Nelson Phillips

List of Publications by Year
in descending order

88 papers	11,358 citations	41344 49 h-index	58581 82 g-index
101 all docs	101 docs citations	101 times ranked	6410 citing authors

#	Article	IF	Citations
1	Discourse and Institutions. Academy of Management Review, 2004, 29, 635-652.	11.7	1,049
2	Bridging Institutional Entrepreneurship and the Creation of New Organizational Forms: A Multilevel Model. Organization Science, 2011, 22, 60-80.	4.5	735
3	Strategies of Engagement: Lessons from the Critical Examination of Collaboration and Conflict in an Interorganizational Domain. Organization Science, 1998, 9, 217-230.	4.5	457
4	Resources, Knowledge and Influence: The Organizational Effects of Interorganizational Collaboration*. Journal of Management Studies, 2003, 40, 321-347.	8.3	438
5	Discourse as a Strategic Resource. Human Relations, 2000, 53, 1227-1248.	5.4	426
6	Remembrance of Things Past? The Dynamics of Organizational Forgetting. Management Science, 2004, 50, 1603-1613.	4.1	385
7	Interâ€organizational Collaboration and the Dynamics of Institutional Fields. Journal of Management Studies, 2000, 37, no.	8.3	353
8	The Birth of the 'Kodak Moment': Institutional Entrepreneurship and the Adoption of New Technologies. Organization Studies, 2005, 26, 1665-1687.	5.3	344
9	Altruism and Agency in the Family Firm: Exploring the Role of Family, Kinship, and Ethnicity. Entrepreneurship Theory and Practice, 2006, 30, 861-877.	10.2	323
10	From Moby Dick to Free Willy: Macro-Cultural Discourse and Institutional Entrepreneurship in Emerging Institutional Fields. Organization, 2004, 11, 689-711.	4.8	310
11	The Distinctive Challenge of Educating Social Entrepreneurs: A Postscript and Rejoinder to the Special Issue on Entrepreneurship Education. Academy of Management Learning and Education, 2007, 6, 264-271.	2.5	285
12	Institutional Work as Logics Shift: The Case of Intelâ€™s Transformation to Platform Leader. Organization Studies, 2013, 34, 1035-1071.	5.3	252
13	Telling Organizational Tales: On the Role of Narrative Fiction in the Study of Organizations. Organization Studies, 1995, 16, 625-649.	5.3	250
14	No Joking Matter: Discursive Struggle in the Canadian Refugee System. Organization Studies, 1999, 20, 1-24.	5.3	247
15	Reflexivity in Organization and Management Theory: A Study of the Production of the Research `Subject'. Human Relations, 2001, 54, 531-560.	5.4	205
16	Beyond Philanthropy: Community Enterprise as a Basis for Corporate Citizenship. Journal of Business Ethics, 2005, 58, 327-344.	6.0	178
17	Managing Multiple Identities: Discourse, Legitimacy and Resources in the UK Refugee System. Organization, 1997, 4, 159-185.	4.8	177
18	â€˜Citibankersâ€™ at Citigroup: A Study of the Loss of Institutional Trust after a Merger. Journal of Management Studies, 2008, 45, 372-401.	8.3	177

