

Online Supplement for:

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Appendix A: General Management (n = 9), Human Resource Management (n = 8), Organizational Behavior (n = 13), and Strategic Management (n = 8) Textbooks Reviewed and Analyzed in this Study (N = 38)

Title	Publication Year	Field	Authors	Authors' Current/Most Recent Affiliation	Authors' Ph.D. Field
Contemporary Management, 9 th Ed.	2016	GM	Gareth R. Jones ^a & Jennifer M. George ^b	^a Texas A&M ^b Rice University	^a Mgmt ^b Mgmt/Psychology
Effective Management, 6 th Ed.	2013	GM	Chuck Williams	Butler University	Psychology/Education
Fundamentals of Management, 9 th Ed.	2014	GM	Stephen P. Robbins ^a , David A. DeCenzo ^b , & Mary A. Coulter ^c	^a Emeritus, San Diego State University ^b Coastal Carolina University ^c Emerita, Missouri State University	^a Mgmt/OB ^b Mgmt ^c SM/OB
Management, 11 th Ed.	2014	GM	Thomas Bateman ^a & Scott Snell ^b	University of Virginia	^a OB ^b Business Administration
Management, 12 th Ed.	2016	GM	Richard L. Daft	Vanderbilt University	Mgmt/Organizational Studies
Management, 12 th Ed.	2012	GM	Robert Kreitner ^a & Charlene Cassidy ^b	^a Emeritus, Arizona State University ^b Anne Arundel Community College	^a Mgmt/OB ^b Mgmt
Management, 13 th Ed.	2015	GM	Stephen P. Robbins ^a & Mary Coulter ^b	^a Emeritus, San Diego State University ^b Emerita, Missouri State University	^a Mgmt/OB ^b SM /OB
Management, 13 th Ed.	2015	GM	John R. Schermerhorn ^a , Jr. & Daniel G. Bacharach ^b	^a Ohio University ^b University of Alabama	^a OB ^b HRM/OB
Modern Management, 14 th Ed.	2016	GM	Samuel C. Certo ^a & Trevis S. Certo ^b	^a Rollins College ^b Arizona State University	^a SM ^b SM
Applied Psychology in Human Resource Management, 7 th Ed.	2011	HRM	Wayne F. Cascio ^a & Herman Aguinis ^b	^a University of Colorado, Denver ^b George Washington University	^a I-O Psychology ^b I-O Psychology
Fundamentals of Human Resource Management, 11 th Ed.	2012	HRM	David A. DeCenzo ^a , Stephen P. Robbins ^b , & Susan L. Verhulst ^c	^a Coastal Carolina University ^b Emeritus, San Diego State University ^c Des Moines Area Community College	^a Mgmt ^b Mgmt/OB ^c Mgmt
Human Resource Management, 6 th Ed.	2013	HRM	H. John Bernardin ^a & Joyce E. A. Russell ^b	^a Florida Atlantic University ^b Villanova University	^a I-O Psychology ^b I-O Psychology
Human Resource Management, 13 th Ed.	2017	HRM	Gary Dessler	Florida International University	Mgmt

Human Resource Management, 14 th Ed.	2013	HRM	Robert L. Mathis ^a , John H. Jackson ^b , & Sean R. Valentine ^c	^a Emeritus, University of Nebraska, Omaha ^b University of Wyoming ^c University of North Dakota	^a Mgmt /OB ^b Social Policy/Practice ^c Mgmt
Human Resource Management, 9 ^e	2014	HRM	Raymond A. Noe ^a , John R. Hollenbeck ^b , Barry Gerhart ^c , & Patrick M. Wright ^d	^a Ohio State University ^b Michigan State University ^c University of Wisconsin, Madison ^d University of South Carolina	^a I-O Psychology ^b Mgmt ^c Industrial Relations ^d HRM/OB
Human Resource Management, 2 nd Ed.	2010	HRM	Greg L. Stewart ^a & Kenneth G. Brown ^b	University of Iowa	^a OB ^b Psychology
Managing Human Resources, 7 th Ed.	2011	HRM	Luis R. Gomez-Mejia ^a , David B. Balkin ^b , & Robert L. Cardy ^c	^a Arizona State University ^b University of Colorado, Boulder ^c University of Texas, San Antonio	^a Industrial Relations ^b HRM/Industrial Relations ^c Performance Management
Behavior in Organizations, 9 th Ed.	2007	OB	Jerald Greenberg ^a & Robert A. Baron ^b	^a Deceased. University of Texas, Arlington ^b Oklahoma State University	^a I-O Psychology ^b Social Psychology
Contemporary Organizational Behavior, 1 st Ed.	2016	OB	Kimberly D. Elsbach ^a , Anna Kayes ^b , & D. Christopher Kayes ^c	^a University of California, Davis ^b Stevenson University ^c George Washington University	^a Industrial Engg/Engg Mgmt ^b Mgmt ^c Mgmt/OB
Essentials of Organizational Behavior, 1 st Ed.	2016	OB	Terri A. Scandura	University of Miami	OB
Introduction to Work and Organizational Behavior, 3 rd Ed.	2015	OB	John Bratton	Thompson Rivers University	Sociology
Organizational Behavior, 2 nd Ed.	2015	OB	Talya N. Bauer ^a & Berrin Erdogan ^b	Portland State University	^a HRM/OB ^b HRM/OB
Organizational Behavior, 5 th Ed.	2017	OB	Jason A. Colquitt ^a , Jeffery A. LePine ^b , & Michael J. Wesson ^c	^a University of Georgia ^b Arizona State University ^c Texas A&M University	^a OB ^b OB ^c HRM/OB
Organizational Behavior, 12 th Ed.	2008	OB	Don Hellriegel ^a & John W. Slocum ^b	^a Emeritus, Texas A&M ^b Emeritus, Southern Methodist University	^a SM ^b OB
Organizational Behavior, 4 th Ed.	2015	OB	Michael A. Hitt ^a , C. Chet Miller ^b , & Adrienne Colella ^c	^a Texas Christian University ^b University of Houston ^c Tulane University	^a Organization Theory/OB ^b SM ^c I-O Psychology
Organizational Behavior, 13 th Ed.	2015	OB	Fred Luthans ^a , Brett C. Luthans ^b , & Kyle W. Luthans ^c	^a Emeritus, University of Nebraska, Lincoln ^b Missouri Western State University ^c University of Nebraska, Kearney	^a OB ^b Mgmt/OB/International Mgmt ^c Mgmt
Organizational Behavior, 10 th Ed.	2012	OB	Robert Kreitner ^a & Angelo Kinicki ^b	Emeriti, Arizona State University	^a Mgmt/OB ^b OB
Organizational Behavior, 17 th Ed.	2017	OB	Stephen P. Robbins ^a & Timothy A. Judge ^b	^a Emeritus, San Diego State University ^b Ohio State University	^a Mgmt/OB ^b Industrial & Labor Relations

