

Jörg Freiling

List of Publications by Year in descending order

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92
papers

846
citations

840585

11
h-index

677027

22
g-index

103
all docs

103
docs citations

103
times ranked

283
citing authors

#	ARTICLE	IF	CITATIONS
1	Resource-based View und Ökonomische Theorie. , 2001, , .		119
2	A Competence-based Theory of the Firm. Management Revue, 2004, 15, 27-52.	0.2	114
3	On the Path towards a Competence-based Theory of the Firm. Organization Studies, 2008, 29, 1143-1164.	3.8	110
4	Die Abhängigkeit der Zulieferer. , 1995, , .		44
5	Network Benefits for Ghanaian Diaspora and Returnee Entrepreneurs. Entrepreneurial Business and Economics Review, 2015, 3, 95-121.	1.2	40
6	Organizational Culture as the Glue between People and Organization: A Competence-based View on Learning and Competence Building. German Journal of Human Resource Management, 2010, 24, 152-172.	1.9	33
7	Markt und Unternehmung. , 2010, , .		30
8	Hubristic Start-up Founders – The Neglected Bright and Inevitable Dark Manifestations of Hubristic Leadership in New Venture Creation Processes. Journal of Management Studies, 2020, 57, 1037-1067.	6.0	23
9	The injection of resources by transnational entrepreneurs: towards a model of the early evolution of an entrepreneurial ecosystem. Entrepreneurship and Regional Development, 2021, 33, 80-107.	2.0	23
10	Why business model innovations fail. Journal of Business Strategy, 2015, 36, 29-38.	0.9	22
11	Eine –Competence-based Theory of the Firm– als marktprozesstheoretischer Ansatz. , 2006, , 37-82.		17
12	RBV and the Road to the Control of External Organizations. Management Revue, 2008, 19, 33-52.	0.2	17
13	Rich-to-poor diaspora ventures: how do they survive?. International Journal of Entrepreneurship and Small Business, 2016, 28, 391.	0.2	16
14	The Impact of Entrepreneurial Orientation on the Performance and Speed of Internationalization. Journal of Entrepreneurship, Management and Innovation, 2014, 10, 169-199.	0.6	16
15	Law, the State, and Private Ordering: Evolutionary Explanations of Institutional Change. German Law Journal, 2008, 9, 397-410.	0.4	9
16	Overcoming Liabilities of Foreignness by Modes of Structural Coordination: Regional Headquarters and their Role in TNCs. Advances in International Management, 2011, , 107-125.	0.3	9
17	Entrepreneurship and the art of tackling technological crises: a strategic real options framework. International Journal of Technology Intelligence and Planning, 2014, 10, 166.	0.6	9
18	On the Path Towards a Competence-Based Theory of the Firm. SSRN Electronic Journal, 2007, , .	0.4	8

#	ARTICLE	IF	CITATIONS
19	SME Management - What Can We Learn from Entrepreneurship Theory?. SSRN Electronic Journal, 0, , .	0.4	8
20	The broken product chain: rapid paths of service internationalization in terms of the service-dominant logic. Service Industries Journal, 2012, 32, 1623-1635.	5.0	8
21	Exploring constrained rates of adoption of total cost of ownership models: A service-dominant logic analysis. International Small Business Journal, 2015, 33, 774-793.	2.9	8
22	Entwicklungslinien und Herausforderungen des ressourcen- und kompetenzorientierten Ansatzes. , 2000, , 183-218.		8
23	Notwendige Basisentscheidungen auf dem Weg zu einer Competence-based Theory of the Firm. , 2006, , 3-34.		8
24	Uncertainty, innovation, and entrepreneurial functions: working out an entrepreneurial management approach. International Journal of Technology Intelligence and Planning, 2009, 5, 22.	0.6	7
25	On the Firm's Raison d'être and Competence-based Nature of the Firm. , 2013, , 29-38.		7
26	The way toward a new entrepreneurial balance in business succession processes. Journal of Organizational Change Management, 2019, 33, 157-180.	1.6	6
27	Determinanten der Bildung von Kompetenzen und ihr Einfluss auf den Internationalisierungserfolg. , 2006, , 123-148.		6
28	Organizational Culture, Organizational Ambiance & Competences: A Competence-Based Theory of the Firm. SSRN Electronic Journal, 0, , .	0.4	5
29	Einführender Überblick zum Strategischen Kompetenz-Management. , 2000, , 3-12.		5
30	Fundamental issues in a competence-based theory of the firm. Research in Competence-Based Management, 2008, , 79-106.	0.4	4
31	Unternehmerfunktionen im kompetenzorientierten Ansatz. , 2004, , 411-443.		4
32	Why do Firms Ally in Dynamic Environments? - Empirical Findings from a Co-Evolutionary Perspective. SSRN Electronic Journal, 0, , .	0.4	3
33	Blueprint Silicon Valley? Explaining Idiosyncrasy of Startup Ecosystems. , 2019, 1/2019, 57-76.	0.0	3
34	Unternehmerfunktionen als Brücke zwischen Marketing und Innovationsmanagement. , 2005, , 133-154.		3
35	Raison d'être et nature de la firme. Les compétences comme socle explicatif. Revue Francaise De Gestion, 2010, 36, 127-139.	0.1	3
36	A Resource-based View of Entrepreneurial Ecosystems. , 2017, , 65-84.		3

