

The determinants of trust in supplier–automaker relationships: a retrospective

Journal of International Business Studies

42, 28-34

DOI: [10.1057/jibs.2010.48](https://doi.org/10.1057/jibs.2010.48)

Citation Report

#	ARTICLE	IF	CITATIONS
1	Industrial Management & Data Systems. Industrial Management and Data Systems, 1992, 92, 1-43.	2.2	1
2	Difference Scores, Analysis Levels, and the (Mis)Interpretation of Cultural Distance. Advances in International Marketing, 2011, , 31-51.	0.3	5
3	Creating trust in piranha-infested waters: The confluence of buyer, supplier and host country contexts. Journal of International Business Studies, 2011, 42, 48-55.	4.6	42
4	Environmental and Firm Level Influences on Inter-Organizational Trust and SME Performance. Journal of Management Studies, 2011, 48, 1752-1781.	6.0	102
5	Toward multi-dimensional trust: exploring antecedents to trust in a complex domain. International Journal of Business Information Systems, 2012, 9, 222.	0.2	4
6	Social capital in Japanese-Western alliances: understanding cultural effects. International Marketing Review, 2012, 29, 6-23.	2.2	21
7	Cultural interpretations of destructive acts and trust in Japanese supply channel relationships. International Business Review, 2012, 21, 357-368.	2.6	8
8	Ecosilient Index to assess the greenness and resilience of the upstream automotive supply chain. Journal of Cleaner Production, 2013, 56, 131-146.	4.6	151
9	Partner management – managing service partnerships in the supply chain – a systemic perspective. International Journal of Physical Distribution and Logistics Management, 2013, 43, 231-261.	4.4	10
10	Trust between international joint venture partners: Effects of home countries. Journal of International Business Studies, 2013, 44, 263-282.	4.6	67
11	Trust and supplier-buyer relationships: an empirical analysis. BAR - Brazilian Administration Review, 2013, 10, 263-280.	0.4	20
12	Supply chain planning and trust: two sides of the same coin. Industrial Management and Data Systems, 2014, 114, 405-420.	2.2	22
13	Global performance management systems: The role of trust as perceived by country managers. Journal of Business Research, 2014, 67, 2803-2810.	5.8	19
14	The Relationship between Manufacturer and Distributors: Knowledge Transfer and Performance. BAR - Brazilian Administration Review, 2015, 12, 421-441.	0.4	5
15	The contingent impacts of market and nonmarket ties on the exchange relationship formation. Chinese Management Studies, 2015, 9, 648-663.	0.7	1
16	Beyond Relational Contracts: Social Capital and Network Governance in Procurement Contracts. Journal of Legal Analysis, 2015, 7, 561-621.	1.7	56
17	Consumer ethics among young consumers in developing countries: a cross national study. Social Responsibility Journal, 2015, 11, 449-466.	1.6	20
18	How does trust affect alliance performance? The mediating role of resource sharing. Industrial Marketing Management, 2015, 45, 128-138.	3.7	73