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19	Opportunity recognition, entrepreneurial capabilities and bricolage: connecting institutional theory and entrepreneurship in strategic organization. Strategic Organization, 2007, 5, 313-320.	5.0	176
20	Building the Born Global Firm. Long Range Planning, 2008, 41, 440-458.	4.9	157
21	Institutional Effects of Interorganizational Collaboration: The Emergence of Proto-Institutions. Academy of Management Journal, 2002, 45, 281-290.	6.3	156
22	Entrepreneurship in Emerging Markets. Management International Review, 2011, 51, 23-39.	3.3	152
23	When `Silence = Death', Keep Talking: Trust, Control and the Discursive Construction of Identity in the Canadian HIV/AIDS Treatment Domain. Organization Studies, 2001, 22, 285-310.	5.3	139
24	Organizational Discourse: Domains, Debates, and Directions. Academy of Management Annals, 2012, 6, 435-481.	9.6	134
25	Managing the Consequences of Organizational Stigmatization: Identity Work in a Social Enterprise. Academy of Management Journal, 2016, 59, 740-765.	6.3	126
26	Strategies of alignment. Strategic Organization, 2011, 9, 103-135.	5.0	125
27	Coerced Practice Implementation in Cases of Low Cultural Fit: Cultural Change and Practice Adaptation During the Implementation of Six Sigma at 3M. Academy of Management Journal, 2013, 56, 1724-1753.	6.3	120
28	Applying Critical Discourse Analysis in Strategic Management Research. Organizational Research Methods, 2008, 11, 770-789.	9.1	116
29	The turn to work in organization and management theory: Some implications for strategic organization. Strategic Organization, 2012, 10, 223-230.	5.0	108
30	Understanding Cultural Industries. Journal of Management Inquiry, 2002, 11, 430-441.	3.9	106
31	Rethinking institutional distance: strengthening the tie between new institutional theory and international management. Strategic Organization, 2009, 7, 339-348.	5.0	101
32	Building entrepreneurial tie portfolios through strategic homophily: The role of narrative identity work in venture creation and early growth. Journal of Business Venturing, 2013, 28, 134-150.	6.3	97
33	Watching Whale Watching. Journal of Applied Behavioral Science, The, 1999, 35, 479-502.	3.3	94
34	Crossroads Understanding Language Games. Organization Science, 1995, 6, 322-334.	4.5	93
35	Succession Narratives in Family Business: The Case of Alessi. Entrepreneurship Theory and Practice, 2014, 38, 1375-1394.	10.2	93
36	Organizational Discourse: Domains, Debates, and Directions. Academy of Management Annals, 2012, 6, 435-481.	9.6	92

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37	Researching "Back Home" Organizational Research Methods, 2008, 11, 541-561.	9.1	91
38	Protecting Scientists from Gordon Gekko: How Organizations Use Hybrid Spaces to Engage with Multiple Institutional Logics. Organization Science, 2019, 30, 298-318.	4.5	87
39	Health Systems in Transition: Professional Identity Work in the Context of Shifting Institutional Logics. Academy of Management Journal, 2017, 60, 610-641.	6.3	81
40	Swimming with sharks: creating strategic change through multi-sector collaboration. International Journal of Strategic Change Management, 2006, 1, 96.	0.7	77
41	Understanding Value Creation in Public–Private Partnerships: A Comparative Case Study. Journal of Management Studies, 2017, 54, 876-905.	8.3	77
42	Text Me! New Consumer Practices and Change in Organizational Fields. Organization Science, 2011, 22, 1579-1599.	4.5	69
43	Fish out of Water: Translation, Legitimation, and New Venture Creation. Academy of Management Journal, 2018, 61, 1627-1666.	6.3	69
44	Practice-Based Wisdom Theory for Integrating Institutional Logics: A New Model for Social Entrepreneurship Learning and Education. Academy of Management Learning and Education, 2016, 15, 607-625.	2.5	61
45	Corporate Corruption: A Review and an Agenda for Future Research. Academy of Management Annals, 2020, 14, 935-968.	9.6	59
46	Constructing Organizational Life. , 2019, , .		59
47	Social Investment through Community Enterprise: The Case of Multinational Corporations Involvement in the Development of Nigerian Water Resources. Journal of Business Ethics, 2007, 73, 91-101.	6.0	58
48	Organizational Learning and the Technology of Foolishness: The Case of Virtual Worlds at IBM. Organization Science, 2013, 24, 1358-1376.	4.5	58
49	Building the Tower of Babel: Communities of Practice and Paradigmatic Pluralism in Organization Studies. Organization, 1998, 5, 191-215.	4.8	57
50	Sun, sand, and hard currency. Annals of Tourism Research, 1997, 24, 777-795.	6.4	54
51	Taking religion seriously in the study of organizations. Research in the Sociology of Organizations, 2014, , 3-21.	0.8	53
52	The "Voice of Industry" Why management researchers should pay more attention to trade associations. Strategic Organization, 2015, 13, 224-232.	5.0	52
53	Managing legitimacy in ecotourism. Tourism Management, 1997, 18, 307-316.	9.8	43
54	From the Guest Editors: Educating Social Entrepreneurs and Social Innovators. Academy of Management Learning and Education, 2012, 11, 319-323.	2.5	43

