Behavioral Strategy Wiki

This is a list from an intersection of Top management team composition and impact and Influence processes: Power, Status & Politics

- D'Aveni RA, Kesner IF. 1993. Top managerial prestige, power and tender offer response: a study of elite social networks and target firm cooperation during takeovers. Organization Science 4(2): 123-151.
- Finkelstein S, Boyd BK. 1998. How much does the CEO matter? The role of managerial discretion in the setting of CEO compensation. Academy of Management Journal 41(2): 179-199.
- Park SH, Westphal JD, Stern I. 2011. Set up for a fall the insidious effects of flattery and opinion conformity toward corporate leaders. Administrative Science Quarterly 56(2): 257-302.
- Stern I, Westphal JD. 2010. Stealthy footsteps to the boardroom: executives' backgrounds, sophisticated interpersonal influence behavior, and board appointments. Administrative Science Quarterly 55(2): 278-319.
- Westphal JD, Stern I. 2006. The other pathway to the boardroom: Interpersonal influence behavior as a substitute for elite credentials and majority status in obtaining board appointments. Administrative Science Quarterly 51(2): 169-204.
- Westphal JD, Stern I. 2007. Flattery will get you everywhere (especially if you are a male Caucasian): how ingratiation, boardroom behavior, and demographic minority status affect additional board appointments at US companies. Academy of Management Journal 50(2): 267-288.
- Zajac EJ. 1990. CEO selection, succession, compensation and firm performance: a theoretical integration and empirical analysis. Strategic Management Journal 11(3): 217-230.
- Zhang Y, Rajagopalan N. 2010. Once an outsider, always an outsider? CEO origin, strategic change, and firm performance. Strategic Management Journal 31(3): 334-346.

Behavioral Strategy Wiki www.behavioralstrategywiki.org 2022