

# 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	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
2	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
3	Assessing Adoption Factors for Additive Manufacturing: Insights from Case Studies. <i>Logistics</i> , 2022, 6, 36.	4.3	2
4	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
5	Loss rate forecasting framework based on macroeconomic changes: Application to US credit card industry. <i>Expert Systems With Applications</i> , 2021, 165, 113954.	7.6	4
6	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
7	Double Blind Peer-Review in Logistics. <i>Logistics</i> , 2021, 5, 40.	4.3	0
8	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
9	Covid-19 response of an additive manufacturing cluster in Australia. <i>Supply Chain Management</i> , 2021, 26, 767-784.	6.4	20
10	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
11	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
12	An Economic Impact Analysis of the US Biobased Products Industry. <i>Industrial Biotechnology</i> , 2021, 17, 259-270.	0.8	5
13	Establishing Operational Norms for Labor Rights Standards Implementation in Low-Cost Apparel Production. <i>Sustainability</i> , 2021, 13, 12120.	3.2	1
14	Green Chemistry A Strong Driver of Innovation, Growth, and Business Opportunity. <i>Industrial Biotechnology</i> , 2021, 17, 311-315.	0.8	3
15	The Convergence of Policies, Consumers and ESG: Five Examples Pulled from Recent Reports on the US Biobased Economy. <i>Industrial Biotechnology</i> , 2021, 17, 318-320.	0.8	1
16	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
17	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
18	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

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19	Corona virus, tariffs, trade wars and supply chain evolutionary design. International Journal of Operations and Production Management, 2020, 40, 1649-1660.	5.9	166
20	Life-cycle modeling framework for electronic waste recovery and recycling processes. Resources, Conservation and Recycling, 2020, 161, 104841.	10.8	32
21	Forecasting model selection using intermediate classification: Application to MonarchFx corporation. Expert Systems With Applications, 2020, 151, 113371.	7.6	10
22	Addressing Social Issues in Commodity Markets: Using Cost Modeling as an Enabler of Public Policy in the Bangladeshi Apparel Industry. Journal of Supply Chain Management, 2020, 56, 25-44.	10.2	9
23	Purchasing's Role as an Influencer of Business Outcomes. Management for Professionals, 2020, , 191-204.	0.5	1
24	Modern Slavery and Global Supply Chains: Agency and Psychological Distance. Proceedings - Academy of Management, 2020, 2020, 13657.	0.1	0
25	Analytical foundations for development of real-time supply chain capabilities. International Journal of Production Research, 2019, 57, 1571-1589.	7.5	54
26	The microfoundations of an operational capability in digital manufacturing. Journal of Operations Management, 2019, 65, 774-793.	5.2	59
27	Emerging procurement technology: data analytics and cognitive analytics. International Journal of Physical Distribution and Logistics Management, 2019, 49, 972-1002.	7.4	63
28	Shifts in buyer-seller relationships: A retrospective on. Industrial Marketing Management, 2019, 83, 194-206.	6.7	20
29	Sustainable supplier selection and order allocation: A novel multi-objective programming model with a hybrid solution approach. Computers and Industrial Engineering, 2019, 129, 192-209.	6.3	98
30	The magnitude of a product recall: offshore outsourcing vs. captive offshoring effects. International Journal of Production Research, 2019, 57, 4211-4227.	7.5	22
31	The Impact of Raw Materials Price Volatility on Cost of Goods Sold (COGS) for Product Manufacturing. IEEE Transactions on Engineering Management, 2018, 65, 460-473.	3.5	9
32	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
33	Change Is Good, But Not Too Much: Dynamic Positioning in the Interfirm Network and New Product Development. Journal of Product Innovation Management, 2018, 35, 960-982.	9.5	17
34	An integrated chance-constrained stochastic model for efficient and sustainable supplier selection and order allocation. International Journal of Production Research, 2018, 56, 6890-6916.	7.5	55
35	Risk management consideration in the bioeconomy. Biofuels, Bioproducts and Biorefining, 2017, 11, 549-566.	3.7	32
36	On Academic Rankings, Unacceptable Methods, and the Social Obligations of Business Schools. Decision Sciences, 2017, 48, 561-585.	4.5	15

