

# Gabriel R G Benito

## List of Publications by Year in descending order

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69  
papers

3,447  
citations

172207

29  
h-index

149479

56  
g-index

75  
all docs

75  
docs citations

75  
times ranked

1800  
citing authors

#	ARTICLE	IF	CITATIONS
1	Institutions and inward foreign direct investment in the primary sectors. <i>Review of International Business and Strategy</i> , 2023, 33, 177-198.	2.3	3
2	Opening the Black Box of International Strategy Formation: How Harvard Business School Became a Multinational Enterprise. <i>Academy of Management Learning and Education</i> , 2022, 21, 167-187.	1.6	4
3	Governmental goals and the international strategies of state-owned multinational enterprises: a conceptual discussion. <i>Journal of Management and Governance</i> , 2022, 26, 1155-1181.	2.4	8
4	Temporality and the first foreign direct investment. <i>Journal of World Business</i> , 2022, 57, 101363.	4.6	2
5	Here We Go Again: A Case Study on Re-Entering a Foreign Market. <i>British Journal of Management</i> , 2021, 32, 416-434.	3.3	25
6	Back to basics: Behavioral theory and internationalization. <i>Journal of International Business Studies</i> , 2021, 52, 1047-1068.	4.6	56
7	Into the unknown: The extent and boldness of firms' international footprint. <i>Global Strategy Journal</i> , 2021, 11, 468-493.	4.4	11
8	Institutional Distance and MNE's subsidiary Initiative Collaboration: The Role of Dual Embeddedness. <i>European Management Review</i> , 2021, 18, 311-328.	2.2	13
9	Foreign operation mode flexibility: tradeoffs and managerial responses. <i>International Journal of the Economics of Business</i> , 2021, 28, 281-307.	1.0	0
10	Change in domestic network centrality, uncertainty, and the foreign divestment decisions of firms. <i>Journal of International Business Studies</i> , 2020, 51, 788-812.	4.6	26
11	Subsidiary country managers and subsidiary development: Upper echelons and resource-based perspectives. <i>German Journal of Human Resource Management</i> , 2020, 34, 291-323.	1.9	5
12	Dealing with headquarters in the multinational corporation: a subsidiary perspective on organizing costs. <i>Journal of Organization Design</i> , 2019, 8, 1.	0.7	12
13	Bringing corporate governance into internalization theory: State ownership and foreign entry strategies. <i>Journal of International Business Studies</i> , 2019, 50, 1310-1337.	4.6	68
14	The global value chain and internalization theory. <i>Journal of International Business Studies</i> , 2019, 50, 1414-1423.	4.6	64
15	Roles and strategies of foreign MNE subsidiaries in New Zealand. <i>European Journal of International Management</i> , 2019, 13, 757.	0.1	5
16	From local to global innovation: The role of subsidiaries' external relational embeddedness in an emerging market. <i>International Business Review</i> , 2019, 28, 638-646.	2.6	57
17	Domestic alliance networks and regional strategies of MNEs: A structural embeddedness perspective. <i>Journal of International Business Studies</i> , 2018, 49, 1033-1059.	4.6	57
18	Capital Structure of Foreign Direct Investments: A Transaction Cost Analysis. <i>Management International Review</i> , 2018, 58, 389-411.	2.1	8

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19	A review of research on outward foreign direct investment from emerging countries, including China: what do we know, how do we know and where should we be heading?. <i>Asia Pacific Business Review</i> , 2018, 24, 90-115.	2.0	379
20	Domestic Alliance Formation and the Foreign Divestment Decisions of Firms. <i>Progress in International Business Research</i> , 2017, , 517-538.	0.3	1
21	Where do MNEs locate their headquarters? at home!. <i>Global Strategy Journal</i> , 2016, 6, 149-159.	4.4	26
22	Exploring Subsidiariesâ€™ Perceptions of Corporate Headquarters: Subsidiary Initiatives and Organizing Costs. <i>Research in Global Strategic Management</i> , 2016, , 165-189.	0.5	5
23	The Benefits of Internationalization for Stateâ€Owned Enterprises. <i>Global Strategy Journal</i> , 2016, 6, 269-288.	4.4	68
24	Why and how motives (still) matter. <i>Multinational Business Review</i> , 2015, 23, 15-24.	1.4	69
25	The Virtue of in-between Pragmatism â€ A Balancing Act between Responsiveness and Integration in a Multinational Company. <i>Advances in International Management</i> , 2014, , 75-97.	0.3	7
26	The Virtue of in-between Pragmatism â€ A Balancing Act between Responsiveness and Integration in a Multinational Company. <i>Advances in International Management</i> , 2014, , 75-97.	0.3	1
27	Offshore outsourcing: A dynamic, operation mode perspective. <i>Industrial Marketing Management</i> , 2013, 42, 211-222.	3.7	26
28	An Empirical Investigation of the Role of Industry Factors in the Internationalization Patterns of Firms. <i>International Studies of Management and Organization</i> , 2013, 43, 81-100.	0.4	15
29	Governance costs in foreign direct investments: A MNC headquarters challenge. <i>Journal of International Management</i> , 2012, 18, 233-246.	2.4	35
30	Distant Encounters of the Third Kind: Multinational Companies Locating Divisional Headquarters Abroad. <i>Journal of Management Studies</i> , 2011, 48, 373-394.	6.0	76
31	Mode Combinations and International Operations. <i>Management International Review</i> , 2011, 51, 803-820.	2.1	49
32	Moving Abroad: Factors that Motivate Foreign Location of Headquarter Activities. <i>Advances in International Management</i> , 2011, , 127-151.	0.3	4
33	Managing the Internalisation Process. <i>Management International Review</i> , 2010, 50, 137-154.	2.1	28
34	Technological Knowledge Intensity and Entry Mode Diversity. <i>Management International Review</i> , 2010, 50, 659-681.	2.1	24
35	Towards more realistic conceptualisations of foreign operation modes. <i>Journal of International Business Studies</i> , 2009, 40, 1455-1470.	4.6	197
36	Supply chain contract evolution. <i>European Management Journal</i> , 2009, 27, 388-401.	3.1	38