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37	Internationalization strategies â€œ A competence-based framework. Research in Competence-Based Management, 2008, , 315-339.	0.4	2
38	Entrepreneurial Branding - Relevant to B-to-B Service Ventures?. SSRN Electronic Journal, 0, , .	0.4	2
39	Regional Management in Multinational Service Operations: Do Services Drive Regional Management Structures?. Research in Global Strategic Management, 2016, 17, 27-57.	0.5	2
40	Family-external business succession: the case of management buy-ins. Journal of Small Business and Entrepreneurship, 2023, 35, 387-412.	3.0	2
41	Entrepreneurial Marketing: Besonderheiten und AusgestaltungsmÃ¶glichkeiten. , 2008, , 3-22.		2
42	Die kompetenztheoretische ErklÃ¤rung von Unternehmungen anhand des Organisationalen Ambientes (Abstract). , 2008, , 3-12.		2
43	On the Need of SME Organizational Adaption to the International Business Environment: A Competence-Based Perspective. SSRN Electronic Journal, 0, , .	0.4	2
44	Kundenintegration im Innovationsprozess â€œ Eine kompetenztheoretische Analyse. , 2009, , 135-155.		2
45	Alliances as a strategy in volatile environments â€œ also for MBA business models?. Advances in Applied Business Strategy, 2008, , 37-62.	0.2	1
46	Is There a Managerial Gap in Case of Business Succession? Answers from an Evolutionary Viewpoint. SSRN Electronic Journal, 2009, , .	0.4	1
47	The coevolution of alliances and industries: How industry transformation influences alliance formation and vice versa. Research in Competence-Based Management, 2010, , 79-109.	0.4	1
48	Assets or Liabilities of Foreignness? On the Role of TNCs in International Business. SSRN Electronic Journal, 0, , .	0.4	1
49	The dynamics of SME growth processes and the role of enabling constraints: an evidence-based theoretical framework. Journal of Organizational Change Management, 2020, 34, 180-205.	1.6	1
50	Ã–konomische Theorie der Krise. , 2005, , 59-81.		1
51	â€œDominant Logicâ€•als Handlungsbarriere beim Management von Ad-hoc-Krisen. , 2005, , 443-459.		1
52	Eine ressourcenorientierte Perspektive der Internationalisierungsprozesse von Unternehmen. , 2006, , 149-183.		1
53	Institutional Designs in International Transactions - An Evolutionary Economics Perspective. SSRN Electronic Journal, 0, , .	0.4	1
54	Leadership Concepts for Diaspora Entrepreneurship: What Does Management and Organization Theory Offer?. Contributions To Management Science, 2019, , 323-336.	0.4	1