Organizational Behavior, 12 th Ed.	2011	OB	John R. Schermerhorn ^a , Jr., Richard N. Osborn ^b , Mary Uhl- Bien ^c , & James G. Hunt ^d	^a Emeritus, Ohio State University ^b Wayne State University ^c Texas Christian University ^d Deceased. Texas Tech University	^a OB/International Business ^b OB ^c Mgmt/Entrepreneurship ^d Mgmt/Health Organization Mgmt
Organizational Psychology and Behavior, 1 st Ed.	2015	OB	Zinta S. Byrne	Colorado State University	I-O Psychology
Essentials of Strategic Management, 4 th Ed.	2014	SM	John E. Gamble ^a , Margaret Peteraf ^b , & Arthur Thompson Jr. ^c	^a Texas A&M, Corpus Christi ^b Dartmouth College ^c Emeritus, University of Alabama	^a Mgmt ^b Economics ^c Business Strategy/Economics
Gaining and Sustaining Competitive Advantage, 3 rd Ed.	2006	SM	Jay Barney	University of Utah	Administrative Sciences/Sociology
Strategic Management, 16 th Ed.	2017	SM	Fred R. David ^a & Forest R. David ^b	^a Francis Marion University ^b Industry	^a Management/SM ^b n/a
Strategic Management, 7 th Ed.	2013	SM	Gregory Dess ^a , G. T. Lumpkin ^b , Alan Eisner ^c , & Gerry McNamara ^d	^a University of Texas, Dallas ^b University of Oklahoma ^c Pace University ^d Michigan State University	^a SM ^b Entrepreneurship ^c Mgmt ^d Mgmt
Strategic Management, 11 th Ed.	2014	SM	Charles W. L. Hill ^a , Gareth R. Jones ^b , & Melissa A. Schilling ^c	^a University of Washington ^b Texas A&M University ^c New York University	^a Industrial/Organization Economics ^b Mgmt ^c SM
Strategic Management, 11 th Ed.	2014	SM	Michael A. Hitt ^a , R. Duane Ireland ^b , & Robert E. Hoskisson ^c	^a Texas Christian University ^b Texas A&M University ^c Rice University	^a Organization Theory/OB ^b Business Policy/Organization Theory/Behavioral Science/Public Administration ^c SM
Strategic Management, 14 th Ed.	2014	SM	John A. Pearce II ^a , & Richard B. Robinson, Jr. ^b	^a Villanova University ^b Emeritus, University of South Carolina	^a SM/Entrepreneurship ^b Mgmt/Entrepreneurship
Strategic Management, 3 rd Ed.	2016	SM	Frank T. Rothaermel	Georgia Institute of Technology	SM

Note: Engg= Engineering; GM = General Management; HRM = Human Resource Management; I-O = Industrial-Organizational; Mgmt = Management; OB = Organizational Behavior; SM = Strategic Management.

Appendix B: Sample Syllabi for Courses Using Some of the Textbooks Analyzed in Present Study

Field	Course Level	Institution	Textbook Title	Authors	Course Title
GM	Undergraduate	University of Montana	Fundamentals of Management, 9 th Ed.	Stephen P. Robbins, David A. DeCenzo, & Mary A. Coulter	BMGT 340: Management & Organizational Behavior
GM	Undergraduate	Carroll University	Management, 11 th Ed.	Stephen P. Robbins & Mary Coulter	BUS 302-A: Principles of Management
GM	Undergraduate	Florida Gulf Coast University	Management, 13 th Ed.	John R. Schermerhorn, Jr. & Daniel G. Bacharach	MAN 3025: Principles of Management
HRM	Undergraduate	University of Texas, Dallas	Human Resource Management: An Experiential Approach, 5 th Ed.	H. John Bernardin	OB 6307: Human Resource Management
HRM	Undergraduate	Western Illinois University, Quad Cities	Fundamentals of Human Resource Management, 11 th Ed.	David A. DeCenzo, Stephen P. Robbins, & Susan L. Verhulst	HRM 353: Human Resource Management
HRM	Undergraduate	Florida Gulf Coast University	Human Resource Management, 10 th Ed.	Raymond A. Noe, John R. Hollenbeck, Barry Gerhart, & Patrick M. Wright	MAN 3301: Human Resource Management
OB	Undergraduate	University of Southern Indiana	Organizational Behavior, 4 th Ed.	Jason A. Colquitt, Jeffery A. LePine, & Michael J. Wesson	MGMT 315.101: Organizational Behavior
OB	Undergraduate	College of Charleston	Organizational Behavior, 13 th Ed.	Mary Uhl-Bien, John R. Schermerhorn, Jr., & Richard N. Osborn	MGMT 301: Management & Organizational Behavior
OB	Undergraduate	University of Texas, Austin	Organizational Behavior v. 1.1.1	Talya N. Bauer & Berrin Erdogan	MAN 336: Organizational Behavior
SM	Undergraduate	California State University, Sacramento	Strategic Management: Creating Competitive Advantages, 6 th Ed.	Gregory Dess, G. T. Lumpkin, Alan Eisner, & Gerry McNamara	General Management 105: Strategic Management
SM	Undergraduate	University of Southern California	Strategic Management, 3 rd Ed.	Frank T. Rothaermel	BUAD 497: Strategic Management
SM	Undergraduate	Charter Oak State College	Strategic Management, 14 th Ed.	John A. Pearce II, & Richard B. Robinson, Jr.	MGT 499: Strategic Management

Note: GM = General Management; HRM = Human Resource Management; OB = Organizational Behavior; SM = Strategic Management

Table S1: Top-50 Most Cited Sources in Organizational Behavior Textbooks

Rank	Academic Source	Academic Rank	Source	Number of Citations	% of Total Citations in all OB Textbooks Analyzed	Impact Factor
1	Yes	1	Journal of Applied Psychology	1,675	9.35%	7.12
2	Yes	2	Academy of Management Journal	827	4.62%	11.25
3	Yes	3	Harvard Business Review	459	2.56%	4.93
4	Yes	4	Academy of Management Review	423	2.36%	13.28
5	No		Bloomberg BusinessWeek	390	2.18%	na
5	Yes	5	Journal of Management	390	2.18%	12.04
7	Yes	6	Personnel Psychology	348	1.94%	7.35
8	Yes	7	Journal of Personality & Social Psychology	338	1.89%	7.39
9	Yes	8	Organizational Behavior & Human Decision Processes (formerly Organizational Behavior & Human Performance) ^a	327	1.83%	3.68
10	No		Wall Street Journal	300	1.67%	na
11	Yes	9	Academy of Management Perspectives (formerly Academy of Management Executive) ^a	296	1.65%	7.34
12	Yes	10	Journal of Organizational Behavior	272	1.52%	5.89
13	No		Fortune	268	1.50%	na
14	Yes	11	Organizational Dynamics	255	1.42%	1.36
15	Yes	12	Psychological Bulletin	222	1.24%	21.99
16	Yes	13	Administrative Science Quarterly	213	1.19%	8.66
17	No		HR Magazine	200	1.12%	na
17	Yes	14	Leadership Quarterly	200	1.12%	5.36
19	Yes	15	Human Relations	155	0.87%	4.35
20	No		USA Today	138	0.77%	na
21	Yes	16	American Psychologist	116	0.65%	7.22
22	Yes	17	Organization Science	108	0.60%	5.43
23	Yes	18	Group & Organization Management (formerly Group & Organization Studies) ^a	96	0.54%	3.39
24	No		New York Times	92	0.51%	na
25	Yes	19	Journal of Vocational Behavior	91	0.51%	4.20
26	Yes	20	Journal of Occupational & Organizational Psychology (formerly Journal of Occupational Psychology) ^a	88	0.49%	3.97
27	No		Workforce Magazine	86	0.48%	na
28	No		Fast Company Magazine	85	0.47%	na

28	Yes	21	Strategic Management Journal	85	0.47%	7.48
30	Yes	22	Business Horizons	83	0.46%	3.03
31	Yes	23	Journal of Business Ethics	79	0.44%	3.96
31	Yes	23	Journal of Management Studies	79	0.44%	7.96
33	Yes	25	Research in Organizational Behavior	78	0.44%	4.38
34	No		Training Magazine	73	0.41%	na
35	Yes	26	Journal of International Business Studies	70	0.39%	8.45
36	Yes	27	Journal of Leadership & Organizational Studies	69	0.39%	2.38
37	No		Handbook of Industrial & Organizational Psychology	66	0.37%	na
38	No		Guardian	64	0.36%	na
39	Yes	28	Annual Review of Psychology	63	0.35%	30.52
39	Yes	28	Small Group Research	63	0.35%	1.67
41	No		Forbes	62	0.35%	na
42	No		Management Review	60	0.33%	na
43	Yes	30	Academy of Management Learning & Education	59	0.33%	4.24
44	Yes	31	Psychological Science	57	0.32%	7.37
45	Yes	32	Human Resource Management	53	0.30%	3.36
46	Yes	33	MIT Sloan Management Review	52	0.29%	4.58
47	No		T & D	51	0.28%	na
48	Yes	34	California Management Review	48	0.27%	4.16
49	Yes	35	Journal of Occupational Health Psychology	47	0.26%	4.99
50	Yes	36	Journal of Applied Social Psychology	46	0.26%	1.81
50	Yes	36	Psychological Review	46	0.26%	8.57

Note: na = Not Applicable. OB = Organizational Behavior. Sources are ranked by number of citations in Organizational Behavior textbooks. Sources with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the Web of Science Journal Citations Report (JCR) database. Impact factor refers to 2017 5-year impact factor as reported in JCR (i.e., calculated by dividing the number of current year citations to the source items published in that journal during the previous five years). Because multiple sources are cited an equal number of times, the table contains 51 entries instead of 50. The entire database including all 3,986 sources is available upon request.

