

Ranjay Gulati

List of Publications by Year in descending order

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Version: 2024-02-01

30
papers

16,564
citations

304602

22
h-index

501076

28
g-index

30
all docs

30
docs citations

30
times ranked

7465
citing authors

#	ARTICLE	IF	CITATIONS
1	External Interfaces or Internal Processes? Market Positioning and Divergent Professionalization Paths in Young Ventures. <i>Organization Science</i> , 2023, 34, 1-23.	3.0	15
2	Generalized Trust, External Sourcing, and Firm Performance in Economic Downturns. <i>Organization Science</i> , 2022, 33, 1599-1619.	3.0	12
3	The Role of Interdependence in the Micro-Foundations of Organization Design: Task, Goal, and Knowledge Interdependence. <i>Academy of Management Annals</i> , 2020, 14, 828-868.	5.8	49
4	Interfirm Ties Between Ventures and Limited Partners of Venture Capital Funds: Performance Effects in Financial Markets. <i>Organization Science</i> , 2020, 31, 698-719.	3.0	10
5	Scaling: Organizing and Growth in Entrepreneurial Ventures. <i>Academy of Management Annals</i> , 2017, 11, 640-668.	5.8	152
6	Environmental Demands and the Emergence of Social Structure. <i>Administrative Science Quarterly</i> , 2016, 61, 52-86.	4.8	67
7	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
8	Relational Pluralism Within and Between Organizations. <i>Academy of Management Journal</i> , 2014, 57, 449-459.	4.3	118
9	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
10	The Two Facets of Collaboration: Cooperation and Coordination in Strategic Alliances. <i>Academy of Management Annals</i> , 2012, 6, 531-583.	5.8	358
11	Meta-organization design: Rethinking design in interorganizational and community contexts. <i>Strategic Management Journal</i> , 2012, 33, 571-586.	4.7	524
12	A learning perspective on intraorganizational knowledge spillâ€šns. <i>Strategic Entrepreneurship Journal</i> , 2010, 4, 356-372.	2.6	17
13	The nature of partnering experience and the gains from alliances. <i>Strategic Management Journal</i> , 2009, 30, 1213-1233.	4.7	325
14	Interorganizational Trust, Governance Choice, and Exchange Performance. <i>Organization Science</i> , 2008, 19, 688-708.	3.0	463
15	Silo busting: how to execute on the promise of customer focus. <i>Harvard Business Review</i> , 2007, 85, 98-108, 145.	3.1	1
16	Stacking the deck: the effects of top management backgrounds on investor decisions. <i>Strategic Management Journal</i> , 2006, 27, 1-25.	4.7	418
17	Adaptation in vertical relationships: beyond incentive conflict. <i>Strategic Management Journal</i> , 2005, 26, 415-440.	4.7	457
18	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

#	ARTICLE	IF	CITATIONS
19	Getting Off to a Good Start: The Effects of Upper Echelon Affiliations on Underwriter Prestige. Organization Science, 2003, 14, 244-263.	3.0	326
20	Strategic networks. Strategic Management Journal, 2000, 21, 203-215.	4.7	2,736
21	The economic modeling of strategy process: ?clean models? and ?dirty hands?. Strategic Management Journal, 2000, 21, 781-790.	4.7	42
22	Network location and learning: the influence of network resources and firm capabilities on alliance formation. Strategic Management Journal, 1999, 20, 397-420.	4.7	1,851
23	Network location and learning: the influence of network resources and firm capabilities on alliance formation. Strategic Management Journal, 1999, 20, 397-420.	4.7	49
24	The dynamics of learning alliances: competition, cooperation, and relative scope. Strategic Management Journal, 1998, 19, 193-210.	4.7	1,343
25	Alliances and networks. Strategic Management Journal, 1998, 19, 293-317.	4.7	3,320
26	The dynamics of learning alliances: competition, cooperation, and relative scope. Strategic Management Journal, 1998, 19, 193-210.	4.7	42
27	Alliances and networks. , 1998, 19, 293.		6
28	Customization or Conformity? An Institutional and Network Perspective on the Content and Consequences of TQM Adoption. Administrative Science Quarterly, 1997, 42, 366.	4.8	1,067
29	Social Structure and Alliance Formation Patterns: A Longitudinal Analysis. Administrative Science Quarterly, 1995, 40, 619.	4.8	1,903
30	Strategic networks. , 0, .		7