Martin Kilduff

List of Publications by Year
in descending order

76 papers	9,968 citations	50276 46 h-index	82547 72 g-index
88 all docs	88 docs citations	88 times ranked	5323 citing authors

#	Article	IF	Citations
1	The Social Networks of High and Low Self-Monitors: Implications for Workplace Performance. Administrative Science Quarterly, 2001, 46, 121.	6.9	898
2	Top Management-Team Diversity and Firm Performance: Examining the Role of Cognitions. Organization Science, 2000, 11, 21-34.	4.5	499
3	BRINGING THE INDIVIDUAL BACK IN: A STRUCTURAL ANALYSIS OF THE INTERNAL MARKET FOR REPUTATION IN ORGANIZATIONS.. Academy of Management Journal, 1994, 37, 87-108.	6.3	482
4	Social Network Analysis: Foundations and Frontiers on Advantage. Annual Review of Psychology, 2013, 64, 527-547.	17.7	472
5	Zooming In and Out: Connecting Individuals and Collectivities at the Frontiers of Organizational Network Research. Organization Science, 2005, 16, 359-371.	4.5	413
6	AT THE MARGINS: A DISTINCTIVENESS APPROACH TO THE SOCIAL IDENTITY AND SOCIAL NETWORKS OF UNDERREPRESENTED GROUPS.. Academy of Management Journal, 1998, 41, 441-452.	6.3	355
7	Organizational Social Network Research:*Core Ideas and Key Debates*. Academy of Management Annals, 2010, 4, 317-357.	9.6	313
8	Integrating Personality and Social Networks: A Meta-Analysis of Personality, Network Position, and Work Outcomes in Organizations. Organization Science, 2015, 26, 1243-1260.	4.5	301
9	Organizational Social Network Research:*Core Ideas and Key Debates*. Academy of Management Annals, 2010, 4, 317-357.	9.6	277
10	Whether close or far: Social distance effects on perceived balance in friendship networks.. Journal of Personality and Social Psychology, 1999, 76, 770-782.	2.8	266
11	The ties that lead: A social network approach to leadership. Leadership Quarterly, 2005, 16, 941-961.	5.8	257
12	The Microfoundations of Organizational Social Networks. Journal of Management, 2015, 41, 1361-1387.	9.3	218
13	DO CHAMELEONS GET AHEAD? THE EFFECTS OF SELF-MONITORING ON MANAGERIAL CAREERS.. Academy of Management Journal, 1994, 37, 1047-1060.	6.3	215
14	Postmodernism and Organizational Research. Academy of Management Review, 1997, 22, 453-481.	11.7	193
15	Deconstructing Organizations. Academy of Management Review, 1993, 18, 13-31.	11.7	177
16	A Paradigm Too Far? A Dynamic Stability Reconsideration of the Social Network Research Program. Academy of Management Review, 2006, 31, 1031-1048.	11.7	167
17	Friendship Patterns and Culture: The Control of Organizational Diversity. American Anthropologist, 1990, 92, 142-154.	1.4	158
18	The ripple effect of personality on social structure: Self-monitoring origins of network brokerage.. Journal of Applied Psychology, 2008, 93, 1155-1164.	5.3	144

