

# Robert B Handfield

## List of Publications by Year in descending order

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129  
papers

17,483  
citations

31974

53  
h-index

18647

119  
g-index

143  
all docs

143  
docs citations

143  
times ranked

8001  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Severity of Supply Chain Disruptions: Design Characteristics and Mitigation Capabilities. <i>Decision Sciences</i> , 2007, 38, 131-156.	4.5	1,196
2	Supplier integration into new product development: coordinating product, process and supply chain design. <i>Journal of Operations Management</i> , 2005, 23, 371-388.	5.2	915
3	Applying environmental criteria to supplier assessment: A study in the application of the Analytical Hierarchy Process. <i>European Journal of Operational Research</i> , 2002, 141, 70-87.	5.7	881
4	The relationships between supplier development, commitment, social capital accumulation and performance improvement. <i>Journal of Operations Management</i> , 2007, 25, 528-545.	5.2	849
5	Effective case research in operations management: a process perspective. <i>Journal of Operations Management</i> , 2002, 20, 419-433.	5.2	713
6	The role of trust and relationship structure in improving supply chain responsiveness. <i>Industrial Marketing Management</i> , 2002, 31, 367-382.	6.7	688
7	Success Factors in Strategic Supplier Alliances: The Buying Company Perspective. <i>Decision Sciences</i> , 1998, 29, 553-577.	4.5	647
8	Environmental management systems and green supply chain management: complements for sustainability?. <i>Business Strategy and the Environment</i> , 2008, 17, 30-45.	14.3	612
9	Involving Suppliers in New Product Development. <i>California Management Review</i> , 1999, 42, 59-82.	6.3	534
10	Benefits associated with supplier integration into new product development under conditions of technology uncertainty. <i>Journal of Business Research</i> , 2002, 55, 389-400.	10.2	525
11	The Green Supply Chain: Integrating Suppliers into Environmental Management Processes. <i>International Journal of Purchasing and Materials Management</i> , 1998, 34, 2-11.	0.9	499
12	An empirically derived agenda of critical research issues for managing supply-chain disruptions. <i>International Journal of Production Research</i> , 2005, 43, 4067-4081.	7.5	473
13	“Green”™ value chain practices in the furniture industry. <i>Journal of Operations Management</i> , 1997, 15, 293-315.	5.2	444
14	Integrating environmental management and supply chain strategies. <i>Business Strategy and the Environment</i> , 2005, 14, 1-19.	14.3	415
15	Creating supply chain relational capital: The impact of formal and informal socialization processes. <i>Journal of Operations Management</i> , 2006, 24, 851-863.	5.2	402
16	Success factors for integrating suppliers into new product development*1. <i>Journal of Product Innovation Management</i> , 1997, 14, 190-202.	9.5	396
17	A Model of Supplier Integration into New Product Development*. <i>Journal of Product Innovation Management</i> , 2003, 20, 284-299.	9.5	379
18	An empirical investigation of supplier development: reactive and strategic processes. <i>Journal of Operations Management</i> , 1998, 17, 39-58.	5.2	374