^a Citation counts for these sources are the sum of both titles of the journal.

Table S2: Top-50 Most Cited Sources in Human Resource Management Textbooks

Rank	Academic Source	Academic Rank	Source	Number of Citations	% of Total Citations in all HRM Textbooks Analyzed	Impact Factor
1	Yes	1	Journal of Applied Psychology	1,244	11.50%	7.12
2	Yes	2	Personnel Psychology	697	6.44%	7.35
3	No		HR Magazine	627	5.80%	na
4	No		Wall Street Journal	594	5.49%	na
5	No		Bloomberg BusinessWeek	341	3.15%	na
5	No		Workforce Magazine	339	3.13%	na
7	Yes	3	Academy of Management Journal	256	2.37%	11.25
8	No		T & D	248	2.29%	na
9	No		Compensation & Benefits Review	213	1.97%	na
10	No		New York Times	209	1.93%	Na
11	Yes	4	Human Resource Management	180	1.66%	3.36
12	No		Human Resource Executive	134	1.24%	na
13	No		Fortune	130	1.20%	na
14	No		Workspan Magazine	130	1.20%	na
15	Yes	5	Harvard Business Review	120	1.11%	4.93
16	Yes	6	Academy of Management Review	118	1.09%	13.28
17	Yes	7	Industrial & Labor Relations Review	116	1.07%	2.27
17	No		Society for Human Resource Management (SHRM)	114	1.05%	na
19	Yes	8	Human Resource Management Review	113	1.04%	4.20
20	No		Personnel Journal	108	1.00%	na
21	No		Training Magazine	104	0.96%	na
22	Yes	9	Academy of Management Perspectives (formerly Academy of Management Executive) ^a	98	0.91%	7.34
23	Yes	10	International Journal of Selection & Assessment	90	0.83%	1.39
24	Yes	11	Journal of Management	89	0.82%	12.04
25	Yes	12	Organizational Behavior & Human Decision Processes (formerly Organizational Behavior & Human Performance) ^a	72	0.67%	3.68
26	No		Occupational Hazards	64	0.59%	na
27	Yes	13	Human Performance	62	0.57%	1.94
28	Yes	14	Psychological Bulletin	53	0.49%	21.99

29	Yes	15	Industrial Relations: A Journal of Economy and Society	51	0.47%	1.63
29	Yes	15	Journal of Organizational Behavior	51	0.47%	5.89
31	Yes	17	Journal of Vocational Behavior	42	0.39%	4.20
32	Yes	18	International Journal of Human Resource Management	41	0.38%	2.71
33	Yes	19	American Psychologist	40	0.37%	7.22
33	No		The compensation handbook: A state of the art guide to compensation strategy and design	40	0.37%	na
35	Yes	20	Organizational Research Methods	38	0.35%	9.25
35	Yes	20	Public Personnel Management	38	0.35%	1.22
37	No		Time	37	0.34%	na
38	No		Handbook of Industrial & Organizational Psychology	35	0.32%	na
39	No		Employee Benefit News	30	0.28%	na
39	Yes	22	Organizational Dynamics	30	0.28%	1.36
41	No		EHS Today	29	0.27%	na
41	Yes	23	Monthly Labor Review	29	0.27%	0.59
41	No		USA Today	29	0.27%	na
44	No		Personnel Administrator	27	0.25%	na
45	Yes	24	Annual Review of Psychology	26	0.24%	30.52
45	Yes	24	Journal of Business & Psychology	26	0.24%	3.94
45	Yes	24	Journal of Labor Research	26	0.24%	0.60
45	Yes	24	Journal of Occupational & Organizational Psychology (formerly Journal of Occupational Psychology) ^a	26	0.24%	3.97
49	No		Employee Relations Law Journal	25	0.23%	na
49	No		Human Resource Planning	24	0.22%	na

Note: na = Not Applicable. HRM = Human Resource Management. Sources are ranked by number of citations in Human Resource Management textbooks. Sources with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the Web of Science Journal Citations Report (JCR) database. Impact factor refers to 2017 5-year impact factor as reported in JCR (i.e., calculated by dividing the number of current year citations to the source items published in that journal during the previous five years). The entire database including all 1,810 sources is available upon request.

^a Citation counts for these sources are the sum of both titles of the journal.

Table S3: Top-50 Most Cited Sources in Strategic Management Textbooks

Rank	Academic Source	Academic Rank	Source	Number of Citations	% of Total Citations in all SM Textbooks Analyzed	Impact Factor
1	Yes	1	Strategic Management Journal	798	13.48%	7.48
2	Yes	2	Harvard Business Review	447	7.55%	4.93
3	No		Wall Street Journal	316	5.34%	na
4	Yes	3	Academy of Management Journal	279	4.71%	11.25
5	Yes	4	Academy of Management Review	168	2.84%	13.28
5	No		Bloomberg BusinessWeek	168	2.84%	na
7	No		Fortune	146	2.47%	na
8	Yes	5	Journal of Management	121	2.04%	12.04
9	Yes	6	Journal of International Business Studies	107	1.81%	8.45
10	Yes	7	MIT Sloan Management Review	103	1.74%	4.58
11	Yes	8	Academy of Management Perspectives (formerly Academy of Management Executive) ^a	99	1.67%	7.34
12	Yes	8	Journal of Management Studies	99	1.67%	7.96
13	Yes	10	Organization Science	97	1.64%	5.43
14	Yes	11	Business Horizons	61	1.03%	3.03
15	No		Forbes	59	1.00%	na
16	Yes	12	Management Science	54	0.91%	4.93
17	No		Journal of Business Strategy	50	0.84%	na
17	Yes	13	Journal of Business Venturing	48	0.81%	9.07
19	Yes	14	California Management Review	47	0.79%	4.16
20	No		Harvard Business School Case	45	0.76%	na
21	Yes	15	Administrative Science Quarterly	44	0.74%	8.66
21	Yes	15	Journal of Business Research	44	0.74%	3.69
23	Yes	17	Strategic Entrepreneurship Journal	41	0.69%	4.29
24	Yes	18	Journal of Financial Economics	39	0.66%	7.51
25	No		New York Times	38	0.64%	na
26	Yes	19	Entrepreneurship: Theory & Practice	37	0.63%	8.08
26	Yes	19	Journal of Finance	37	0.63%	8.97
28	Yes	21	Long Range Planning	32	0.54%	5.90
29	No		Fast Company Magazine	30	0.51%	na
30	Yes	22	Asia Pacific Journal of Management	28	0.47%	2.89

