

This is a list from an intersection of Alliance & Contracting and Search

- Baum JA, Rowley TJ, Shipilov AV, Chuang Y-T. 2005. Dancing with strangers: aspiration performance and the search for underwriting syndicate partners. *Administrative Science Quarterly* 50(4): 536-575.
 - Mayer KJ, Argyres NS. 2004. Learning to contract: evidence from the personal computer industry. *Organization Science* 15(4): 394-410.
 - Vissa B. 2011. A matching theory of entrepreneurs' tie formation intentions and initiation of economic exchange. *Academy of Management Journal* 54(1): 137-158.
-