

Jörg Freiling

List of Publications by Year in descending order

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Version: 2024-02-01

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	Family-external business succession: the case of management buy-ins. <i>Journal of Small Business and Entrepreneurship</i> , 2023, 35, 387-412.	3.0	2
2	Is business succession by the search fund model an option for Central Europe?. <i>Entrepreneurial Business and Economics Review</i> , 2022, 10, 81-96.	1.2	0
3	The injection of resources by transnational entrepreneurs: towards a model of the early evolution of an entrepreneurial ecosystem. <i>Entrepreneurship and Regional Development</i> , 2021, 33, 80-107.	2.0	23
4	Is dominant logic a value or a liability? On the explorative turn in the German power utility industry. <i>Journal of Entrepreneurship, Management and Innovation</i> , 2021, 17, 125-157.	0.6	0
5	Is dominant logic a value or a liability? On the explorative turn in the German power utility industry. <i>Journal of Entrepreneurship, Management and Innovation</i> , 2021, 17, 125-157.	0.6	0
6	The dynamics of SME growth processes and the role of enabling constraints: an evidence-based theoretical framework. <i>Journal of Organizational Change Management</i> , 2020, 34, 180-205.	1.6	1
7	Hubristic Start-ups Founders – The Neglected Bright and Inevitable Dark Manifestations of Hubristic Leadership in New Venture Creation Processes. <i>Journal of Management Studies</i> , 2020, 57, 1037-1067.	6.0	23
8	Public Accelerators – Developing Resources in Nascent Entrepreneurial Ecosystems. <i>Proceedings - Academy of Management</i> , 2020, 2020, 21463.	0.0	0
9	Understanding shifts of entrepreneurial decision-making: a process study of effectual and causal logics in the venture creating process. , 2019, , .		0
10	The way toward a new entrepreneurial balance in business succession processes. <i>Journal of Organizational Change Management</i> , 2019, 33, 157-180.	1.6	6
11	Blueprint Silicon Valley? Explaining Idiosyncrasy of Startup Ecosystems. , 2019, 1/2019, 57-76.	0.0	3
12	Leadership Concepts for Diaspora Entrepreneurship: What Does Management and Organization Theory Offer?. <i>Contributions To Management Science</i> , 2019, , 323-336.	0.4	1
13	Die Aktivierung von Wachstumstreibern. , 2019, , 443-477.		0
14	Das Wachstum von Scaleups: Voraussetzungen und Verständnis. , 2019, , 427-442.		0
15	Managementtheoretische Betrachtung von B-to-B-Marken im Kontext investiver Dienstleistungen. , 2018, , 133-152.		0
16	A Resource-based View of Entrepreneurial Ecosystems. , 2017, , 65-84.		3
17	Entrepreneurial Myopia and Succession-Based Crises in Family Businesses: A Strategic Options Perspective. , 2017, , 41-65.		0
18	Kundenwert aus ressourcentheoretischer Sicht. , 2017, , 73-89.		0

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19	Rich-to-poor diaspora ventures: how do they survive?. International Journal of Entrepreneurship and Small Business, 2016, 28, 391.	0.2	16
20	Regional Management in Multinational Service Operations: Do Services Drive Regional Management Structures?. Research in Global Strategic Management, 2016, 17, 27-57.	0.5	2
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	Why business model innovations fail. Journal of Business Strategy, 2015, 36, 29-38.	0.9	22
23	Network Benefits for Ghanaian Diaspora and Returnee Entrepreneurs. Entrepreneurial Business and Economics Review, 2015, 3, 95-121.	1.2	40
24	Competence Building in Transnational Companies: The Role of Regional Headquarters in Subsidiary Coordination. , 2015, , 247-270.		0
25	Die theoretischen Grundlagen des Entrepreneurial Marketings. , 2015, , 27-49.		0
26	Thesen zur Entwicklung des Entrepreneurial Marketings in Wissenschaft und Praxis. , 2015, , 617-627.		0
27	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
28	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
29	Kognitiv bedingte Lerndefizite als Ursache unternehmerischen Scheiterns. , 2014, , 69-96.		0
30	Market Resistance to Innovative Service-Focused Business Models: Insights from the Service-Dominant Logic. , 2013, , .		0
31	On the Firm's Raison d'Être and Competence-based Nature of the Firm. , 2013, , 29-38.		7
32	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
33	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
34	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
35	Kooperative Kernkompetenzen aus Sicht des Competence-based View. , 2011, , 39-56.		0
36	Lobbying: strategies to make a firm's competences generate value. Advances in Applied Business Strategy, 2010, , 1-22.	0.2	0