31	Yes	23	Journal of Product Innovation Management	26	0.44%	4.93
31	Yes	23	Research Policy	26	0.44%	7.07
33	Yes	25	American Economic Review	22	0.37%	6.50
33	Yes	25	British Journal of Management	22	0.37%	3.64
33	Yes	25	Journal of World Business	22	0.37%	5.02
36	Yes	28	Global Strategy Journal	21	0.35%	5.62
36	Yes	28	Organizational Dynamics	21	0.35%	1.36
38	Yes	30	Journal of Political Economy	20	0.34%	6.21
39	Yes	31	Journal of Business Ethics	19	0.32%	3.96
40	No		Handbook of Strategic Management	17	0.29%	na
41	Yes	32	Journal of Corporate Finance	16	0.27%	2.57
42	Yes	33	Corporate Governance: An International Review	15	0.25%	3.81
42	No		Financial Times	15	0.25%	na
44	Yes	34	Journal of Industrial Economics	14	0.24%	1.27
44	Yes	34	Management Decision	14	0.24%	2.34
46	No		Managerial & Decision Economics	13	0.22%	na
46	No		McKinsey Quarterly	13	0.22%	na
46	Yes	36	Rand Journal of Economics	13	0.22%	2.31
49	No		CNN	12	0.20%	na
49	Yes	37	Leadership Quarterly	12	0.20%	5.36
49	Yes	37	Quarterly Journal of Economics	12	0.20%	12.18

Note: na = Not Applicable. SM = Strategic Management. Sources are ranked by number of citations in Strategic Management textbooks. Sources with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the Web of Science Journal Citations Report (JCR) database. Impact factor refers to 2017 5-year impact factor as reported in JCR (i.e., calculated by dividing the number of current year citations to the source items published in that journal during the previous five years). Because multiple sources are cited an equal number of times, the table contains 51 entries instead of 50. The entire database including all 1,172 sources is available upon request.

^a Citation counts for these sources are the sum of both titles of the journal.

Table S4: Top-50 Most Cited Sources in General Management Textbooks

Rank	Academic Source	Academic Rank	Source	Number of Citations	% of Total Citations in all GM Textbooks Analyzed	Impact Factor
1	No		Wall Street Journal	1,293	8.57%	na
2	Yes	1	Harvard Business Review	833	5.52%	4.93
3	No		Bloomberg BusinessWeek	790	5.23%	na
4	Yes	2	Academy of Management Journal	502	3.33%	11.25
5	No		New York Times	499	3.31%	na
5	No		USA Today	476	3.15%	na
7	No		Fortune	469	3.11%	na
8	Yes	3	Academy of Management Perspectives (formerly Academy of Management Executive) ^a	398	2.64%	7.34
9	Yes	4	Academy of Management Review	354	2.35%	13.28
10	Yes	5	Journal of Applied Psychology	347	2.30%	7.12
11	No		HR Magazine	326	2.16%	na
12	Yes	6	Journal of Management	232	1.54%	12.04
13	Yes	7	Organizational Dynamics	209	1.38%	1.36
14	No		Inc.	206	1.36%	na
15	Yes	8	Business Horizons	198	1.31%	3.03
16	No		Fast Company Magazine	167	1.11%	na
17	No		Industry Week	164	1.09%	na
17	No		Workforce Magazine	151	1.00%	na
19	No		Training Magazine	139	0.92%	na
20	No		Forbes	130	0.86%	na
21	Yes	9	Strategic Management Journal	111	0.74%	7.48
22	Yes	10	Personnel Psychology	104	0.69%	7.35
23	Yes	11	MIT Sloan Management Review	101	0.67%	4.58
24	Yes	12	Administrative Science Quarterly	96	0.64%	8.66
25	Yes	13	Organizational Behavior & Human Decision Processes (formerly Organizational Behavior & Human Performance) ^a	87	0.58%	3.68
26	No		T & D	85	0.56%	na
27	Yes	14	Journal of Organizational Behavior	80	0.53%	5.89
27	No		Newsweek	80	0.53%	na

29	Yes	15	Academy of Management Learning & Education	68	0.45%	4.24
30	Yes	16	California Management Review	64	0.42%	4.16
31	Yes	17	Journal of Business Ethics	62	0.41%	3.96
32	Yes	18	Psychological Bulletin	56	0.37%	21.99
33	Yes	19	Group & Organization Management (formerly Group & Organization Studies) ^a	55	0.36%	3.39
33	Yes	19	Leadership Quarterly	55	0.36%	5.36
35	No		CNN	50	0.33%	na
35	No		Financial Times	50	0.33%	na
35	No		Time	50	0.33%	na
38	No		Management Review	49	0.32%	na
39	Yes	21	Human Relations	47	0.31%	4.35
40	No		CFO	46	0.30%	na
41	No		Washington Post	45	0.30%	na
42	No		Strategy & Business	44	0.29%	na
43	Yes	22	Journal of Personality & Social Psychology	39	0.26%	7.39
44	Yes	23	Journal of Management Studies	38	0.25%	7.96
45	Yes	24	Organization Science	35	0.23%	5.43
46	Yes	25	American Psychologist	34	0.23%	7.22
47	No		Business 2.0	33	0.22%	na
47	No		Leadership Excellence	33	0.22%	na
49	Yes	26	Human Resource Management	32	0.21%	3.36
50	Yes	27	Journal of Applied Behavioral Science	31	0.21%	2.18

Note: na = Not Applicable. GM = General Management. Sources are ranked by number of citations in General Management textbooks. Sources with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the Web of Science Journal Citations Report (JCR) database. Impact factor refers to 2017 5-year impact factor as reported in JCR (i.e., calculated by dividing the number of current year citations to the source items published in that journal during the previous five years). The entire database including all 2,635 sources is available upon request.

^a Citation counts for these sources are the sum of both titles of the journal.

Table S5: Top-50 Most Cited Articles and Book Chapters in Organizational Behavior Textbooks

Rank	Academic Source	Source	Authors	Year	Article/Chapter Title	Book Citations	WoS Citations
1	Yes	Journal of Applied Psychology	Judge, T. A., Bono, J. E., Ilies, R., & Gerhardt, M. W.	2002	Personality and leadership: A qualitative and quantitative review	11	879
1	Yes	Group & Organization Management	Tuckman, B. W., & Jensen, M. A. C.	1977	Stages of small-group development revisited ^a	11	
1	No	Studies in Social Power	French, J. R. P., & Raven, B. H.	1959	The bases of social power	11	na
4	Yes	Psychological Bulletin	Tuckman, B. W.	1965	Developmental sequence in small groups	10	1,661
5	No	Advances in Experimental Social Psychology	Adams, J. S.	1965	Inequity in social exchange	9	na
5	Yes	Journal of Applied Psychology	Colquitt, J. A., Conlon, D. E., Wesson, M. J., Porter, C. O. L. H., & Ng, K. Y.	2001	Justice at the millennium: A meta-analytic review of 25 years of organizational justice research	9	1,971
5	Yes	Personnel Psychology	Barrick, M. R., & Mount, M. K.	1991	The big five personality dimensions and job performance: A meta-analysis	9	2,908
5	Yes	Psychological Bulletin	Judge, T. A., Thoresen, C. J., Bono, J. E., & Patton, G. K.	2001	The job satisfaction-job performance relationship: A qualitative and quantitative review	9	1,258
9	Yes	Administrative Science Quarterly	House, R. J.	1971	A path goal theory of leader effectiveness	8	1,008
9	Yes	Journal of Applied Psychology	Judge, T. A., & Bono, J. E.	2001	Relationship of core self-evaluation traits-self-esteem, generalized self-efficacy, locus of control, and emotional stability-with job satisfaction and job performance	8	1,047
11	Yes	Academy of Management Perspectives	Javidan, M., Dorfman, P. W., Luque, M. S., & House, R. J.	2006	In the eye of the beholder: Cross-cultural lessons in leadership from Project GLOBE	7	274
11	Yes	Harvard Business Review	Kotter, J. P.	1995	Leading change: why transformation efforts fail	7	934
11	Yes	Organizational Behavior & Human Performance	Hackman, J. R.	1976	Motivation through the design of work: Test of a theory	7	2,436
11	Yes	Journal of Applied Psychology	Judge, T. A., Piccolo, R. F., & Ilies, R.	2004	The forgotten ones? The validity of consideration and initiating structure in leadership research	7	408
11	Yes	Organizational Behavior & Human Decision Processes	Cohen-Charash, Y., & Spector, P. E.	2001	The role of justice in organizations: A meta-analysis	7	1,259

