

# Ranjay Gulati

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9742095/publications.pdf>

Version: 2024-02-01

30  
papers

16,564  
citations

331259

21  
h-index

552369

26  
g-index

30  
all docs

30  
docs citations

30  
times ranked

7465  
citing authors

#	ARTICLE	IF	CITATIONS
1	Alliances and networks. <i>Strategic Management Journal</i> , 1998, 19, 293-317.	4.7	3,320
2	Strategic networks. <i>Strategic Management Journal</i> , 2000, 21, 203-215.	4.7	2,736
3	Social Structure and Alliance Formation Patterns: A Longitudinal Analysis. <i>Administrative Science Quarterly</i> , 1995, 40, 619.	4.8	1,903
4	Network location and learning: the influence of network resources and firm capabilities on alliance formation. <i>Strategic Management Journal</i> , 1999, 20, 397-420.	4.7	1,851
5	The dynamics of learning alliances: competition, cooperation, and relative scope. <i>Strategic Management Journal</i> , 1998, 19, 193-210.	4.7	1,343
6	Customization or Conformity? An Institutional and Network Perspective on the Content and Consequences of TQM Adoption. <i>Administrative Science Quarterly</i> , 1997, 42, 366.	4.8	1,067
7	Which ties matter when? the contingent effects of interorganizational partnerships on IPO success. <i>Strategic Management Journal</i> , 2003, 24, 127-144.	4.7	736
8	Meta-Organization design: Rethinking design in interorganizational and community contexts. <i>Strategic Management Journal</i> , 2012, 33, 571-586.	4.7	524
9	Interorganizational Trust, Governance Choice, and Exchange Performance. <i>Organization Science</i> , 2008, 19, 688-708.	3.0	463
10	Adaptation in vertical relationships: beyond incentive conflict. <i>Strategic Management Journal</i> , 2005, 26, 415-440.	4.7	457
11	Stacking the deck: the effects of top management backgrounds on investor decisions. <i>Strategic Management Journal</i> , 2006, 27, 1-25.	4.7	418
12	The Two Facets of Collaboration: Cooperation and Coordination in Strategic Alliances. <i>Academy of Management Annals</i> , 2012, 6, 531-583.	5.8	358
13	Getting Off to a Good Start: The Effects of Upper Echelon Affiliations on Underwriter Prestige. <i>Organization Science</i> , 2003, 14, 244-263.	3.0	326
14	The nature of partnering experience and the gains from alliances. <i>Strategic Management Journal</i> , 2009, 30, 1213-1233.	4.7	325
15	Scaling: Organizing and Growth in Entrepreneurial Ventures. <i>Academy of Management Annals</i> , 2017, 11, 640-668.	5.8	152
16	Relational Pluralism Within and Between Organizations. <i>Academy of Management Journal</i> , 2014, 57, 449-459.	4.3	118
17	How much to make and how much to buy? An analysis of optimal plural sourcing strategies. <i>Strategic Management Journal</i> , 2013, 34, 1145-1161.	4.7	79
18	After the Break-Up: The Relational and Reputational Consequences of Withdrawals from Venture Capital Syndicates. <i>Academy of Management Journal</i> , 2016, 59, 277-301.	4.3	71

#	ARTICLE	IF	CITATIONS
19	Environmental Demands and the Emergence of Social Structure. Administrative Science Quarterly, 2016, 61, 52-86.	4.8	67
20	The Role of Interdependence in the Micro-Foundations of Organization Design: Task, Goal, and Knowledge Interdependence. Academy of Management Annals, 2020, 14, 828-868.	5.8	49
21	Network location and learning: the influence of network resources and firm capabilities on alliance formation. , 1999, 20, 397.		49
22	The economic modeling of strategy process: ?clean models? and ?dirty hands?. Strategic Management Journal, 2000, 21, 781-790.	4.7	42
23	The dynamics of learning alliances: competition, cooperation, and relative scope. , 1998, 19, 193.		42
24	A learning perspective on intraorganizational knowledge spillâ€ns. Strategic Entrepreneurship Journal, 2010, 4, 356-372.	2.6	17
25	External Interfaces or Internal Processes? Market Positioning and Divergent Professionalization Paths in Young Ventures. Organization Science, 2023, 34, 1-23.	3.0	15
26	Generalized Trust, External Sourcing, and Firm Performance in Economic Downturns. Organization Science, 2022, 33, 1599-1619.	3.0	12
27	Interfirm Ties Between Ventures and Limited Partners of Venture Capital Funds: Performance Effects in Financial Markets. Organization Science, 2020, 31, 698-719.	3.0	10
28	Strategic networks. , 0, .		7
29	Alliances and networks. , 1998, 19, 293.		6
30	Silo busting: how to execute on the promise of customer focus. Harvard Business Review, 2007, 85, 98-108, 145.	3.1	1