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19	The interpersonal structure of decision making: A social comparison approach to organizational choice. Organizational Behavior and Human Decision Processes, 1990, 47, 270-288.	2.5	133
20	Editor's Comments: Publishing Theory. Academy of Management Review, 2006, 31, 252-255.	11.7	131
21	Structure, culture and Simmelian ties in entrepreneurial firms. Social Networks, 2002, 24, 279-290.	2.1	127
22	Strategic use of emotional intelligence in organizational settings: Exploring the dark side. Research in Organizational Behavior, 2010, 30, 129-152.	1.2	122
23	Relational Pluralism Within and Between Organizations. Academy of Management Journal, 2014, 57, 449-459.	6.3	118
24	Enacting Market Crisis: The Social Construction of a Speculative Bubble. Administrative Science Quarterly, 1988, 33, 177.	6.9	115
25	Demographic antecedents and performance consequences of structural holes in work teams. Journal of Organizational Behavior, 2007, 28, 241-260.	4.7	112
26	Organizational network perceptions versus reality: A small world after all?. Organizational Behavior and Human Decision Processes, 2008, 107, 15-28.	2.5	109
27	Network Agency. Academy of Management Annals, 2021, 15, 68-110.	9.6	109
28	The friendship network as a decision-making resource: Dispositional moderators of social influences on organizational choice.. Journal of Personality and Social Psychology, 1992, 62, 168-180.	2.8	101
29	At the Margins: A Distinctiveness Approach to the Social Identity and Social Networks of Underrepresented Groups. Academy of Management Journal, 1998, 41, 441-452.	6.3	92
30	Emotion Helping by Managers: An Emergent Understanding of Discrepant Role Expectations and Outcomes. Academy of Management Journal, 2013, 56, 334-357.	6.3	90
31	Centrality and charisma: Comparing how leader networks and attributions affect team performance.. Journal of Applied Psychology, 2011, 96, 1209-1222.	5.3	88
32	Group Emotions: Cutting the Gordian Knots Concerning Terms, Levels of Analysis, and Processes. Academy of Management Annals, 2015, 9, 845-928.	9.6	74
33	Making a meaningful contribution to theory. International Journal of Operations and Production Management, 2015, 35, 1231-1252.	5.9	73
34	Just Like a Woman? Effects of Gender-Biased Perceptions of Friendship Network Brokerage on Attributions and Performance. Organization Science, 2014, 25, 1530-1548.	4.5	72
35	EMOTION HELPERS: THE ROLE OF HIGH POSITIVE AFFECTIVITY AND HIGH SELF-MONITORING MANAGERS. Personnel Psychology, 2007, 60, 337-365.	2.8	63
36	Group Emotions: Cutting the Gordian Knots Concerning Terms, Levels of Analysis, and Processes. Academy of Management Annals, 2015, 9, 845-928.	9.6	63

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37	Job design: A social network perspective. Journal of Organizational Behavior, 2010, 31, 309-318.	4.7	60
38	Personality Change: Implications for Organizational Behavior. Academy of Management Annals, 2018, 12, 467-493.	9.6	59
39	The Leader-in-Social-Network Schema: Perceptions of Network Structure Affect Gendered Attributions of Charisma. Organization Science, 2015, 26, 1210-1225.	4.5	58
40	From Blue Sky Research to Problem Solving: A Philosophy of Science Theory of New Knowledge Production. Academy of Management Review, 2011, 36, 297-317.	11.7	57
41	Making connections: Social networks in international business. Journal of International Business Studies, 2020, 51, 714-736.	7.3	56
42	Optimism about Elections: Dissonance Reduction at the Ballot Box. Political Psychology, 1988, 9, 101.	3.6	51
43	Performance and Interaction Routines in Multinational Corporation. Journal of International Business Studies, 1992, 23, 133-145.	7.3	48
44	Do Chameleons Get Ahead? The Effects of Self-Monitoring on Managerial Careers. Academy of Management Journal, 1994, 37, 1047-1060.	6.3	48
45	When Brokerage Between Friendship Cliques Endangers Trust: A Personalityâ€"Network Fit Perspective. Academy of Management Journal, 2018, 61, 802-825.	6.3	45
46	Editor's comments: The top ten reasons why your paper might not be sent out for review. Academy of Management Review, 2007, 32, 700-702.	11.7	43
47	The Consolations of Organization Theory. British Journal of Management, 2001, 12, S55-S59.	5.0	42
48	Change and Development in a Pluralistic World: the View From the Classics. Academy of Management Review, 2000, 25, 777-782.	11.7	38
49	Bringing the Individual Back in: A Structural Analysis of the Internal Market for Reputation in Organizations. Academy of Management Journal, 1994, 37, 87-108.	6.3	35
50	Engineering Identity in a Japanese Factory. Organization Science, 1997, 8, 579-592.	4.5	34
51	Postmodernism and Organizational Research. Academy of Management Review, 1997, 22, 453.	11.7	32
52	The Integration of People and Networks. Annual Review of Organizational Psychology and Organizational Behavior, 2020, 7, 155-179.	9.9	28
53	Deconstructing Organizations. Academy of Management Review, 1993, 18, 13.	11.7	26
54	Magnification and Correction of the Acolyte Effect: Initial Benefits and *Ex Post* Settling up in NFL Coaching Careers. Academy of Management Journal, 2016, 59, 352-375.	6.3	26