11	Yes	Academy of Management Journal	Gersick, C. J. G.	1988	Time and transition in work teams: Toward a new model of group development	7	868
11	Yes	Journal of Applied Psychology	Judge, T. A., & Piccolo, R. F.	2004	Transformational and transactional leadership: A meta-analytic test of their relative validity	7	1,097
18	Yes	Organizational Behavior & Human Decision Processes	Jackson, S. E., & Schuler, R. S.	1985	A meta-analysis and conceptual critique of research on role ambiguity and role conflict in work settings	6	784
18	Yes	Research in organizational behavior: An annual series of analytical essays and critical reviews	Weiss, H. M., & Cropanzano, R	1996	Affective events theory: A theoretical discussion of the structure, causes and consequences of affective experiences at work	6	1,228
18	Yes	Academy of Management Review	Mayer, R. C., Davis, J. H., & Schoorman, F. D.	1995	An integrative model of organizational trust	6	5,207
18	Yes	Journal of Applied Psychology	Harter, J. K., Schmidt, F. L., & Hayes, T. L.	2002	Business-unit level relationship between employee satisfaction, employee engagement, and business outcomes: A meta-analysis	6	1,064
18	Yes	Harvard Business Review	Kotter, J. P., & Schlesinger, L. A.	1979	Choosing strategies for change	6	266
18	Yes	Journal of Applied Psychology	Podsakoff, N. P., LePine, J. A., & LePine, M. A.	2007	Differential challenge stressor-hindrance stressor relationships with job attitudes, turnover intentions, turnover, and withdrawal behavior: A meta-analysis	6	474
18	Yes	Leadership Quarterly	Lowe, K. B., Kroeck, K.G., & Sivasubramaniam, N.	1996	Effectiveness correlates of transformational and transactional leadership: A meta-analytic review	6	979
18	No	Imagination, Cognition, and Personality	Salovey, P., & Mayer, J. D.	1989	Emotional intelligence	6	na
18	Yes	Administrative Science Quarterly	Cote, S., & Miners, C. T. H.	2006	Emotional intelligence, cognitive intelligence, and job performance	6	248
18	Yes	Psychological Bulletin	Peters, L. H., Hartke, D. D., & Pohlman, J. T.	1985	Fiedler's contingency theory of leadership: An application of the meta-analysis procedures of Schmidt and Hunter	6	66
18	Yes	Journal of Social Issues	Benne, K. D., & Sheats, P.	1948	Functional roles of group members ^a	6	
18	Yes	Academy of Management Perspectives	Kirkpatrick, S. A., & Locke, E. A.	1991	Leadership: Do traits matter? ^a	6	
18	Yes	Harvard Business Review	McClelland, D. C., & Burnham, D. H.	1976	Power is the great motivator	6	190
18	Yes	Journal of Applied Psychology	Barrick, M. R., Stewart, G. L., Neubert, M. J., & Michael, K.	1998	Relating member ability and personality to work-team processes and team effectiveness	6	593
18	Yes	Psychological Bulletin	Lyubomirsky, S., King, L., & Diener, E.	2005	The benefits of frequent positive affect: Does happiness lead to success?	6	1,860
18	Yes	Academy of Management Review	Feldman, D. C.	1984	The development and enforcement of group norms	6	343

18	Yes	Academy of Management Journal	Jehn, K. A., & Mannix, E. A.	2001	The dynamic nature of conflict: A longitudinal study of intragroup conflict and group performance	6	807
18	Yes	Academy of Management Review	Staw, B. M.	1981	The escalation of commitment to a course of action ^a	6	
18	Yes	Journal of Management	House, R. J.	1997	The social scientific study of leadership: Quo vadis?	6	599
18	Yes	Journal of Applied Psychology	Dirks, K. T., & Ferrin, D. L.	2002	Trust in leadership: Meta-analytic findings and implications for research and practice	6	1,013
18	Yes	Journal of Management	Martins, L. L., Gilson, L. L., & Maynard, M. T.	2004	Virtual teams: What do we know and where do we go from here?	6	443
18	Yes	Harvard Business Review	Goleman, D.	1998	What makes a leader?	6	131
40	No	Fortune	Varies	Yearly	100 best companies to work for	5	na
40	No	Leadership: The Cutting Edge	House, R. J.	1976	A 1976 theory of charismatic leadership	5	na
40	Yes	Personnel Psychology	LePine, J. A., Piccolo, R. F., Jackson, C. L., Mathieu, J. E., & Saul, J. R.	2008	A meta-analysis of teamwork process: Towards a better understanding of the dimensional structure and relationships with team effectiveness criteria	5	292
40	Yes	Academy of Management Journal	Stajkovic, A. D., & Luthans, F.	1997	A meta-analysis of the effects of organizational behavior modification on task performance	5	141
40	Yes	Journal of Applied Psychology	Chen, G., Kirkman, B. L., Kanfer, R., Allen, D., & Rosen, B.	2007	A multilevel study of leadership, empowerment, and performance in teams	5	279
40	Yes	Psychological Bulletin	Mathieu, J. E.	1990	A review and meta-analysis of the antecedents, correlates, and consequences of organizational commitment	5	2,076
40	Yes	Psychological Review	Maslow, A. H.	1943	A theory of human motivation ^a	5	
40	Yes	Organizational Behavior & Human Performance	Dansereau, F.	1975	A vertical dyad linkage approach to leadership within formal organizations: A longitudinal investigation of the role making process	5	1,024
40	Yes	Journal of Applied Psychology	Judge, T. A., & Ilies, R.	2004	Affect and job satisfaction: A study of their relationship at work and at home	5	193
40	Yes	Journal of Vocational Behavior	Meyer, J. P., Stanley, D. J., Herscovitch, L., & Topolnytsky, L.	2002	Affective, continuance, and normative commitment to the organization: A meta-analysis of antecedents, correlates, and consequences	5	1,879
40	Yes	Journal of Applied Psychology	Kinicki, A. J., McKee-Ryan, F. M., Schriesheim, C. A., & Carson, K. P.	2002	Assessing the construct validity of the job descriptive index: A review and meta-analysis	5	148

