

That Left a Mark 2023: ADR Series Part 3

John R. Hollenbeck, Associate Dean for Research and Natalie DeVolder, Research Manager

Although publications in journals strategically targeted by the College and the Units are the best evidence of research accomplishment, the current Strategic Plan for Research and Scholarship seeks to expand what constitutes evidence for research accomplishment. For example, with the wisdom granted by time, some publications clearly have a higher impact than others as measured by citation counts -- including some (NFT) journals that may fall out of our strategic list of journals (FT*, NFT*, FT50).

Hence, in Part 3 of this series, we highlight the two highest cited papers from each Unit in 2018 according to the Web of Science. We chose this period because it gives the article a full five years to accumulate citations (2019-2023), and we grounded this within the units because there are such strong disciplinary norms for how citations are employed. The papers highlighted below are shaping their discipline beyond the norm.

AIS

Acito, Andrew A.; **Hogan, Chris E.**; Mergenthaler, Richard D. (2018). The Effects of PCAOB inspections on auditor-client relationships. *Accounting Review*, 93(2), 1-35. (49 citations)

ter Huurne, Maarten; Ronteltap, Amber; **Guo, Chenhui**; Corten, Rense; Buskens, Vincent. (2018). Reputation effects in socially driven sharing economy transactions. *Sustainability*, 10(8), 2674. (22 citations)

FIN

Jiang, Hao; Verardo, Michela. (2018). Does herding behavior reveal skill? An analysis of mutual fund performance. *Journal of Finance*, 73(5), 2229-2269. (76 citations)

Cornaggia, Jess; Cornaggia, Kimberly J.; **Israelsen, Ryan D.** (2018). Credit ratings and the cost of municipal financing. *Review of Financial Studies*, 31(6), 2038-2079. (65 citations)

HB

Zhang, Lu; Hanks, Lydia. (2018). Online reviews: The effect of cosmopolitanism, incidental similarity, and dispersion on consumer attitudes toward ethnic restaurants. *International Journal of Hospitality Management*, 68(2018), 115-123. (30 citations)

Cha, JaeMin; **Borchgrevink, Carl P.** (2018). Leader-Member Exchange (LMX) and frontline employees' service-oriented organizational citizenship behavior in the foodservice context: Exploring the moderating role of work status. *International Journal of Hospitality and Tourism Administration*, 19(3), 233-258. (23 citations)

MGT

Zhu, Jinton, Liao, Zhenyu; Yam, Kai Chi; **Johnson, Russell E.** (2018). Shared leadership: A state-of-the-art review and future research agenda. *Journal of Organizational Behavior*, 39(7), 834-852. (160 citations)

Qin, Xin; Huang, Mingpeng; **Johnson, Russell E.**; Hu, Qiongjing; Ju, Dong. (2018). The short-lived benefits of abusive supervisory behavior for actors: An investigation of recovery and work engagement. *Academy of Management Journal*, 61(5), 1951-1975. (157 citations)

MKT

Hult, G. Tomas M.; Hair, Joseph F., Jr.; Proksch, Dorian; Sarstedt, Marko; Pinkwart, Andreas; Ringle, Christian M. (2018). Addressing endogeneity in international marketing applications of partial least squares structural equation modeling. *Journal of International Marketing*, 26(3), 1-21. (453 citations)

Gupta, Shaphali; **Pansari, Anita**; Kumar, V.(2018). Global customer engagement. *Journal of International Marketing*, 26(1), 4-29. (94 citations)

SCM

Macdonald, John R.; Zobel, Christopher W.; **Melnyk, Steven A.**; **Griffis, Stanley E.** (2018). Supply chain risk and resilience: Theory building through structured experiments and simulation. *International Journal of Production Research*, 56(12), 4337-4355. (125 citations)

Yoon, Jiho; **Talluri, Srinivas**; **Yildiz, Hakan**; Ho, William. (2018). Models for supplier selection and risk mitigation: A holistic approach. *International Journal of Production Research*, 56(10), 3636-3661. (100 citations)