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19	Knowledge Sharing in Interorganizational Product Development Teams: The Effect of Formal and Informal Socialization Mechanisms<sup>*</sup>. Journal of Product Innovation Management, 2009, 26, 156-172.	9.5	350
20	Success Factors for Integrating Suppliers into New Product Development. Journal of Product Innovation Management, 1997, 14, 190-202.	9.5	347
21	The scientific theory-building process: a primer using the case of TQM. Journal of Operations Management, 1998, 16, 321-339.	5.2	329
22	Supply chain management: an empirical study of its impact on performance. International Journal of Operations and Production Management, 1999, 19, 1034-1052.	5.9	282
23	A Contingent View of Quality Management-The Impact of International Competition on Quality. Decision Sciences, 2000, 31, 649-690.	4.5	265
24	BUYERâ€™S SUPPLIER RELATIONSHIPS: DERIVED VALUE OVER TWO DECADES. Journal of Supply Chain Management, 2008, 44, 28-55.	10.2	243
25	Integrating environmental concerns into the design process: the gap between theory and practice. IEEE Transactions on Engineering Management, 2001, 48, 189-208.	3.5	188
26	Supply management's evolution: key skill sets for the supply manager of the future. International Journal of Operations and Production Management, 2006, 26, 822-844.	5.9	180
27	Validating the Malcolm Baldrige National Quality Award Framework through structural equation modelling. International Journal of Production Research, 2000, 38, 765-791.	7.5	172
28	BUYER DEPENDENCY AND RELATIONAL CAPITAL FORMATION: THE MEDIATING EFFECTS OF SOCIALIZATION PROCESSES AND SUPPLIER INTEGRATION. Journal of Supply Chain Management, 2008, 44, 53-65.	10.2	170
29	Corona virus, tariffs, trade wars and supply chain evolutionary design. International Journal of Operations and Production Management, 2020, 40, 1649-1660.	5.9	166
30	A resource dependence perspective of Just-in-Time purchasing. Journal of Operations Management, 1993, 11, 289-311.	5.2	156
31	Stages of global sourcing strategy evolution: an exploratory study. Journal of Operations Management, 1998, 16, 241-255.	5.2	150
32	Mapping the Landscape of Future Research Themes in Supply Chain Management. Journal of Business Logistics, 2016, 37, 205-212.	10.6	142
33	How Can Supply Management Really Improve Performance? A Knowledgeâ€Based Model of Alignment Capabilities. Journal of Supply Chain Management, 2015, 51, 3-17.	10.2	125
34	AN ASSESSMENT OF SUPPLIER â€™ CUSTOMER RELATIONSHIPS. Journal of Business Logistics, 2004, 25, 25-62.	10.6	116
35	Breakthrough Scanning, Supplier Knowledge Exchange, and New Product Development Performance. Journal of Product Innovation Management, 2011, 28, 930-942.	9.5	115
36	Strategic purchasing, supply management practices and buyer performance improvement: an empirical study of UK manufacturing organisations. International Journal of Production Research, 2009, 47, 2649-2667.	7.5	113

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37	US Global Sourcing: Patterns of Development. <i>International Journal of Operations and Production Management</i> , 1994, 14, 40-51.	5.9	112
38	Investigating the linkage between total quality management and environmentally responsible manufacturing. <i>IEEE Transactions on Engineering Management</i> , 2000, 47, 444-464.	3.5	109
39	Enhancing the firm's performance through quality and supply base management: An empirical study. <i>International Journal of Production Research</i> , 1998, 36, 2813-2837.	7.5	100
40	Sustainable supplier selection and order allocation: A novel multi-objective programming model with a hybrid solution approach. <i>Computers and Industrial Engineering</i> , 2019, 129, 192-209.	6.3	98
41	An organizational entrepreneurship model of supply management integration and performance outcomes. <i>International Journal of Operations and Production Management</i> , 2009, 29, 100-126.	5.9	96
42	Key issues in global supply base management. <i>Industrial Marketing Management</i> , 2004, 33, 29-35.	6.7	94
43	Antecedents of leadtime competitiveness in make-to-order manufacturing firms. <i>International Journal of Production Research</i> , 1995, 33, 511-537.	7.5	93
44	Forces, trends, and decisions in pharmaceutical supply chain management. <i>International Journal of Physical Distribution and Logistics Management</i> , 2011, 41, 601-622.	7.4	92
45	Concurrent development and strategic outsourcing. <i>Journal of High Technology Management Research</i> , 2000, 11, 35-57.	4.9	83
46	The role of learning and technical capabilities in predicting adoption of B2B technologies. <i>Industrial Marketing Management</i> , 2004, 33, 627-641.	6.7	82
47	Quality-Driven Change and its Effects on Financial Performance. <i>Quality Management Journal</i> , 1998, 5, 13-30.	1.4	81
48	Effects of concurrent engineering on make-to-order products. <i>IEEE Transactions on Engineering Management</i> , 1994, 41, 384-393.	3.5	76
49	Electronic Data Interchange: Research Review and Future Directions*. <i>Decision Sciences</i> , 2009, 40, 121-163.	4.5	76
50	Emerging procurement technology: data analytics and cognitive analytics. <i>International Journal of Physical Distribution and Logistics Management</i> , 2019, 49, 972-1002.	7.4	63
51	May you live in interesting times – the emergence of theory-driven empirical research. <i>Journal of Operations Management</i> , 1998, 16, 311-319.	5.2	62
52	Just-in-time and logistics in global sourcing: an empirical study. <i>International Journal of Physical Distribution and Logistics Management</i> , 1997, 27, 244-259.	7.4	60
53	The microfoundations of an operational capability in digital manufacturing. <i>Journal of Operations Management</i> , 2019, 65, 774-793.	5.2	59
54	Measuring the benefits of ERP on supply management maturity model: a "big data" method. <i>International Journal of Operations and Production Management</i> , 2015, 35, 2-25.	5.9	58