40	Yes	Journal of Applied Psychology	Barrick, M. R., & Mount, M. K.	1993	Autonomy as a moderator of the relationship between the Big Five personality dimensions and job performance	5	371
40	Yes	American Psychologist	Locke, E. A., & Latham, G. P.	2002	Building a practically useful theory of goal setting and task motivation: A 35-year odyssey	5	2,018
40	Yes	Academy of Management Review	Byron, K.	2008	Carrying too heavy a load? The communication and miscommunication of emotion by email	5	88
40	Yes	Leadership Quarterly	Bono, J. E., & Ilies, R.	2006	Charisma, positive emotions and mood contagion	5	318
40	No	Handbook of Industrial & Organizational Psychology	Thomas, K. W.	1992	Conflict and negotiation processes in organizations	5	na
40	Yes	Academy of Management Journal	Tepper, B. J.	2000	Consequences of abusive supervision	5	864
40	Yes	Personnel Psychology	Brown, A. L. K., Zimmerman, R. D., & Johnson, E. C.	2005	Consequences of individuals' fit at work: A meta-analysis of person-job, person-organization, person-group, and person-supervisor fit	5	1,305
40	Yes	Academy of Management Review	Lau, D. C., & Murnighan, J. K.	1998	Demographic diversity and faultlines: The compositional dynamics of organizational groups	5	671
40	Yes	Academy of Management Perspectives	Ashkanasy, N. M., & Daus, C. S.	2002	Emotion in the workplace: The new challenge for managers	5	182
40	Yes	Academy of Management Review	Dane, E., & Pratt, M. G.	2007	Exploring intuition and its role in managerial decision making	5	426
40	Yes	Journal of Applied Psychology	Judge, T. A., Heller, D., & Mount, M. K.	2002	Five-factor model of personality and job satisfaction: A meta-analysis	5	698
40	Yes	Journal of Applied Psychology	Campion, M. A., & McClelland, C. L.	1993	Follow-up and extension of the interdisciplinary costs and benefits of enlarged jobs	5	72
40	Yes	Psychological Bulletin	Locke, E. A., Shaw, K. N., Saari, L. M., & Latham, G. P.	1981	Goal setting and task performance 1969-1980	5	1,225
40	Yes	Academy of Management Perspectives	Ordonez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H.	2009	Goals gone wild: The systematic side effects of overprescribing goal setting	5	130
40	Yes	Research in Organizational Behavior	Daft, R. L., & Lengel, R. H.	1984	Information richness: A new approach to managerial behavior and organization design	5	982
40	Yes	Journal of Applied Psychology	Humphrey, S. E., Nahrgang, J. D., & Morgeson, F. P.	2007	Integrating motivational, social and contextual work design features: A meta-analytic summary and theoretical extension of the work design literature	5	589
40	No	Research on Negotiation in Organizations	Bies, R. J., Moag, J. F.	1986	Interactional justice: Communication criteria of fairness	5	na

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40	Yes	Journal of Applied Psychology	Ilies, R., Nahrgang, J. D., & Morgeson, F. P.	2007	Leader-member exchange and citizenship behaviors: A meta-analysis	5	387
40	Yes	Academy of Management Journal	Druskat, V. U., & Wheeler, J. V.	2003	Managing from the boundary: The effective leadership of self-managing work teams	5	167
40	Yes	Journal of Personality and Social Psychology	Latane, B., Williams, K., & Harkins, S.	1979	Many hands make light the work: The causes and consequences of social loafing	5	838
40	No	Handbook of Industrial & Organizational Psychology	Kanfer, R.	1990	Motivation theory and industrial and organizational psychology	5	na
40	Yes	Academy of Management Review	Rousseau, D. M., Sitkin, S. B., Burt, R. S., & Camerer, C.	1998	Not so different after all: A cross-discipline view of trust	5	2,754
40	Yes	Journal of Applied Psychology	Colquitt, J. A.	2001	On the dimensionality of organizational justice: A construct validation of a measure	5	1,555
40	Yes	Academy of Management Journal	Kerr, S.	1975	On the folly of rewarding A, while hoping for B	5	558
40	Yes	Harvard Business Review	Herzberg, F.	1968	One more time: How do you motivate employees?	5	590
40	Yes	American Psychologist	Schein, E. H.	1990	Organizational culture	5	942
40	No	Journal of Contemporary Business	House, R. J., & Mitchell, T. R.	1974	Path-goal theory of leadership	5	na
40	Yes	Leadership Quarterly	House, R. J.	1996	Path-goal theory of leadership: Lessons, legacy, and a reformulated theory	5	337
40	Yes	Academy of Management Perspectives	Pfeffer, J., & Veiga, J. F.	1999	Putting people first for organizational success ^a	5	
40	Yes	Academy of Management Journal	Pugh, S. D.	2001	Service with a smile: Emotional contagion in the service encounter	5	497
40	Yes	Journal of Personality & Social Psychology	Karau, S. J., & Williams, K. D.	1993	Social loafing: A meta-analytic review and theoretical integration	5	729
40	Yes	Organizational Behavior & Human Performance	Kerr, S.	1978	Substitutes for leadership: Their meaning and measurement	5	690
40	Yes	Journal of Applied Psychology	Ricketta, M.	2008	The causal relation between job attitudes and performance: A meta-analysis of panel studies	5	156
40	Yes	Journal of Applied Psychology	Law, K. S., Wong, C. S., & Song, L. J.	2004	The construct and criterion validity of emotional intelligence and its potential utility for management studies	5	387
40	Yes	Journal of Applied Psychology	Behfar, K. J., Peterson, R. S., Mannix, E. A., & Trochim, W. M. K.	2008	The critical role of conflict resolution in teams: A close look at the links between conflict type, conflict management strategies, and team outcomes	5	138
40	No	Handbook of Organizational Behavior	Hackman, J. R.	1995	The design of work teams	5	na
40	Yes	Harvard Business Review	Katzenbach, J. R., & Smith, D. K.	1993	The discipline of teams	5	228

40	Yes	Industrial and Organizational Psychology: Perspectives on Science and Practice	Macey, W. H., & Schneider, B.	2008	The meaning of employee engagement	5	604
40	No	Handbook of Industrial & Organizational Psychology	Locke, E. A.	1976	The nature and causes of job satisfaction	5	na
40	Yes	Organizational Behavior & Human Performance	Locke, E. A.	1968	Toward a theory of task motivation and incentives ^a	5	
40	Yes	Academy of Management Journal	Piccolo, R. F., & Colquitt, J. A.	2006	Transformational leadership and job behaviors: The mediating role of core job characteristics	5	575
40	Yes	Journal of Applied Psychology	VanEerde, W., & Thierry, H.	1996	Vroom's expectancy models and work-related criteria: A meta-analysis	5	205
40	Yes	Organizational Dynamics	Anand, N. & Daft, R. L.	2007	What is the right organization design?	5	32
40	No	Social exchange: Advances in theory and research	Leventhal, G. S.	1980	What should be done with equity theory? New approaches to the study of fairness in social relationships	5	na
40	Yes	Journal of Applied Psychology	Knippenberg, D., De Dreu, C. K. W., & Homan, A. C.	2004	Work group diversity and group performance: An integrative model and research agenda	5	716

Note: WoS = Web of Science. na = Not Applicable. Articles are ranked by number of citations in Organizational Behavior textbooks. Articles with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the current Web of Science Journal Citations Report (JCR) database. Because multiple articles and book chapters are cited an equal number of times, table contains 95 entries instead of 50. The entire database including all 12,266 articles is available upon request. Web of Science citations counts are as of July 8, 2018.

^a We were unable to locate the Web of Citation counts for this article

Table S6: Top-50 Most Cited Articles and Book Chapters in Human Resource Management Textbooks