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55	Strategische Proliferation durch integrative Leistungserstellung â€” Eine UnternehmerfunktionengestÃ¼tzte Analyse im Dienstleistungsbereich. , 2008, , 315-330.		1
56	LIMITATIONS AND CHALLENGES OF BENCHMARKING â€” A COMPETENCE-BASED PERSPECTIVE. Advances in Applied Business Strategy, 0, , 3-25.	0.2	0
57	Industry Transformation and Collaboration: To Drive and to Be Driven from an Evolutionary Perspective - Conceptualisation and First Empirical Findings. SSRN Electronic Journal, 2006, , .	0.4	0
58	Lobbying: strategies to make a firm's competences generate value. Advances in Applied Business Strategy, 2010, , 1-22.	0.2	0
59	On the Firmâ€™s Raison d'Ãªtre and Competence-Based Nature of the Firm. SSRN Electronic Journal, 0, , .	0.4	0
60	Market Resistance to Innovative Service-Focused Business Models: Insights from the Service-Dominant Logic. , 2013, , .		0
61	Regional Headquarters and Their Impact on Knowledge Transfer Processes in Transnational Companies - A â€”Small Worldâ€” Network Perspective. SSRN Electronic Journal, 0, , .	0.4	0
62	Understanding shifts of entrepreneurial decision-making: a process study of effectual and causal logics in the venture creating process. , 2019, , .		0
63	Is dominant logic a value or a liability? On the explorative turn in the German power utility industry. Journal of Entrepreneurship, Management and Innovation, 2021, 17, 125-157.	0.6	0
64	Is dominant logic a value or a liability? On the explorative turn in the German power utility industry. Journal of Entrepreneurship, Management and Innovation, 2021, 17, 125-157.	0.6	0
65	Informationen und Informationsmanagement zur VerkÃ¼rzung von Lags im Management von Ad-hoc-Krisen. , 2005, , 143-150.		0
66	Notwendigkeit, Aufgaben und EntwÃ¼rfe eines theoretischen Fundaments von Ad-hoc-Krisen. , 2005, , 23-31.		0
67	Resource-Based Brand Management in a World of Diluting Intellectual Property Rights - A System Dynamic Model. SSRN Electronic Journal, 0, , .	0.4	0
68	Der Kunde als Emergenztreiber â€” Strategisches und operatives Management von Kundenintegration durch AusÃ¼bung von Unternehmerfunktionen. , 2009, , 177-192.		0
69	Kiss and Good-Bye? On the Survivability of Knowledge Intensive Service Start-Ups. SSRN Electronic Journal, 0, , .	0.4	0
70	Ordering in Public Private Partnerships: Zur Evolution von Governance-Designs fÃ¼r internationale Transaktionen. , 2009, , 53-80.		0
71	Entrepreneurial Necessities and Managerial Shortfalls of Founders: What Does Entrepreneurship Theory Tell Us?. SSRN Electronic Journal, 0, , .	0.4	0
72	The Use and Evolution of Governance Designs in Transnational Transactions â€” An Evolutionary Angle on Coping with Uncertainty. SSRN Electronic Journal, 0, , .	0.4	0

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73	Entwicklung von Kundenintegrationskompetenz – Eine Analyse am Beispiel von Innovationspartnerschaften. , 2010, , 195-224.		0
74	Service Innovation: Obstacles to Implementing the Total Cost of Ownership Concept. SSRN Electronic Journal, 0, , .	0.4	0
75	Kooperative Kernkompetenzen aus Sicht des Competence-based View. , 2011, , 39-56.		0
76	Market Resistance to Innovative Service-Focused Business Models: Insights from the Service-Dominant Logic. SSRN Electronic Journal, 0, , .	0.4	0
77	In the Need of Speed – The Impact of Organizational Learning on the Competitiveness of Born Transnationals. SSRN Electronic Journal, 0, , .	0.4	0
78	Regional Headquarters as Mode of Control for TNC Subsidiaries: A Network-Oriented Perspective. SSRN Electronic Journal, 0, , .	0.4	0
79	Breaking Free from the Adaption Logic: a View on SME Managerial Discretion in International Business. Proceedings - Academy of Management, 2012, 2012, 17053.	0.0	0
80	Informal Governance and Its Impact on Transactional Uncertainty of Transnational Companies: The Case of Social Relatedness. SSRN Electronic Journal, 0, , .	0.4	0
81	Kognitiv bedingte Lerndefizite als Ursache unternehmerischen Scheiterns. , 2014, , 69-96.		0
82	Competence Building in Transnational Companies: The Role of Regional Headquarters in Subsidiary Coordination. , 2015, , 247-270.		0
83	Die theoretischen Grundlagen des Entrepreneurial Marketings. , 2015, , 27-49.		0
84	Thesen zur Entwicklung des Entrepreneurial Marketings in Wissenschaft und Praxis. , 2015, , 617-627.		0
85	Entrepreneurial Myopia and Succession-Based Crises in Family Businesses: A Strategic Options Perspective. , 2017, , 41-65.		0
86	Kundenwert aus ressourcentheoretischer Sicht. , 2017, , 73-89.		0
87	Managementtheoretische Betrachtung von B-to-B-Marken im Kontext investiver Dienstleistungen. , 2018, , 133-152.		0
88	Die Aktivierung von Wachstumstreibern. , 2019, , 443-477.		0
89	Das Wachstum von Scaleups: Voraussetzungen und Verständnis. , 2019, , 427-442.		0
90	Public Accelerators – Developing Resources in Nascent Entrepreneurial Ecosystems. Proceedings - Academy of Management, 2020, 2020, 21463.	0.0	0

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91	Entrepreneurial Stakeholder-Marketing: Stakeholder als Zielgruppe des Gründungsmarketings. , 2008, , 79-95.		0
92	Is business succession by the search fund model an option for Central Europe?. Entrepreneurial Business and Economics Review, 2022, 10, 81-96.	1.2	0