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55	An integrated chance-constrained stochastic model for efficient and sustainable supplier selection and order allocation. <i>International Journal of Production Research</i> , 2018, 56, 6890-6916.	7.5	55
56	Inventory policies in a fuzzy uncertain supply chain environment. <i>European Journal of Operational Research</i> , 2009, 197, 609-619.	5.7	54
57	Analytical foundations for development of real-time supply chain capabilities. <i>International Journal of Production Research</i> , 2019, 57, 1571-1589.	7.5	54
58	A Commons for a Supply Chain in the Post-COVID-19 Era: The Case for a Reformed Strategic National Stockpile. <i>Milbank Quarterly</i> , 2020, 98, 1058-1090.	4.4	50
59	Trust, power, dependence, and economics: can SCM research borrow paradigms?. <i>International Journal of Integrated Supply Management</i> , 2004, 1, 3.	0.3	49
60	Integrating Suppliers into New Product Development. <i>Research Technology Management</i> , 2007, 50, 44-51.	0.8	48
61	The Role of Materials Management in Developing Time-Based Competition. <i>International Journal of Purchasing and Materials Management</i> , 1993, 29, 2-10.	0.9	45
62	Blurry vision: Supply chain visibility for personal protective equipment during COVID-19. <i>Journal of Purchasing and Supply Management</i> , 2021, 27, 100689.	5.7	45
63	An Empirical Study of Delivery Speed and Reliability. <i>International Journal of Operations and Production Management</i> , 1992, 12, 58-72.	5.9	36
64	An empirical examination of quality tool deployment patterns and their impact on performance. <i>International Journal of Production Research</i> , 1999, 37, 1403-1426.	7.5	36
65	Managing Conflict of Interest Issues in Purchasing. <i>Journal of Supply Chain Management</i> , 2006, 42, 41-50.	10.2	36
66	EFFECTS OF OPERATIONAL EMPLOYEE SKILLS ON ADVANCED MANUFACTURING TECHNOLOGY PERFORMANCE. <i>Production and Operations Management</i> , 2000, 9, 222-238.	3.8	36
67	A meta-analysis of doctoral dissertations in purchasing. <i>Journal of Operations Management</i> , 1997, 15, 101-121.	5.2	35
68	An Economic Impact Analysis of the US Biobased Products Industry: A Report to the Congress of the United States of America. <i>Industrial Biotechnology</i> , 2015, 11, 201-209.	0.8	35
69	Distinguishing Features of Just-in-Time Systems in the Make-to-Order/Assemble-to-Order Environment. <i>Decision Sciences</i> , 1993, 24, 581-602.	4.5	34
70	Risk management consideration in the bioeconomy. <i>Biofuels, Bioproducts and Biorefining</i> , 2017, 11, 549-566.	3.7	32
71	Life-cycle modeling framework for electronic waste recovery and recycling processes. <i>Resources, Conservation and Recycling</i> , 2020, 161, 104841.	10.8	32
72	An enactment theory model of supplier financial disruption risk mitigation. <i>Supply Chain Management</i> , 2017, 22, 442-457.	6.4	30