Rank	Academic Source	Source	Authors	Year	Article/Chapter Title	Book Citations	WoS Citations
1	Yes	Journal of Occupational & Organizational Psychology	Taylor, P. J., & Small, B.	2002	Asking applicants what they would do versus what they did do: A meta-analysis comparison of situation and past behavior employment interview questions	5	52
1	Yes	Personnel Psychology	Posthuma, R. A., Morgeson, F. P., & Campion, M. A.	2002	Beyond employment interview validity: A comprehensive narrative review of recent research and trends over time	5	165
1	Yes	Journal of Applied Psychology	Harter, J. K., Schmidt, F. L., & Hayes, T. L.	2002	Business-unit level relationship between employee satisfaction, employee engagement, and business outcomes: A meta-analysis	5	1,064
1	Yes	Journal of Applied Psychology	Barrick, M. R., & Zimmerman, R. D.	2005	Reducing voluntary turnover through selection	5	68
1	Yes	Academy of Management Journal	Bernardin, H. J., & Cooke, D. K.	1993	Validity of an honesty test in predicting theft among convenience store employees	5	22
6	Yes	Journal of Applied Psychology	Schmidt, F. L., & Zimmerman, R. D.	2004	A counterintuitive hypothesis about employment interview validity and some supporting evidence	4	34
6	Yes	Personnel Psychology	Arthur, W., Day, E. A., McNelly, T. L., & Edens, P. S.	2003	A meta-analysis of the criterion-related validity of assessment center dimensions	4	166
6	Yes	Personnel Psychology	Maurer, S. D.	2002	A practitioner-based analysis of interviewer job expertise and scale format as contextual factors in situational interviews	4	11
6	Yes	Journal of Applied Psychology	Tracey, J. B., Tannenbaum, S. I., & Kavanagh, M. J.	1995	Applying trained skills on the job: The importance of the work environment	4	292
6	Yes	Personnel Psychology	Fulmer, I. S., Gerhart, B., & Scott, K. S.	2003	Are the 100 best better? An empirical investigation of the relationship between being a great place to work and firm performance	4	140
6	Yes	Personnel Psychology	Huffcutt, A. I., Weekley, J. A., Wiesner, W. H., DeGroot, T. G., & Jones, C.	2001	Comparison of situational and behavior description interview question for higher-level positions	4	47
6	No	HR Magazine	Fox, A.	2009	Curing what ails performance reviews	4	na
6	Yes	Personnel Psychology	Van Iddekinge, C. H., & Ployhart, R. E.	2008	Developments in the criterion-related validation of selection procedures: A critical review and recommendations for practice	4	38
6	Yes	Journal of Applied Psychology	Winfred, A., Bennett, W., Edens, P. S., & Bell, S. T.	2003	Effectiveness of training in organizations: A meta-analysis of design and evaluation features	4	355
6	Yes	Journal of Applied Psychology	Shaffer, M. A., & Harrison, D. A.	2001	Forgotten partners of international assignments: Development and test of a model of spouse adjustment	4	105

6	Yes	Journal of Applied Psychology	Zhao, H., & Liden, R. C.	2011	Internship: A recruitment and selection perspective	4	31
6	Yes	Journal of Applied Psychology	Cawley, B. D., Keeping, L. M., & Levy, P. E.	1998	Participation in the performance appraisal process and employee reactions: A meta-analytic review of field investigations	4	134
6	Yes	Personnel Psychology	Morgeson, F. P., Campion, M. A., Dipboye, R. L., Hollenbeck, J. R., Murphy, K., & Schmitt, N.	2007	Reconsidering the use of personality tests in personnel selection contexts	4	246
6	Yes	Academy of Management Journal	Cadsby, C. B., Song, F., & Tapon, F.	2007	Sorting and incentive effects of pay for performance: An experimental investigation	4	118
6	Yes	Personnel Psychology	Sitzman, T., Kraiger, K., Stewart, D., & Wisher, R.	2006	The comparative effectiveness of web-based and classroom instruction: A meta-analysis	4	253
6	Yes	Psychological Bulletin	Flanagan, J. C.	1954	The critical incident technique	4	3,165
6	Yes	Personnel Psychology	Klein, H. J., & Weaver, N. A.	2000	The effectiveness of an organizational-level orientation training program in the socialization of new hires	4	102
6	Yes	Personnel Psychology	Rynes, S. L., Bretz, R. D., & Gerhart, B.	1991	The importance of recruitment in job choice: A different way of looking	4	245
6	Yes	Personnel Psychology	Shippmann, J. S., Ash, R. A., Batjtsta, M., Carr, L., Eyde, L. D., Hesketh, B., & Sanchez, J. I.	2000	The practice of competency modeling	4	170
6	Yes	Journal of Applied Psychology	Morgeson, F. P., & Humphrey, S. E.	2006	The work design questionnaire (wdq): Developing and validating a comprehensive measure for assessing job design and the nature of work	4	541
6	Yes	Journal of Applied Psychology	Colquitt, J. A., LePine, J. A., & Noe, R.A.	2000	Toward an integrative theory of training motivation: A meta-analytic path analysis of 20 years of research	4	751
6	Yes	Human Resource Management Review	Gill, C.	2009	Union impact on the effective adoption of high-performance work practices	4	25
6	Yes	Psychological Bulletin	Hunter, J. E., & Hunter, R. F.	1984	Validity and utility of alternative predictors of job performance	4	1,036
6	Yes	Personnel Psychology	Roth, P., Bobko, P., McFarland, L., & Buster, M.	2008	Work sample tests in personnel selection: A meta-analysis of black-white differences in overall and exercise scores	4	29
30	No	Fortune	Varies	Yearly	100 best companies to work for	3	na
30	Yes	Journal of Applied Psychology	Pulakos, E. D.	1984	A comparison of rater training programs: Error training and accuracy training	3	84
30	Yes	Journal of Applied Psychology	Hunthausen, J. M., Truxillo, D. M., Bauer, T. N., & Hammer, L. B.	2003	A field study of frame-of-reference effects on personality test validity	3	71
30	Yes	Personnel Psychology	Becker, T. E., & Klimoski, R. J.	1989	A field study of the relationship between the organizational feedback environment and performance	3	37

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30	Yes	Journal of Applied Psychology	Premack, S. L., & Wanous, J. P.	1985	A meta-analysis of realistic job preview experiments	3	199
30	Yes	Journal of Applied Psychology	Williams, M. L., McDaniel, M. A., & Nguyen, N. T.	2006	A meta-analysis of the antecedents and consequences of pay level satisfaction	3	123
30	Yes	Industrial & Labor Relations Review	Jarrell, S. B., & Stanley, T. D.	1990	A meta-analysis of the union-nonunion wage gap	3	61
30	Yes	Personnel Psychology	Roth, P. L., Bobko, P., & McFarland, L. A.	2005	A meta-analysis of work sample test validity: updating and integrating some classic literature	3	70
30	Yes	Journal of Applied Psychology	Bowler, M. C., & Woehr, D. J.	2006	A meta-analytic evaluation of the impact of dimension and exercise factors on assessment center ratings	3	61
30	Yes	Journal of Applied Psychology	Taylor, P. J., Russ-Eft, D. F., & Chan, D. W. L.	2005	A meta-analytic review of behavior modeling training	3	157
30	Yes	Journal of Applied Psychology	Schleicher, D. J., Day, D. V., Mayes, B. T., & Riggio, R. E.	2002	A new frame for frame-of-reference training: Enhancing the construct validity of assessment centers	3	74
30	Yes	Personnel Psychology	Spychalski, A. C., Quinones, M. A., Gaugler, B. B., & Pohley, K. Smither, J. W., London, M.,	1997	A survey of assessment center practices in organizations in the United States	3	89
30	Yes	Personnel Psychology	Vasilopoulos, N. L., Reilly, R. R., Millsap, R. E., & Salvemini, N.	1995	An examination of the effects of an upward feedback program over time	3	82
30	Yes	Personnel Psychology	King, E. B., & Ahmad, A. S.	2010	An experimental field study of interpersonal discrimination toward Muslim job applicants	3	44
30	Yes	Personnel Psychology	Morrow, C. C., Jarrett, M. Q., & Rupinski, M. T.	1997	An investigation of the effect and economic utility of corporate-wide training	3	49
30	Yes	Journal of Applied Psychology	Kraiger, K., Ford, J. K., & Salas, E.	1993	Application of cognitive skill-based and affective theories of learning outcomes to new methods of training evaluation	3	569
30	Yes	Journal of Applied Psychology	Van Iddekinge, C. H., Raymark, P. H., & Roth, P. L.	2005	Assessing personality with a structured employment interview: Construct-related validity and susceptibility to response inflation	3	49
30	No	HR Magazine	Fox, A.	2010	At work in 2020	3	na
30	Yes	Journal of Applied Psychology	Murphy, K. R., & Constans, J. I.	1987	Behavioral anchors as a source of bias in rating	3	28
30	Yes	Annual Review of Psychology	Aguinis, H., & Kraiger, K.	2009	Benefits of training and development for individuals and teams, organizations, and society	3	274
30	No	Wall Street Journal	Wessel, D., & Greenberg, S.	2011	Big US firms shift hiring abroad	3	na
30	Yes	American Psychologist	Locke, E. A., & Latham, G. P.	2002	Building a practically useful theory of goal setting and task motivation: A 35-year odyssey	3	2,018
30	Yes	Personnel Psychology	Murphy, K. R., Thornton, G. C., & Reynolds, D. H.	1990	College students' attitudes toward employee drug testing programs	3	48

