

# Josip Kotlar

## List of Publications by Year in descending order

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52  
papers

4,066  
citations

186265

28  
h-index

254184

43  
g-index

54  
all docs

54  
docs citations

54  
times ranked

1895  
citing authors

#	ARTICLE	IF	CITATIONS
1	Outcome-Based Imitation in Family Firms™ International Market Entry Decisions. Entrepreneurship Theory and Practice, 2023, 47, 1059-1092.	10.2	1
2	Generational brokerage: An intersubjective perspective on managing temporal orientations in family firm succession. Strategic Organization, 2022, 20, 164-199.	5.0	21
3	Mining the Past: History Scripting Strategies and Competitive Advantage in a Family Business. Entrepreneurship Theory and Practice, 2022, 46, 223-251.	10.2	30
4	Systemâ€‘Spanning Values Work and Entrepreneurial Growth in Family Firms. Journal of Management Studies, 2021, 58, 104-134.	8.3	19
5	Addressing the theory-practice divide in family business research: The case of shareholder agreements. Journal of Family Business Strategy, 2021, 12, 100395.	5.7	13
6	Family management and family guardianship: Governance effects on family firm innovation strategy. Journal of Family Business Strategy, 2021, 12, 100389.	5.7	31
7	Strategic market focus in family and nonfamily firms. Proceedings - Academy of Management, 2021, 2021, 14837.	0.1	0
8	We Do What We Are: How Companies Use Organizational Identity Agentically for Strategy Making. Proceedings - Academy of Management, 2021, 2021, 12130.	0.1	0
9	Stakeholder Salience and Firm Responses to Stakeholder Claims: Insights from Family Firms. Proceedings - Academy of Management, 2021, 2021, 15415.	0.1	0
10	To patent or not to patent: That is the question. Intellectual property protection in family firms. Entrepreneurship Theory and Practice, 2020, 44, 339-367.	10.2	48
11	Motivation Gaps and Implementation Traps: The Paradoxical and Timeâ€‘Varying Effects of Family Ownership on Firm Absorptive Capacity. Journal of Product Innovation Management, 2020, 37, 2-25.	9.5	60
12	Dealing with revered past: Historical identity statements and strategic change in Japanese family firms. Strategic Management Journal, 2020, 41, 590-623.	7.3	73
13	A bibliometric analysis of family firm internationalization research: Current themes, theoretical roots, and ways forward. International Business Review, 2020, 29, 101715.	4.8	63
14	Toward a Dynamic Perspective on Organizational Authenticity. Proceedings - Academy of Management, 2020, 2020, 19995.	0.1	0
15	Environmental Jolts, Family-Centered Non-economic Goals, and Innovation: A Framework of Family Firm Resilience. , 2019, , 773-789.		23
16	Bounded Rationality and Bounded Reliability: A Study of Nonfamily Managersâ€™™ Entrepreneurial Behavior in Family Firms. Entrepreneurship Theory and Practice, 2019, 43, 251-273.	10.2	35
17	Causality Rules: Performance Feedback on Hierarchically Related Goals and Capital Investment Variability. Journal of Management Studies, 2019, 56, 1630-1654.	8.3	17
18	Unlocking innovation potential: A typology of family business innovation postures and the critical role of the family system. Journal of Family Business Strategy, 2019, 10, 100236.	5.7	117