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37	The coevolution of alliances and industries: How industry transformation influences alliance formation and vice versa. <i>Research in Competence-Based Management</i> , 2010, , 79-109.	0.4	1
38	Organizational Culture as the Glue between People and Organization: A Competence-based View on Learning and Competence Building. <i>German Journal of Human Resource Management</i> , 2010, 24, 152-172.	1.9	33
39	Markt und Unternehmung. , 2010, , .		30
40	Entwicklung von Kundenintegrationskompetenz â€“ Eine Analyse am Beispiel von Innovationspartnerschaften. , 2010, , 195-224.		0
41	Raison d'Ãatre et nature de la firme. Les compÃ©tences comme socle explicatif. <i>Revue Francaise De Gestion</i> , 2010, 36, 127-139.	0.1	3
42	Is There a Managerial Gap in Case of Business Succession? Answers from an Evolutionary Viewpoint. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	1
43	Uncertainty, innovation, and entrepreneurial functions: working out an entrepreneurial management approach. <i>International Journal of Technology Intelligence and Planning</i> , 2009, 5, 22.	0.6	7
44	Der Kunde als Emergenztreiber â€” Strategisches und operatives Management von Kundenintegration durch AusÃ¼bung von Unternehmerfunktionen. , 2009, , 177-192.		0
45	Ordering in Public Private Partnerships: Zur Evolution von Governance-Designs fÃ¼r internationale Transaktionen. , 2009, , 53-80.		0
46	Kundenintegration im Innovationsprozess â€” Eine kompetenztheoretische Analyse. , 2009, , 135-155.		2
47	On the Path towards a Competence-based Theory of the Firm. <i>Organization Studies</i> , 2008, 29, 1143-1164.	3.8	110
48	Fundamental issues in a competence-based theory of the firm. <i>Research in Competence-Based Management</i> , 2008, , 79-106.	0.4	4
49	Internationalization strategies â€“ A competence-based framework. <i>Research in Competence-Based Management</i> , 2008, , 315-339.	0.4	2
50	Alliances as a strategy in volatile environments â€“ also for MBA business models?. <i>Advances in Applied Business Strategy</i> , 2008, , 37-62.	0.2	1
51	Law, the State, and Private Ordering: Evolutionary Explanations of Institutional Change. <i>German Law Journal</i> , 2008, 9, 397-410.	0.4	9
52	Entrepreneurial Marketing: Besonderheiten und AusgestaltungsmÃ¶glichkeiten. , 2008, , 3-22.		2
53	Die kompetenztheoretische ErklÃ¤rung von Unternehmungen anhand des Organisationalen Ambientes (Abstract). , 2008, , 3-12.		2
54	RBV and the Road to the Control of External Organizations. <i>Management Revue</i> , 2008, 19, 33-52.	0.2	17

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55	Entrepreneurial Stakeholder-Marketing: Stakeholder als Zielgruppe des Gründungsmarketings. , 2008, , 79-95.		0
56	Strategische Proliferation durch integrative Leistungserstellung â€” Eine Unternehmerfunktionengestützte Analyse im Dienstleistungsbereich. , 2008, , 315-330.		1
57	On the Path Towards a Competence-Based Theory of the Firm. SSRN Electronic Journal, 2007, , .	0.4	8
58	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
59	Eine â€œCompetence-based Theory of the Firmâ€œ als marktprozesstheoretischer Ansatz. , 2006, , 37-82.		17
60	Notwendige Basisentscheidungen auf dem Weg zu einer Competence-based Theory of the Firm. , 2006, , 3-34.		8
61	Determinanten der Bildung von Kompetenzen und ihr Einfluss auf den Internationalisierungserfolg. , 2006, , 123-148.		6
62	Eine ressourcenorientierte Perspektive der Internationalisierungsprozesse von Unternehmen. , 2006, , 149-183.		1
63	Informationen und Informationsmanagement zur Verkürzung von Lags im Management von Ad-hoc-Krisen. , 2005, , 143-150.		0
64	Ã–konomische Theorie der Krise. , 2005, , 59-81.		1
65	Notwendigkeit, Aufgaben und Entwurfe eines theoretischen Fundaments von Ad-hoc-Krisen. , 2005, , 23-31.		0
66	â€œDominant Logicâ€œ als Handlungsbarriere beim Management von Ad-hoc-Krisen. , 2005, , 443-459.		1
67	Unternehmerfunktionen als Brücke zwischen Marketing und Innovationsmanagement. , 2005, , 133-154.		3
68	A Competence-based Theory of the Firm. Management Revue, 2004, 15, 27-52.	0.2	114
69	Unternehmerfunktionen im kompetenzorientierten Ansatz. , 2004, , 411-443.		4
70	Resource-based View und Ã–konomische Theorie. , 2001, , .		119
71	Entwicklungslinien und Herausforderungen des ressourcen- und kompetenzorientierten Ansatzes. , 2000, , 183-218.		8
72	Einführender Ãœberblick zum Strategischen Kompetenz-Management. , 2000, , 3-12.		5