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55	The awestruck effect: Followers suppress emotion expression in response to charismatic but not individually considerate leadership. Leadership Quarterly, 2015, 26, 626-640.	5.8	25
56	Resisting the Discourse of Modernity: Rationality Versus Emotion in Hazardous Waste Siting. Human Relations, 2000, 53, 1175-1205.	5.4	23
57	Deconstructing Diffusion. Organizational Research Methods, 2006, 9, 432-455.	9.1	22
58	The paradox of agency: Feeling powerful reduces brokerage opportunity recognition yet increases willingness to broker.. Journal of Applied Psychology, 2018, 103, 929-938.	5.3	22
59	Bridging the Gap between Research and Practice in Organizational Network Analysis: A Conversation between Rob Cross and Martin Kilduff. Human Resource Management, 2013, 52, 627-644.	5.8	20
60	What people say and what they do: The differential effects of informational cues and task design. Organizational Behavior and Human Decision Processes, 1988, 41, 83-97.	2.5	18
61	Deconstructing Discourse. , 2004, , 259-273.		13
62	Change and Development in a Pluralistic World: The View from the Classics. Academy of Management Review, 2000, 25, 777.	11.7	7
63	Celebrating Thirty Years of Theory Publishing in Amr: Award-Winning Articles from the First Two Decades Revisited. Academy of Management Review, 2007, 32, 332-333.	11.7	7
64	One tie to capture advice and friendship: Leader multiplex centrality effects on team performance change.. Journal of Applied Psychology, 2022, 107, 968-986.	5.3	7
65	Brokering Trust to Enhance Leadership: A Self-Monitoring Approach to Leadership Emergence. Knowledge and Space, 2017, , 221-240.	0.3	6
66	The Two-Pipe Problem: Analysing and Theorizing about 2-Mode Networks. Research in the Sociology of Organizations, 2014, , 337-354.	0.8	4
67	Making Sense of Sense Making. Journal of Management Inquiry, 1996, 5, 246-249.	3.9	3
68	Erratum to â€œThe ties that lead: A social network approach to leadershipâ€•[The Leadership Quarterly 16 (2005) 941â€"961]. Leadership Quarterly, 2006, 17, 418.	5.8	2
69	Self-Monitoring. , 2019, , 155-177.		2
70	BRINGING IDEAS BACK IN: ECLECTICISM AND DISCOVERY IN ORGANIZATIONAL STUDIES. Research in the Sociology of Organizations, 0, , 89-109.	0.8	1
71	Philosophy as Core Competence. , 0, , 79-81.		1
72	Organizational Symbolism.. Administrative Science Quarterly, 1986, 31, 159.	6.9	0

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73	Editor's Comments: Change, Development, And Challenge At Amr. Academy of Management Review, 2006, 31, 8-9.	11.7	0
74	Networks (volumes I and II)Networks (Volumes I and II), edited by GrabherGemot and PowellWalter W. Cheltenham, UK: Edward Elgar, 2004.. Academy of Management Review, 2007, 32, 993-994.	11.7	0
75	Using Technology to Improve the Editorial Process. , 2008, , 97-103.		0
76	Binoculars and Blinders: Anticipating Trends and Breakthroughs in Communities. Proceedings - Academy of Management, 2013, 2013, 17165.	0.1	0