#	ARTICLE	IF	CITATIONS
19	Point: How Family Involvement Influences Organizational Change. <i>Journal of Change Management</i> , 2019, 19, 26-36.	3.7	24
20	Sustainable Superior Performance in Family Firms. <i>Proceedings - Academy of Management</i> , 2019, 2019, 19000.	0.1	1
21	Blending In While Standing Out: Selective Conformity and New Product Introduction in Family Firms. <i>Entrepreneurship Theory and Practice</i> , 2018, 42, 206-230.	10.2	50
22	Sector-Based Entrepreneurial Capabilities and the Promise of Sector Studies in Entrepreneurship. <i>Entrepreneurship Theory and Practice</i> , 2018, 42, 3-23.	10.2	58
23	Organizational Goals: Antecedents, Formation Processes and Implications for Firm Behavior and Performance. <i>International Journal of Management Reviews</i> , 2018, 20, S3.	8.3	87
24	Entrepreneurial orientation and innovation in family SMEs: Unveiling the (actual) impact of the Board of Directors. <i>Journal of Business Venturing</i> , 2018, 33, 455-469.	6.3	170
25	Family involvement and R&D expenses in the context of weak property rights protection: an examination of non-state-owned listed companies in China. <i>European Journal of Finance</i> , 2018, 24, 1506-1527.	3.1	37
26	Conflicting Selves: Family Owners' Multiple Goals and Self-Control Agency Problems in Private Firms. <i>Entrepreneurship Theory and Practice</i> , 2018, 42, 362-389.	10.2	72
27	Financial Wealth, Socioemotional Wealth, and IPO Underpricing in Family Firms: A Two-stage Gamble Model. <i>Academy of Management Journal</i> , 2018, 61, 1073-1099.	6.3	172
28	Entrepreneurial orientation and firm performance in family SMEs: the moderating effects of family, women, and strategic involvement in the board of directors. <i>International Entrepreneurship and Management Journal</i> , 2018, 14, 217-244.	5.0	69
29	The pursuit of international opportunities in family firms: Generational differences and the role of knowledge-based resources. <i>Global Strategy Journal</i> , 2018, 8, 136-157.	7.4	104
30	Small and Medium Enterprise Research in Supply Chain Management: The Case for Single-Respondent Research Designs. <i>Journal of Supply Chain Management</i> , 2018, 54, 23-34.	10.2	77
31	Collaborative innovation in family firms: Past research, current debates and agenda for future research. <i>Journal of Family Business Strategy</i> , 2017, 8, 137-156.	5.7	140
32	Toward a Process Model of Social Capital Actuation. <i>Proceedings - Academy of Management</i> , 2017, 2017, 16231.	0.1	0
33	The Paradoxical and Time-Varying Effects of Family Ownership on Absorptive Capacity. <i>Proceedings - Academy of Management</i> , 2016, 2016, 12592.	0.1	2
34	Family Governance at Work. <i>Family Business Review</i> , 2016, 29, 189-213.	6.6	79
35	Innovation Through Tradition: Lessons From Innovative Family Businesses and Directions for Future Research. <i>Academy of Management Perspectives</i> , 2016, 30, 93-116.	6.8	300
36	A Note on Family Influence and the Adoption of Discontinuous Technologies in Family Firms. <i>Journal of Product Innovation Management</i> , 2015, 32, 384-388.	9.5	74

#	ARTICLE	IF	CITATIONS
37	Learning Resources for Family Business Education: A Review and Directions for Future Developments. Academy of Management Learning and Education, 2015, 14, 415-422.	2.5	26
38	The Impact of Family Involvement on SMEs'™ Performance: Theory and Evidence. Journal of Small Business Management, 2015, 53, 924-948.	4.8	115
39	Rate of substitution between economic and socioemotional wealth in family firm IPO underpricing. Proceedings - Academy of Management, 2015, 2015, 12090.	0.1	1
40	Are They All Alike? Heterogeneity of Family Owners'™ Goals and P-P Agency Costs in Private Firms. Proceedings - Academy of Management, 2014, 2014, 15959.	0.1	1
41	Profitability Goals, Control Goals, and the <scp>R</scp>&<scp>D</scp> Investment Decisions of Family and Nonfamily Firms. Journal of Product Innovation Management, 2014, 31, 1128-1145.	9.5	149
42	Ability and Willingness as Sufficiency Conditions for Family-Oriented Particularistic Behavior: Implications for Theory and Empirical Studies. Journal of Small Business Management, 2014, 52, 344-364.	4.8	298
43	The case study method in family business research: Guidelines for qualitative scholarship. Journal of Family Business Strategy, 2014, 5, 15-29.	5.7	402
44	Strategic reference points in family firms. Small Business Economics, 2014, 43, 597-619.	6.7	109
45	The Temporal Evolution of Proactiveness in Family Firms. Family Business Review, 2014, 27, 35-50.	6.6	132
46	Generational Differences and International Diversification in Family Firms. Proceedings - Academy of Management, 2014, 2014, 17181.	0.1	0
47	Dispersion of family ownership and the performance of small-to-medium size private family firms. Journal of Family Business Strategy, 2013, 4, 166-175.	5.7	123
48	Is Social Capital Perceived as a Source of Competitive Advantage or Disadvantage for Family Firms? An Exploratory Analysis of CEO Perceptions. Journal of Entrepreneurship, 2013, 22, 15-41.	2.3	20
49	Technology Acquisition in Family and Nonfamily Firms: A Longitudinal Analysis of Spanish Manufacturing Firms. Journal of Product Innovation Management, 2013, 30, 1073-1088.	9.5	178
50	Goal Setting in Family Firms: Goal Diversity, Social Interactions, and Collective Commitment to Family'™Centered Goals. Entrepreneurship Theory and Practice, 2013, 37, 1263-1288.	10.2	434
51	How do family firm CEOs perceive their competitive advantages and disadvantages? Empirical evidence from the transportation industry. International Journal of Entrepreneurship and Small Business, 2013, 19, 167.	0.2	1
52	Exploring the Effect of Family Control on the Characteristics of SMEs in Northern Italy. International Journal of Engineering Business Management, 2012, 4, 16.	3.7	5