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55	The concept of industry and the case of radical technological change. Journal of High Technology Management Research, 2002, 13, 279-297.	4.9	42
56	Talk and Action: Conversations and Narrative in Interorganizational Collaboration. , 1998, , 65-83.		42
57	Beyond the lean start-up: experimentation in corporate entrepreneurship and innovation. Innovation: Management, Policy and Practice, 2020, 22, 1-11.	3.9	32
58	Rumor Communities, Social Media, and Forthcoming Innovations: The Shaping of Technological Frames in Product Market Evolution. Academy of Management Review, 2020, 45, 304-324.	11.7	29
59	â€œGiant Toxic Lakes You Can See from Spaceâ€﹕ A Theory of Multimodal Messages and Emotion in Legitimacy Work. Organization Studies, 2020, 41, 1055-1078.	5.3	29
60	Expanding Research on Corporate Corruption, Management, and Organizations. Journal of Management Inquiry, 2017, 26, 247-253.	3.9	28
61	Entrepreneurial Framing: A Literature Review and Future Research Directions. Entrepreneurship Theory and Practice, 2022, 46, 578-606.	10.2	27
62	Managing in Transition. Journal of Management Inquiry, 2002, 11, 68-83.	3.9	26
63	Imprinting Beyond the Founding Phase: How Sedimented Imprints Develop over Time. Organization Science, 2020, 31, 1579-1600.	4.5	25
64	Bringing the organization back in: a comment on conceptualizations of power in upward influence research. Journal of Organizational Behavior, 1997, 18, 43-47.	4.7	17
65	Commentary: Separating Play and Critique. Journal of Management Inquiry, 1998, 7, 154-160.	3.9	17
66	Learning from Foundation: Asimov's Psychohistory and the Limits of Organization Theory. Organization, 1999, 6, 591-608.	4.8	17
67	Formal organizations and interstitial spaces: Catalysts, complexity, and the initiation of cross-field collaboration. Strategic Organization, 2021, 19, 5-36.	5.0	11
68	Discussing â€œDiscourse and Institutionsâ€﹕ A Reply to Lok and Willmott. Academy of Management Review, 2006, 31, 480-483.	11.7	11
69	What Is Academic Success Anyway? A Rejoinder to â€œConfronting the Crisis of Confidence in Management Studiesâ€﹕ Academy of Management Learning and Education, 2019, 18, 306-309.	2.5	7
70	Institutional Arbitrage: How Actors Exploit Institutional Difference. Organization Theory, 2022, 3, 263178772210903.	4.4	7
71	Collective identity and the limits of innovation: a review and research agenda. Innovation: Management, Policy and Practice, 2021, 23, 1-16.	3.9	6
72	Perspectives on Innovation Management. , 2014, , .		4

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73	Introduction to the retrospective section: innovation in China, grassroots innovation, and city regions. Innovation: Management, Policy and Practice, 2016, 18, 411-412.	3.9	3
74	Editorial: Using and Developing Organization Theory to Study Innovation. Innovation: Management, Policy and Practice, 2017, 19, 1-4.	3.9	3
75	From Crisis to Enlivenment: An AOM President Responds to EO13769. Journal of Management Inquiry, 2019, 28, 291-297.	3.9	3
76	Measuring the organisational health of acute sector healthcare organisations: Development and validation of the Healthcare-OH survey. International Journal of Healthcare Management, 2021, 14, 64-76.	2.0	3
77	Introduction: Definitions and New Directions in Educating Social Entrepreneurs and Innovators. Academy of Management Learning and Education, 2012, 11, 408-408.	2.5	2
78	Editors' Statement. Journal of Management Inquiry, 2014, 23, 3-4.	3.9	2
79	Scaling technology ventures in Africa: new opportunities for research. Innovation: Management, Policy and Practice, 2022, 24, 552-567.	3.9	2
80	Editorial Essay: Where to From Here?. Journal of Management Inquiry, 2010, 19, 95-96.	3.9	1
81	Organizing Innovation. , 2014, , .		1
82	Organizational Identity in Institutional Theory. , 2016, , .		1
83	From the Editors-in-Chief. Journal of Management Inquiry, 2016, 25, 119-121.	3.9	1
84	Understanding value creation in cultural industries: strategies for creating and managing meaning. Journal of Humanities and Applied Social Sciences, 2020, 2, 165-180.	1.0	1
85	All that glitters: a call for more research on corrupt entrepreneurship. Innovation: Management, Policy and Practice, 2023, 25, 348-370.	3.9	1
86	Text Me! New Consumer Practices and Change in Organizational Fields. SSRN Electronic Journal, 2012, , .	0.4	0
87	Nine Years at the Helm: Reflections on Being JMI Editor-in-Chief. Journal of Management Inquiry, 2017, 26, 440-442.	3.9	0
88	A Pact with the Devil? Organizations engaging with multiple logics. Proceedings - Academy of Management, 2012, 2012, 14635.	0.1	0