

# Reza Zaefarian

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7970485/publications.pdf>

Version: 2024-02-01

13  
papers

438  
citations

1163117

8  
h-index

1199594

12  
g-index

15  
all docs

15  
docs citations

15  
times ranked

434  
citing authors

#	ARTICLE	IF	CITATIONS
1	The influence of network effects on SME performance. <i>Industrial Marketing Management</i> , 2014, 43, 630-641.	6.7	90
2	An exploratory study of international opportunity identification among family firms. <i>International Business Review</i> , 2016, 25, 333-345.	4.8	86
3	Internationalisation of service firms through corporate social entrepreneurship and networking. <i>International Marketing Review</i> , 2014, 31, 576-600.	3.6	80
4	Internal social capital and international firm performance in emerging market family firms: The mediating role of participative governance. <i>International Small Business Journal</i> , 2018, 36, 887-910.	4.8	40
5	Applying Competency based Approach for Entrepreneurship education. <i>Procedia, Social and Behavioral Sciences</i> , 2011, 12, 436-447.	0.5	32
6	The creation view of opportunities at the base of the pyramid. <i>Entrepreneurship and Regional Development</i> , 2015, 27, 106-126.	3.3	31
7	A Corporate Social Entrepreneurship Approach to Market-Based Poverty Reduction. <i>Emerging Markets Finance and Trade</i> , 2015, 51, 320-334.	3.1	28
8	Entering the base of the pyramid market in India. <i>International Marketing Review</i> , 2016, 33, 555-579.	3.6	22
9	Human resource capabilities in uncertain environments. <i>International Journal of Human Resource Management</i> , 2021, 32, 3721-3747.	5.3	9
10	How relational embeddedness affects business performance through trust: empirical research on emerging SMEs. <i>International Journal of Entrepreneurship and Small Business</i> , 2015, 26, 61.	0.2	8
11	The Entry of Multinational Companies to the Base of the Pyramid: A Network Perspective. , 2014, , 39-52.		6
12	Development of international market information in emerging economy family SMEs: The role of participative governance. <i>Journal of Small Business Management</i> , 2023, 61, 560-589.	4.8	5
13	Participative Governance as Internal Social Capital Configuration in Family Firms (WITHDRAWN). <i>Proceedings - Academy of Management</i> , 2017, 2017, 15872.	0.1	0