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37	An enactment theory model of supplier financial disruption risk mitigation. Supply Chain Management, 2017, 22, 442-457.	6.4	30
38	Developing Talent from a Supplyâ€“Demand Perspective: An Optimization Model for Managers. Logistics, 2017, 1, 5.	4.3	5
39	Do prices vary with purchase volumes in healthcare contracts?. Journal of Strategic Contracting and Negotiation, 2017, 3, 185-214.	0.8	0
40	Mapping the Landscape of Future Research Themes in Supply Chain Management. Journal of Business Logistics, 2016, 37, 205-212.	10.6	142
41	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
42	Measuring the benefits of ERP on supply management maturity model: a â€œbig dataâ€“method. International Journal of Operations and Production Management, 2015, 35, 2-25.	5.9	58
43	The role of effective relationship management in successful large oil and gas projects. Journal of Strategic Contracting and Negotiation, 2015, 1, 15-41.	0.8	7
44	An Economic Impact Analysis of the US Biobased Products Industry: A Report to the Congress of the United States of America. Industrial Biotechnology, 2015, 11, 201-209.	0.8	35
45	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
46	Organizational Structure and Application of Supply Market Intelligence. , 2014, , .		1
47	Strategic sourcing managementâ€™s mindset: strategic sourcing orientation and its implications. International Journal of Physical Distribution and Logistics Management, 2014, 44, 768-795.	7.4	24
48	The Emergent Industrial Bioeconomy. Industrial Biotechnology, 2014, 10, 371-375.	0.8	8
49	Insurance companies' perspectives on the orphan drug pipeline. American Health and Drug Benefits, 2013, 6, 589-98.	0.5	13
50	A multi-agent simulation of the pharmaceutical supply chain. Journal of Simulation, 2012, 6, 215-226.	1.5	14
51	Talent management issues for multinational logistics companies in China: observations from the field. International Journal of Logistics Research and Applications, 2012, 15, 163-179.	8.8	27
52	Impact factor as a metric to assess journals where OM research is published. Journal of Operations Management, 2012, 30, 24-43.	5.2	24
53	Value Creation In Supplier Development: A Complementarity Approach. Proceedings - Academy of Management, 2012, 2012, 16323.	0.1	0
54	Forces, trends, and decisions in pharmaceutical supply chain management. International Journal of Physical Distribution and Logistics Management, 2011, 41, 601-622.	7.4	92

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55	NC State's Supply Chain Resource Cooperative Educates in the Real World. Interfaces, 2011, 41, 548-563.	1.5	10
56	Breakthrough Scanning, Supplier Knowledge Exchange, and New Product Development Performance. Journal of Product Innovation Management, 2011, 28, 930-942.	9.5	115
57	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
58	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
59	Electronic Data Interchange: Research Review and Future Directions*. Decision Sciences, 2009, 40, 121-163.	4.5	76
60	Inventory policies in a fuzzy uncertain supply chain environment. European Journal of Operational Research, 2009, 197, 609-619.	5.7	54
61	An organizational entrepreneurship model of supply management integration and performance outcomes. International Journal of Operations and Production Management, 2009, 29, 100-126.	5.9	96
62	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
63	Environmental management systems and green supply chain management: complements for sustainability?. Business Strategy and the Environment, 2008, 17, 30-45.	14.3	612
64	BUYERâ€“SUPPLIER RELATIONSHIPS: DERIVED VALUE OVER TWO DECADES. Journal of Supply Chain Management, 2008, 44, 28-55.	10.2	243
65	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
66	Mapping the automotive textile supply chain. , 2008, , 17-42.		1
67	Integrating Suppliers into New Product Development. Research Technology Management, 2007, 50, 44-51.	0.8	48
68	Following the Thread: Industry Cluster Theory, the New England Cotton Textiles Industry, and Implications for Future Supply Chain Research. Production and Operations Management, 2007, 16, 154-157.	3.8	20
69	The Severity of Supply Chain Disruptions: Design Characteristics and Mitigation Capabilities. Decision Sciences, 2007, 38, 131-156.	4.5	1,196
70	The relationships between supplier development, commitment, social capital accumulation and performance improvement. Journal of Operations Management, 2007, 25, 528-545.	5.2	849
71	Towards supply chain collaboration: an operations audit of VMI initiatives in the electronics industry. International Journal of Integrated Supply Management, 2006, 2, 91.	0.3	25
72	Managing Conflict of Interest Issues in Purchasing. Journal of Supply Chain Management, 2006, 42, 41-50.	10.2	36