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73	Assessing supply chain risk for apparel production in low cost countries using newsfeed analysis. <i>Supply Chain Management</i> , 2020, 25, 803-821.	6.4	30
74	Talent management issues for multinational logistics companies in China: observations from the field. <i>International Journal of Logistics Research and Applications</i> , 2012, 15, 163-179.	8.8	27
75	An analysis of the diffusion of flexible manufacturing systems. <i>International Journal of Production Economics</i> , 1995, 39, 243-253.	8.9	26
76	Efficient and sustainable closed-loop supply chain network design: A two-stage stochastic formulation with a hybrid solution methodology. <i>Journal of Cleaner Production</i> , 2021, 308, 127323.	9.3	26
77	Redesigning global supply chains during compounding geopolitical disruptions: the role of supply chain logics. <i>International Journal of Operations and Production Management</i> , 2022, 42, 1407-1434.	5.9	26
78	A structural model analysis of the Malcolm Baldrige National Quality Award framework. <i>International Journal of Management and Decision Making</i> , 2003, 4, 289.	0.1	25
79	Towards supply chain collaboration: an operations audit of VMI initiatives in the electronics industry. <i>International Journal of Integrated Supply Management</i> , 2006, 2, 91.	0.3	25
80	Creating a Quality Culture through Organizational Change: A Case Analysis. <i>Journal of International Marketing</i> , 1994, 2, 7-36.	4.4	24
81	Impact factor as a metric to assess journals where OM research is published. <i>Journal of Operations Management</i> , 2012, 30, 24-43.	5.2	24
82	Strategic sourcing management's mindset: strategic sourcing orientation and its implications. <i>International Journal of Physical Distribution and Logistics Management</i> , 2014, 44, 768-795.	7.4	24
83	Overcoming blind spots in global sourcing research: Exploiting the cross-sections between supply chain management and international business. <i>Journal of International Management</i> , 2020, 26, 100709.	4.2	23
84	The magnitude of a product recall: offshore outsourcing vs. captive offshoring effects. <i>International Journal of Production Research</i> , 2019, 57, 4211-4227.	7.5	22
85	The role of psychological distance in organizational responses to modern slavery risk in supply chains. <i>Journal of Operations Management</i> , 2021, 67, 989-1016.	5.2	22
86	Following the Thread: Industry Cluster Theory, the New England Cotton Textiles Industry, and Implications for Future Supply Chain Research. <i>Production and Operations Management</i> , 2007, 16, 154-157.	3.8	20
87	Shifts in buyer-seller relationships: A retrospective on. <i>Industrial Marketing Management</i> , 2019, 83, 194-206.	6.7	20
88	Covid-19 response of an additive manufacturing cluster in Australia. <i>Supply Chain Management</i> , 2021, 26, 767-784.	6.4	20
89	THE IMPACT OF UNIONS ON OPERATIONS STRATEGY. <i>Production and Operations Management</i> , 2000, 9, 141-157.	3.8	18
90	Quality, manufacturing strategy, and global competition. <i>Benchmarking</i> , 2000, 7, 174-182.	4.6	17

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91	Change Is Good, But Not Too Much: Dynamic Positioning in the Interfirm Network and New Product Development. <i>Journal of Product Innovation Management</i> , 2018, 35, 960-982.	9.5	17
92	Tuning value chains for better signals in the post-COVID era: vaccine supply chain concerns. <i>International Journal of Operations and Production Management</i> , 2021, 41, 1302-1317.	5.9	16
93	The Application of Quality Tools in Achieving Quality Attributes and Strategies. <i>Quality Management Journal</i> , 1997, 5, 75-100.	1.4	15
94	On Academic Rankings, Unacceptable Methods, and the Social Obligations of Business Schools. <i>Decision Sciences</i> , 2017, 48, 561-585.	4.5	15
95	Effects of power use in buyer-supplier relationships: The moderating role of communication. <i>Industrial Marketing Management</i> , 2022, 102, 45-57.	6.7	15
96	Managing Component Life Cycles in Dynamic Technological Environments. <i>International Journal of Purchasing and Materials Management</i> , 1994, 30, 19-27.	0.9	14
97	Do trade-offs exist in operations strategy? Insights from the stamping die industry. <i>Business Horizons</i> , 2000, 43, 69-77.	5.2	14
98	A multi-agent simulation of the pharmaceutical supply chain. <i>Journal of Simulation</i> , 2012, 6, 215-226.	1.5	14
99	Insurance companies' perspectives on the orphan drug pipeline. <i>American Health and Drug Benefits</i> , 2013, 6, 589-98.	0.5	13
100	NC State's Supply Chain Resource Cooperative Educates in the Real World. <i>Interfaces</i> , 2011, 41, 548-563.	1.5	10
101	Forecasting model selection using intermediate classification: Application to MonarchFx corporation. <i>Expert Systems With Applications</i> , 2020, 151, 113371.	7.6	10
102	The Impact of Raw Materials Price Volatility on Cost of Goods Sold (COGS) for Product Manufacturing. <i>IEEE Transactions on Engineering Management</i> , 2018, 65, 460-473.	3.5	9
103	Addressing Social Issues in Commodity Markets: Using Cost Modeling as an Enabler of Public Policy in the Bangladeshi Apparel Industry. <i>Journal of Supply Chain Management</i> , 2020, 56, 25-44.	10.2	9
104	Developing supply chain immunity for future pandemic disruptions. <i>Journal of Humanitarian Logistics and Supply Chain Management</i> , 2022, 12, 482-501.	2.8	9
105	The Emergent Industrial Bioeconomy. <i>Industrial Biotechnology</i> , 2014, 10, 371-375.	0.8	8
106	The Impact of Energy Deregulation on Sourcing Strategy. <i>Journal of Supply Chain Management</i> , 2004, 40, 38-48.	10.2	7
107	The role of effective relationship management in successful large oil and gas projects. <i>Journal of Strategic Contracting and Negotiation</i> , 2015, 1, 15-41.	0.8	7
108	An Assessment of Manufacturing Customer Pain Points: Challenges for Researchers. <i>Supply Chain Forum</i> , 2005, 6, 6-15.	4.2	5