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37	Organizing foreign market activities: From entry mode choice to configuration decisions. <i>International Business Review</i> , 2009, 18, 145-155.	2.6	45
38	The costs of governance in international companies. <i>International Business Review</i> , 2009, 18, 292-304.	2.6	31
39	The Performance Differential between Private and State Owned Enterprises: The Roles of Ownership, Management and Market Structure. <i>Journal of Management Studies</i> , 2008, 45, 1244-1273.	6.0	138
40	Mode Configuration Diversity: A New Perspective on Foreign Entry Mode Choice. , 2008, , 57-78.		6
41	States and Firms on the Periphery: The Challenges of a Globalizing World. , 2007, , 1-24.		5
42	The Internationalization Patterns of Norwegian Firms: Does Industry Matter?. , 2007, , 74-97.		1
43	Export channel dynamics: an empirical investigation. <i>Managerial and Decision Economics</i> , 2005, 26, 159-173.	1.3	35
44	An Empirical Investigation of the Role of Industry Factors in the Internationalization Patterns of Firms. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	3
45	Divestment and international business strategy. <i>Journal of Economic Geography</i> , 2005, 5, 235-251.	1.6	189
46	Internationalization in retailing: modeling the pattern of foreign market entry. <i>Journal of Business Research</i> , 2005, 58, 1672-1680.	5.8	59
47	A transaction cost analysis of staffing decisions in international operations. <i>Scandinavian Journal of Management</i> , 2005, 21, 101-126.	1.0	33
48	A cluster analysis of the maritime sector in Norway. <i>International Journal of Transport Management</i> , 2003, 1, 203-215.	0.2	87
49	Knowledge, internationalization of the firm, and inward/outward connections. <i>Industrial Marketing Management</i> , 2003, 32, 385-396.	3.7	122
50	Environmental influences on MNE subsidiary roles: economic integration and the Nordic countries. <i>Journal of International Business Studies</i> , 2003, 34, 443-456.	4.6	157
51	Multinational Enterprises from Small Economies: Internationalization Patterns of Large Companies from Denmark, Finland, and Norway. <i>International Studies of Management and Organization</i> , 2002, 32, 57-78.	0.4	60
52	Change of foreign operation method: impetus and switching costs. <i>International Business Review</i> , 2002, 11, 325-345.	2.6	81
53	Replacing the Foreign Intermediary. <i>International Studies of Management and Organization</i> , 2000, 30, 45-62.	0.4	24
54	Chain Strategies and Modes of Foreign Market Penetration in Agribusiness. <i>Journal of International Food and Agribusiness Marketing</i> , 2000, 11, 1-21.	1.0	15

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55	Foreign operation methods and switching costs: conceptual issues and possible effects. Scandinavian Journal of Management, 1999, 15, 213-229.	1.0	34
56	PROMOTING EFFORTS FROM DEVELOPING COUNTRIES: AN EMPIRICAL TEST OF THE IMPACT OF IMPORT PROMOTION OFFICES. International Trade Journal, 1999, 13, 187-209.	0.5	1
57	Divestment of foreign production operations. Applied Economics, 1997, 29, 1365-1378.	1.2	171
58	Ownership structures of norwegian foreign subsidiaries in manufacturing. International Trade Journal, 1996, 10, 157-198.	0.5	33
59	Promoting imports from developing countries: A marketing perspective. Journal of Business Research, 1995, 32, 141-148.	5.8	4
60	Foreign Market Servicing: Beyond Choice of Entry Mode. Journal of International Marketing, 1994, 2, 7-27.	2.5	191
61	An exploration of the information behaviour of Norwegian exporters. International Journal of Information Management, 1993, 13, 274-286.	10.5	47
62	The Expansion of Foreign Direct Investments: Discrete Rational Location Choices or a Cultural Learning Process?. Journal of International Business Studies, 1992, 23, 461-476.	4.6	367
63	The Termination Dilemma of Foreign Intermediaries: Performance, Anti-Shirking Measures and Hold-Up Safeguards. Advances in International Marketing, 0, , 317-339.	0.3	9
64	Managing the Internalisation Process - A Theoretical Perspective. SSRN Electronic Journal, 0, , .	0.4	13
65	The Internationalization Patterns of Norwegian Firms: Does Industry Matter?. SSRN Electronic Journal, 0, , .	0.4	0
66	The Termination Dilemma of Foreign Intermediaries: Performance, Anti-Shirking Measures and Hold-Up Safeguards. SSRN Electronic Journal, 0, , .	0.4	0
67	Predicting the Diversity of Foreign Entry Modes. SSRN Electronic Journal, 0, , .	0.4	0
68	Offshore Outsourcing: A Dynamic, Operation Mode Perspective. SSRN Electronic Journal, 0, , .	0.4	0
69	Multinational Enterprise Organizational Structures and Subsidiary Role and Capability Development: The Moderating Role of Establishment Mode. Group and Organization Management, 0, , 105960112110609.	2.7	1