Perspectives in Organizations: Resource Dependence, Efficiency, and Population. <i>Academy of Management Review</i> , 1984 , 9, 471	5.9	24
50	The substitution of bonding for monitoring in venture capitalist relations with high technology enterprises. <i>Journal of High Technology Management Research</i> , 1996 , 7, 91-105	2.4	18
49	Entrepreneurship in the Public Interest: Introduction to the Special Issue. <i>Strategic Entrepreneurship Journal</i> , 2013 , 7, 1-5	3.7	17
48	Collective Goods, Free Riding and Country Brands: The Chinese Experience. <i>Management and Organization Review</i> , 2008 , 4, 211-223	2.2	17
47	Measuring Firm Performance in a Way that Is Consistent with Strategic Management Theory. <i>Academy of Management Discoveries</i> , 2020 , 6, 5-7	2.5	17

46	Stakeholder Theory* 2019 , 3-18		16
45	What can Strategy Learn from the Business Model Approach?. <i>Journal of Management Studies</i> , 2021 , 58, 528-539	5.4	15
44	Resource-Based Theory and the Value Creation Framework. <i>Journal of Management</i> , 2021 , 47, 1936-1958	5.8	12
43	Strategic networks of discovery and creation entrepreneurs. <i>European Management Journal</i> , 2017 , 35, 198-210	4.8	11
42	BIASES AND HEURISTICS IN STRATEGIC DECISION MAKING: DIFFERENCES BETWEEN ENTREPRENEURS AND MANAGERS IN LARGE ORGANIZATIONS.. <i>Proceedings - Academy of Management</i> , 1994 , 1994, 85-89	0.1	11
41	Employee Stock Ownership and the Cost of Equity in Japanese Electronics Firms. <i>Organization Studies</i> , 1990 , 11, 353-372	3.6	11
40	Exploring transcendental leadership: a conversation. <i>Journal of Management, Spirituality and Religion</i> , 2015 , 12, 290-304	1.1	10
39	Monopoly Profits, Efficiency Profits, and Teaching Strategic Management. <i>Academy of Management Learning and Education</i> , 2018 , 17, 359-373	1.9	10
38	Developing a Theory of the Firm for the 21st Century. <i>Academy of Management Review</i> , 2020 , 45, 711-716	5.9	10
37	Incorporating opportunity costs in strategic management research: The value of diversification and payout as opportunities forgone when reinvesting in the firm. <i>Strategic Organization</i> , 2013 , 11, 347-363	2.7	9
36	An interview with William Ouchi. <i>Academy of Management Perspectives</i> , 2004 , 18, 108-116	4.7	8
35	Organizational Responses To Legal Liability: Employee Exposure To Hazardous Materials, Vertical Integration, And Small Firm Production. <i>Academy of Management Journal</i> , 1992 , 35, 328-349	6.1	6
34	Bold Voices and New Opportunities: An Expanded Research Agenda for the Resource-Based View. <i>Journal of Management</i> , 2021 , 47, 1677-1683	8.8	6
33	Editors' Comments: Why Do We Need a Special Issue on New Theoretical Perspectives on Market-Based Economic Systems?. <i>Academy of Management Review</i> , 2019 , 44, 1-5	5.9	6
32	Opportunity Identification and Stakeholder Enrollment Under Conditions of Risk and Uncertainty. <i>Proceedings - Academy of Management</i> , 2014 , 2014, 17416	0.1	4
31	The Emergence of Resource-Based Theory: A Personal Journey. <i>Journal of Management</i> , 2021 , 47, 1663-1676	8.7	4
30	Do Stringent Bankruptcy Laws Always Deter Entrepreneurial Activities? A Study of Cultural Influences. <i>Entrepreneurship Theory and Practice</i> , 2021 , 45, 418-439	6.6	4
29	Dancing with the Stars: The Practical Value of Theory in Managing Star Employees. <i>Academy of Management Perspectives</i> , 2021 , 35, 248-264	4.7	4