#	ARTICLE	IF	CITATIONS
19	Reciprocity between buyer cost sharing and supplier technology sharing. <i>International Journal of Production Economics</i> , 2015, 163, 61-70.	5.1	21
20	The role of brand exposure and experience on brand recallâ€”Product durables vis-Ã-vis FMCG. <i>Journal of Retailing and Consumer Services</i> , 2015, 23, 21-31.	5.3	55
21	Reconceptualizing competitive dynamics: A multidimensional framework. <i>Strategic Management Journal</i> , 2015, 36, 758-775.	4.7	218
23	LARG index. Benchmarking, 2016, 23, 1472-1499.	2.9	70
24	Supply chain finance and financial contagion from disruptions - evidence from the automobile industry. <i>International Journal of Physical Distribution and Logistics Management</i> , 2016, 46, .	4.4	27
25	Understanding the relational dynamic capability-building process. <i>Strategic Organization</i> , 2016, 14, 93-117.	3.1	35
27	Trust and cooperation over the publicâ€™private divide: an empirical study on trust evolving in co-regulation. , 2017, , .		3
28	Money Can't Buy Me Trust: Evidence of Exogenous Influences Crowding out Processâ€based Trust in Alliances. <i>British Journal of Management</i> , 2017, 28, 135-153.	3.3	2
29	The effects of alliance governance on knowledge acquisition and alliance performance of Korean firms. <i>Asian Journal of Technology Innovation</i> , 2017, 25, 428-446.	1.7	5
30	Reveal or Conceal? Signaling Strategies for Building Legitimacy in Cleantech Firms. <i>Sustainability</i> , 2017, 9, 1815.	1.6	4
31	Willingness to rely on trust in global business collaborations: Context vs. demography. <i>Journal of World Business</i> , 2018, 53, 373-391.	4.6	14
32	What drives trust-performance relationship in SME alliances?. <i>International Journal of Business and Globalisation</i> , 2018, 20, 316.	0.1	1
33	An Empirical Study on the Organizational Trust, Employee-Organization Relationship and Innovative Behavior from the Integrated Perspective of Social Exchange and Organizational Sustainability. <i>Sustainability</i> , 2018, 10, 864.	1.6	89
34	When an issue becomes a crisis: an investigation of pre-crisis communication through annual reports. <i>International Journal of Management Practice</i> , 2019, 12, 283.	0.1	2
35	Can interfirm trust improve firms' cooperation on environmental innovation? The moderating role of environmental hostility. <i>Business Strategy and the Environment</i> , 2019, 28, 198-205.	8.5	25
36	Lost that lovinâ€™ feeling: The erosion of trust between small, high-distance partners. <i>Journal of International Business Studies</i> , 2020, 51, 326-352.	4.6	28
37	Does social trust affect international contracting? Evidence from foreign bond covenants. <i>Journal of International Business Studies</i> , 2022, 53, 1011-1044.	4.6	32
38	In CEOs we trust: When religion matters in cross-border acquisitions. The case of a multifaith country. <i>International Business Review</i> , 2020, 29, 101705.	2.6	7

#	ARTICLE	IF	CITATIONS
40	Multivariable Supplier Segmentation in Sustainable Supply Chain Management. Sustainability, 2020, 12, 4556.	1.6	5
41	Does participation in knowledge networks facilitate market access in global innovation systems? The case of offshore wind. Research Policy, 2021, 50, 104227.	3.3	12
42	The moderating role of cultural similarity in developing commitment in the industrial importer-supplier relationship. Journal of Business and Industrial Marketing, 2021, ahead-of-print, .	1.8	2
43	Trust and knowledge sharing in context: A study of international buyer-supplier relationships in Thailand. Industrial Marketing Management, 2020, 88, 112-124.	3.7	44
44	The Relational Perspective and East Meets West: A Commentary. Academy of Management Perspectives, 2011, 25, 19-27.	4.3	4
45	Dealer Satisfaction in Automotive Channel Relationships: Antecedents and Consequences. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2016, , 323-336.	0.1	0
46	Does Social Trust Affect International Contracting? Evidence from Foreign Bond Covenants. SSRN Electronic Journal, 0, , .	0.4	1
48	Construction of Alliance System Model Based on Blockchain Technology-Taking the Catering Industry as an Example. , 2020, , .		1
49	Cultural Intelligence of Offshore IT Suppliers. Progress in IS, 2020, , 183-213.	0.5	0
51	Trusting without a Safety Net: The Peril of Trust in Base of the Pyramid Economies. Journal of Management Studies, 2023, 60, 767-799.	6.0	3
52	Learning by supplying to climb the value chain: suppliersâ€™ transition from B-to-B to B-to-C. Supply Chain Management, 2023, 28, 641-665.	3.7	1
53	The role of direct equity ownership in supply chains. Journal of Operations Management, 2023, 69, 586-615.	3.3	3
54	Different approaches to studying inter-organisational trust relations in Polish and English literature. E-mentor, 2022, 95, 61-71.	0.1	0
55	Why and when do paradoxical management capabilities matter to paradoxical pressure? An empirical investigation of the role of co-competition. Technovation, 2023, 120, 102682.	4.2	1