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73	Creating supply chain relational capital: The impact of formal and informal socialization processes. Journal of Operations Management, 2006, 24, 851-863.	5.2	402
74	The state of JOM: An outgoing editor's (retro)spective. Journal of Operations Management, 2006, 24, 417-420.	5.2	3
75	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
76	Supplier integration into new product development: coordinating product, process and supply chain design. Journal of Operations Management, 2005, 23, 371-388.	5.2	915
77	Integrating environmental management and supply chain strategies. Business Strategy and the Environment, 2005, 14, 1-19.	14.3	415
78	An Assessment of Manufacturing Customer Pain Points: Challenges for Researchers. Supply Chain Forum, 2005, 6, 6-15.	4.2	5
79	An empirically derived agenda of critical research issues for managing supply-chain disruptions. International Journal of Production Research, 2005, 43, 4067-4081.	7.5	473
80	The Impact of Energy Deregulation on Sourcing Strategy. Journal of Supply Chain Management, 2004, 40, 38-48.	10.2	7
81	The role of learning and technical capabilities in predicting adoption of B2B technologies. Industrial Marketing Management, 2004, 33, 627-641.	6.7	82
82	AN ASSESSMENT OF SUPPLIER " CUSTOMER RELATIONSHIPS. Journal of Business Logistics, 2004, 25, 25-62.	10.6	116
83	Key issues in global supply base management. Industrial Marketing Management, 2004, 33, 29-35.	6.7	94
84	Trust, power, dependence, and economics: can SCM research borrow paradigms?. International Journal of Integrated Supply Management, 2004, 1, 3.	0.3	49
85	A Model of Supplier Integration into New Product Development*. Journal of Product Innovation Management, 2003, 20, 284-299.	9.5	379
86	A structural model analysis of the Malcolm Baldrige National Quality Award framework. International Journal of Management and Decision Making, 2003, 4, 289.	0.1	25
87	Using the value chain concept to improve interactive marketing. Journal of Direct, Data and Digital Marketing Practice, 2003, 4, 343-354.	0.1	1
88	Benefits associated with supplier integration into new product development under conditions of technology uncertainty. Journal of Business Research, 2002, 55, 389-400.	10.2	525
89	Applying environmental criteria to supplier assessment: A study in the application of the Analytical Hierarchy Process. European Journal of Operational Research, 2002, 141, 70-87.	5.7	881
90	Effective case research in operations management: a process perspective. Journal of Operations Management, 2002, 20, 419-433.	5.2	713