28	From Crisis to Enlivenment: An AOM President Responds to EO13769. <i>Journal of Management Inquiry</i> , 2019 , 28, 291-297	1.9	3
27	Comment on Hashai and Buckley: Transactions Costs, Capabilities, and Corporate Advantage Considerations in Theories of the Multinational Enterprise. <i>Global Strategy Journal</i> , 2014 , 4, 70-73	6.3	3
26	Introduction: William Ouchi's Theory Z: How American business can meet the Japanese Challenge. <i>Academy of Management Perspectives</i> , 2004 , 18, 106-107	4.7	3
25	An Evolutionary Theory of Economic Change.. <i>Administrative Science Quarterly</i> , 1987 , 32, 315	8.7	3
24	Performance lies are hazardous to organizational health. <i>Organizational Dynamics</i> , 1981 , 9, 68-80	1.5	3
23	Insights from creation theory: The uncertain context rendered by the COVID-19 pandemic. <i>Strategic Entrepreneurship Journal</i> , 2020 , 14, 552-555	3.7	3
22	Contributing to theory: opportunities and challenges. <i>AMS Review</i> , 2020 , 10, 49-55	3	2
21	Profit sharing bonuses and the cost of debt: Business finance and compensation policy in Japanese electronics firms. <i>Asia Pacific Journal of Management</i> , 1990 , 7, 49-64	2.5	2
20	Shareholders, Stakeholders, and Strategic Factor Markets 2015 , 203-215		2
19	A New Series: Research Pioneers. <i>Strategic Entrepreneurship Journal</i> , 2014 , 8, 183-184	3.7	1
18	Barewell From the Editor. <i>Academy of Management Review</i> , 2020 , 45, 709-710	5.9	1
17	Introduction to the Special Topic Forum on New Theoretical Perspectives on Market-Based Economic Systems. <i>Academy of Management Review</i> , 2022 , 47, 210-213	5.9	0
16	Introduction from the new coeditors. <i>Strategic Entrepreneurship Journal</i> , 2011 , 5, 1-2	3.7	
15	Introduction to volume 4, issue 2. <i>Strategic Entrepreneurship Journal</i> , 2010 , 4, 105-105	3.7	
14	Organizational capital: The path to higher productivity and well-being. <i>Journal of Economic Behavior and Organization</i> , 1989 , 11, 453-455	1.6	
13	Authenticity and Strategy: Opportunities for Integration. <i>Proceedings - Academy of Management</i> , 2019 , 2019, 12169	0.1	
12	Advancing Theory Development in Entrepreneurship. <i>Proceedings - Academy of Management</i> , 2019 , 2019, 13767	0.1	
11	All You Need is Love - Love and the Inclusive Organization. <i>Proceedings - Academy of Management</i> , 2019 , 2019, 10712	0.1	

10	Corporate Social and Political Activism. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 13907	0.1
9	Rethinking Capitalism: Exploring Systemic Responses to the Crises of our Times. <i>Proceedings - Academy of Management</i> , 2020 , 2020, 18112	0.1
8	Coevolution of Governance and Networks: Organizational Governance as a Driver of Network Evolution. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 14924	0.1
7	Workplace Commitment in Entrepreneurial Settings. <i>Proceedings - Academy of Management</i> , 2015 , 2015, 10862	0.1
6	Enrolling Human Capital in Uncertain Entrepreneurial Settings: A Network Approach. <i>Proceedings - Academy of Management</i> , 2016 , 2016, 16712	0.1
5	Big Questions or Big Methods? What Should Guide Research in Strategy and Entrepreneurship?. <i>Proceedings - Academy of Management</i> , 2016 , 2016, 12284	0.1
4	Stigma of Failure and the Levels of Entrepreneurial Activity: Some Moderating Effects. <i>Proceedings - Academy of Management</i> , 2012 , 2012, 13475	0.1
3	Bankruptcy Laws and Entrepreneurial Activity. <i>Proceedings - Academy of Management</i> , 2013 , 2013, 11580	0.1
2	"Business Model Innovation, And Its Consequences: The New Uses And Effects Of Words". <i>Proceedings - Academy of Management</i> , 2014 , 2014, 10359	0.1
1	Management and Organization Review Special Issue "Coopetition and Innovation in Transforming Economies" <i>Management and Organization Review</i> , 2016 , 12, 643-646	2.2