#	ARTICLE	IF	CITATIONS
73	Die Abhängigkeit der Zulieferer. , 1995, , .		44
74	LIMITATIONS AND CHALLENGES OF BENCHMARKING – A COMPETENCE-BASED PERSPECTIVE. Advances in Applied Business Strategy, 0, , 3-25.	0.2	0
75	SME Management - What Can We Learn from Entrepreneurship Theory?. SSRN Electronic Journal, 0, , .	0.4	8
76	Entrepreneurial Branding - Relevant to B-to-B Service Ventures?. SSRN Electronic Journal, 0, , .	0.4	2
77	On the Firm’s Raison d’être and Competence-Based Nature of the Firm. SSRN Electronic Journal, 0, , .	0.4	0
78	Assets or Liabilities of Foreignness? On the Role of TNCs in International Business. SSRN Electronic Journal, 0, , .	0.4	1
79	Regional Headquarters and Their Impact on Knowledge Transfer Processes in Transnational Companies - A “Small World” Network Perspective. SSRN Electronic Journal, 0, , .	0.4	0
80	Organizational Culture, Organizational Ambiance & Competences: A Competence-Based Theory of the Firm. SSRN Electronic Journal, 0, , .	0.4	5
81	On the Need of SME Organizational Adaption to the International Business Environment: A Competence-Based Perspective. SSRN Electronic Journal, 0, , .	0.4	2
82	Why do Firms Ally in Dynamic Environments? - Empirical Findings from a Co-Evolutionary Perspective. SSRN Electronic Journal, 0, , .	0.4	3
83	Resource-Based Brand Management in a World of Diluting Intellectual Property Rights - A System Dynamic Model. SSRN Electronic Journal, 0, , .	0.4	0
84	Institutional Designs in International Transactions - An Evolutionary Economics Perspective. SSRN Electronic Journal, 0, , .	0.4	1
85	Kiss and Good-Bye? On the Survivability of Knowledge Intensive Service Start-Ups. SSRN Electronic Journal, 0, , .	0.4	0
86	Entrepreneurial Necessities and Managerial Shortfalls of Founders: What Does Entrepreneurship Theory Tell Us?. SSRN Electronic Journal, 0, , .	0.4	0
87	The Use and Evolution of Governance Designs in Transnational Transactions – An Evolutionary Angle on Coping with Uncertainty. SSRN Electronic Journal, 0, , .	0.4	0
88	Service Innovation: Obstacles to Implementing the Total Cost of Ownership Concept. SSRN Electronic Journal, 0, , .	0.4	0
89	Market Resistance to Innovative Service-Focused Business Models: Insights from the Service-Dominant Logic. SSRN Electronic Journal, 0, , .	0.4	0
90	In the Need of Speed – The Impact of Organizational Learning on the Competitiveness of Born Transnationals. SSRN Electronic Journal, 0, , .	0.4	0

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91	Regional Headquarters as Mode of Control for TNC Subsidiaries: A Network-Oriented Perspective. SSRN Electronic Journal, 0, , .	0.4	0
92	Informal Governance and Its Impact on Transactional Uncertainty of Transnational Companies: The Case of Social Relatedness. SSRN Electronic Journal, 0, , .	0.4	0