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91	The role of trust and relationship structure in improving supply chain responsiveness. Industrial Marketing Management, 2002, 31, 367-382.	6.7	688
92	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
93	A Contingent View of Quality Management-The Impact of International Competition on Quality. Decision Sciences, 2000, 31, 649-690.	4.5	265
94	Investigating the linkage between total quality management and environmentally responsible manufacturing. IEEE Transactions on Engineering Management, 2000, 47, 444-464.	3.5	109
95	Quality, manufacturing strategy, and global competition. Benchmarking, 2000, 7, 174-182.	4.6	17
96	Concurrent development and strategic outsourcing. Journal of High Technology Management Research, 2000, 11, 35-57.	4.9	83
97	Do trade-offs exist in operations strategy? Insights from the stamping die industry. Business Horizons, 2000, 43, 69-77.	5.2	14
98	THE IMPACT OF UNIONS ON OPERATIONS STRATEGY. Production and Operations Management, 2000, 9, 141-157.	3.8	18
99	Validating the Malcolm Baldrige National Quality Award Framework through structural equation modelling. International Journal of Production Research, 2000, 38, 765-791.	7.5	172
100	EFFECTS OF OPERATIONAL EMPLOYEE SKILLS ON ADVANCED MANUFACTURING TECHNOLOGY PERFORMANCE. Production and Operations Management, 2000, 9, 222-238.	3.8	36
101	An empirical examination of quality tool deployment patterns and their impact on performance. International Journal of Production Research, 1999, 37, 1403-1426.	7.5	36
102	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
103	Involving Suppliers in New Product Development. California Management Review, 1999, 42, 59-82.	6.3	534
104	Success Factors in Strategic Supplier Alliances: The Buying Company Perspective. Decision Sciences, 1998, 29, 553-577.	4.5	647
105	The Green Supply Chain: Integrating Suppliers into Environmental Management Processes. International Journal of Purchasing and Materials Management, 1998, 34, 2-11.	0.9	499
106	Stages of global sourcing strategy evolution: an exploratory study. Journal of Operations Management, 1998, 16, 241-255.	5.2	150
107	The scientific theory-building process: a primer using the case of TQM. Journal of Operations Management, 1998, 16, 321-339.	5.2	329
108	May you live in interesting times—the emergence of theory-driven empirical research. Journal of Operations Management, 1998, 16, 311-319.	5.2	62

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109	An empirical investigation of supplier development: reactive and strategic processes. Journal of Operations Management, 1998, 17, 39-58.	5.2	374
110	Enhancing the firm's performance through quality and supply base management: An empirical study. International Journal of Production Research, 1998, 36, 2813-2837.	7.5	100
111	Quality-Driven Change and its Effects on Financial Performance. Quality Management Journal, 1998, 5, 13-30.	1.4	81
112	Just-in-time and logistics in global sourcing: an empirical study. International Journal of Physical Distribution and Logistics Management, 1997, 27, 244-259.	7.4	60
113	The Application of Quality Tools in Achieving Quality Attributes and Strategies. Quality Management Journal, 1997, 5, 75-100.	1.4	15
114	A meta-analysis of doctoral dissertations in purchasing. Journal of Operations Management, 1997, 15, 101-121.	5.2	35
115	“Green” value chain practices in the furniture industry. Journal of Operations Management, 1997, 15, 293-315.	5.2	444
116	Success Factors for Integrating Suppliers into New Product Development. Journal of Product Innovation Management, 1997, 14, 190-202.	9.5	347
117	Success factors for integrating suppliers into new product development*1. Journal of Product Innovation Management, 1997, 14, 190-202.	9.5	396
118	An analysis of the diffusion of flexible manufacturing systems. International Journal of Production Economics, 1995, 39, 243-253.	8.9	26
119	Antecedents of leadtime competitiveness in make-to-order manufacturing firms. International Journal of Production Research, 1995, 33, 511-537.	7.5	93
120	Creating a Quality Culture through Organizational Change: A Case Analysis. Journal of International Marketing, 1994, 2, 7-36.	4.4	24
121	US Global Sourcing: Patterns of Development. International Journal of Operations and Production Management, 1994, 14, 40-51.	5.9	112
122	Effects of concurrent engineering on make-to-order products. IEEE Transactions on Engineering Management, 1994, 41, 384-393.	3.5	76
123	Managing Component Life Cycles in Dynamic Technological Environments. International Journal of Purchasing and Materials Management, 1994, 30, 19-27.	0.9	14
124	A resource dependence perspective of Just-in-Time purchasing. Journal of Operations Management, 1993, 11, 289-311.	5.2	156
125	Distinguishing Features of Just-in-Time Systems in the Make-to-Order/Assemble-to-Order Environment. Decision Sciences, 1993, 24, 581-602.	4.5	34
126	The Role of Materials Management in Developing Time-Based Competition. International Journal of Purchasing and Materials Management, 1993, 29, 2-10.	0.9	45



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127	An Empirical Study of Delivery Speed and Reliability. International Journal of Operations and Production Management, 1992, 12, 58-72.	5.9	36
128	The Deming management method and digital partnering in a construction procurement contract. Journal of Strategic Contracting and Negotiation, 0, , 205556362110224.	0.8	0
129	Biopharmaceutical Supply Chains. , 0, , .		3