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109	Developing Talent from a Supplyâ€‘Demand Perspective: An Optimization Model for Managers. Logistics, 2017, 1, 5.	4.3	5
110	An Economic Impact Analysis of the US Biobased Products Industry. Industrial Biotechnology, 2021, 17, 259-270.	0.8	5
111	Loss rate forecasting framework based on macroeconomic changes: Application to US credit card industry. Expert Systems With Applications, 2021, 165, 113954.	7.6	4
112	The state of JOM: An outgoing editor's (retro)spective. Journal of Operations Management, 2006, 24, 417-420.	5.2	3
113	THE REVIEWERS HATED IT! WHAT TO DO WHEN YOUR RESULTS DON'T ADD UP. Journal of Supply Chain Management, 2011, 47, 11-16.	10.2	3
114	Biopharmaceutical Supply Chains. , 0, , .		3
115	Green Chemistry A Strong Driver of Innovation, Growth, and Business Opportunity. Industrial Biotechnology, 2021, 17, 311-315.	0.8	3
116	The Biobased Products Industry: Reflections and Insights from a Multi-Year Empirical and Modeling Evaluation for the Congress of the United States. Industrial Biotechnology, 2015, 11, 183-187.	0.8	2
117	Assessing Adoption Factors for Additive Manufacturing: Insights from Case Studies. Logistics, 2022, 6, 36.	4.3	2
118	Using the value chain concept to improve interactive marketing. Journal of Direct, Data and Digital Marketing Practice, 2003, 4, 343-354.	0.1	1
119	Mapping the automotive textile supply chain. , 2008, , 17-42.		1
120	Organizational Structure and Application of Supply Market Intelligence. , 2014, , .		1
121	Purchasingâ€™s Role as an Influencer of Business Outcomes. Management for Professionals, 2020, , 191-204.	0.5	1
122	Establishing Operational Norms for Labor Rights Standards Implementation in Low-Cost Apparel Production. Sustainability, 2021, 13, 12120.	3.2	1
123	The Convergence of Policies, Consumers and ESG: Five Examples Pulled from Recent Reports on the US Biobased Economy. Industrial Biotechnology, 2021, 17, 318-320.	0.8	1
124	Do prices vary with purchase volumes in healthcare contracts?. Journal of Strategic Contracting and Negotiation, 2017, 3, 185-214.	0.8	0
125	The US Needs to Step Up Biobased Investment to Catch Up with the Rest of the World. Industrial Biotechnology, 2018, 14, 81-82.	0.8	0
126	The Deming management method and digital partnering in a construction procurement contract. Journal of Strategic Contracting and Negotiation, 0, , 205556362110224.	0.8	0



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127	Double Blind Peer-Review in Logistics. Logistics, 2021, 5, 40.	4.3	0
128	Value Creation In Supplier Development: A Complementarity Approach. Proceedings - Academy of Management, 2012, 2012, 16323.	0.1	0
129	Modern Slavery and Global Supply Chains: Agency and Psychological Distance. Proceedings - Academy of Management, 2020, 2020, 13657.	0.1	0