30	Yes	Personnel Psychology	Dalessio, A. T., & Silverhart, T. A.	1994	Combining biodata test and interview information: Predicting decisions and performance criteria	3	21
30	Yes	Harvard Business Review	Davenport, T. H., Harris, J., & Shapiro, J.	2010	Competing on talent analytics	3	48
30	Yes	Journal of Applied Psychology	Ones, D. S., Viswesvaran, C., & Schmidt, F. L.	1993	Comprehensive meta-analysis of integrity test validities: Findings and implications for personnel selection and theories of job performance	3	557
30	Yes	Organization Studies	Orlitzky M., Schmidt, F. L., & Rynes, S. L.	2003	Corporate social and financial performance: A meta-analysis	3	1,962
30	Yes	Organizational Dynamics	Miles, R. E., & Snow, C. C.	1984	Designing strategic human resource management systems	3	304
30	Yes	Personnel Psychology	Taylor, P. J., Pajo, K., Cheung, G. W., & Stringfield, P.	2004	Dimensionality and validity of a structured telephone reference check procedure	3	16
30	Yes	Journal of Applied Psychology	Crook, T. R., Todd, S. Y., Combs, J. G., Woehr, D. J., & Ketchen, D. J.	2011	Does human capital matter? A meta-analysis of the relationship between human capital and firm performance	3	206
30	Yes	Personnel Psychology	Smither, J. W., London, M., & Reilly, R. R.	2005	Does performance improve following multisource feedback? A theoretical model, meta-analysis, and review of empirical findings	3	198
30	Yes	Personnel Psychology	Campion, M. A., Fink, A. A., Ruggeberg, B. J., Carr, L., Phillips, G. M., & Odman, R. B.	2011	Doing competencies well: Best practices in competency modelling	3	99
30	Yes	Journal of Applied Psychology	Spreitzer, G. M., McCall, M. W., & Mahoney, J. D.	1997	Early identification of international executive potential	3	167
30	Yes	Journal of Applied Psychology	Maslach, C., & Leiter, M. P.	2008	Early predictors of job burnout and engagement	3	521
30	No	Performance Appraisal: State of the art in practice	Bernardin, H. J., Hagan, C., Kane, J. S., Villanova, P., & In, J. W.	1998	Effective performance management: A focus on precision, customers, and situational constraints	3	na
30	Yes	Journal of Applied Psychology	Druskat, V. U., & Wolff, S. B.	1999	Effects and timing of developmental peer appraisals in self-managing work groups	3	62
30	Yes	Journal of Applied Psychology	Dineen, B. R., & Noe, R. A.	2009	Effects of customization on application decisions and applicant pool characteristics in a web-based recruitment context	3	49
30	No	CAHRS Working Paper	Gerhart, B. A., & Milkovich, G. T.	1992	Employee compensation: Research and practice	3	na
30	Yes	Journal of Applied Psychology	Williamson, L. G., Campion, J. E., Malos, S. B., Roehling, M. V., & Campion, M. A.	1997	Employment interview on trial: Linking interview structure with litigation outcomes	3	35
30	Yes	Personnel Psychology	Roth, P. L., Bevier, C. A., Bobko, P., Switzer, F. S., & Tyler, P.	2001	Ethnic group differences in cognitive ability in employment and educational settings: A meta-analysis	3	168

30	Yes	Journal of Applied Psychology	Taras, V., Kirkman, B. L., & Steel, P.	2010	Examining the impact of culture's consequence: A three-decade, multilevel, meta-analytic review of Hofstede's cultural value dimensions	3	272
30	Yes	Personnel Psychology	Pulakos, E. D., & Schmitt, N.	1995	Experience-based and situational interview questions: Studies of validity	3	91
30	Yes	Personnel Psychology	Rynes, S. L., Orlitzky, M. O., & Bretz, R. D.	1997	Experienced hiring versus college recruiting: Practices and emerging trends	3	64
30	Yes	Personnel Psychology	Werner, J. M., & Bolino, M. C.	1997	Explaining US courts of appeals decisions involving performance appraisal: Accuracy, fairness, and validation	3	40
30	No	Workspan Magazine	Ledford, G. E.	2008	Factors affecting the long-term success of skills-based pay	3	na
30	Yes	Personnel Psychology	Ford, J. K., Quinones, M. A., Sego, D. J., & Sorra, J. S.	1992	Factors affecting the opportunity to perform trained tasks on the job	3	172
30	Yes	Journal of Applied Psychology	Hanson, R. M., Heggstad, E. D., & Thornton, G. C.	2003	Faking and selection: Considering the use of personality from select-in and select-out perspectives	3	94
30	Yes	Journal of Applied Psychology	Komar, S., Brown, D. J., Komar, J. A., & Robie, C.	2008	Faking and the validity of conscientiousness: A Monte Carlo investigation	3	48
30	Yes	Journal of Management	Barney, J.	1991	Firm resources and sustained competitive advantage	3	13,945
30	Yes	Personnel Psychology	Scullen, S. E., Berget, P. K., & Smith, L. A.	2005	Forced distribution rating systems and the improvement of workforce potential: A baseline simulation	3	38
30	Yes	Academy of Management Journal	Welbourne, T. M., Balkin, D. B., & Mejia, L. R. G.	1995	Gainsharing and mutual monitoring: A combined agency-organizational justice interpretation	3	86
30	Yes	Personnel Psychology	Hoffman, C. C.	1999	Generalizing physical ability test validity: A case study using test transportability, validity generalization, and construct-related validation evidence	3	7
30	Yes	Psychological Bulletin	Locke, E. A., Shaw, K. N., Saari, L. M., & Latham, G. P.	1981	Goal setting and task performance 1969-1980	3	1,225
30	Yes	Personnel Psychology	Foldes, H. J., Duehr, E. E., & Ones, D. S.	2008	Group differences in personality: Meta-analyses comparing five US racial groups	3	45
30	No	HR Magazine	Roberts, B.	2011	Hire intelligence	3	na
30	No	Bloomberg BusinessWeek	Puliyenthuruthel, J.	2005	How Google searches for talent	3	na
30	Yes	Journal of Applied Psychology	Rodgers, R., & Hunter, J. E.	1991	Impact of management by objectives on organizational productivity	3	81
30	Yes	Human Resource Management	Boswell, W. R., Roehling, M. V., LePine, M. A., & Moynihan, L. M.	2003	Individual job-choice decisions and the impact of job attributes and recruitment practices: A longitudinal field study	3	75

30	Yes	Journal of Applied Psychology	Humphrey, S. E., Nahrgang, J. D., & Morgeson, F. P.	2007	Integrating motivational, social and contextual work design features: A meta-analytic summary and theoretical extension of the work design literature	3	589
30	Yes	Journal of Applied Psychology	Harris, M. M., Anseel, F., & Lievens, F.	2008	Keeping up with the Joneses: A field study of the relationships among upward, lateral, and downward comparisons and pay level satisfaction	3	40
30	Yes	Academy of Management Journal	Trevor, C. O., & Nyberg, A. J.	2008	Keeping your headcount when all about you are losing theirs: Downsizing, voluntary turnover rates, and the moderating role of HR practices	3	123
30	Yes	Personnel Psychology	LaPolice, C. C., Carter, G. W., & Johnson, J. W.	2008	Linking O*Net descriptors to occupational literacy requirements using job component validation	3	15
30	No	Human Resource Management International Digest	Kranz, G.	2012	Losing lifeblood	3	na
30	No	HR Magazine	Meinert, D.	2011	Make telecommuting pay off	3	na
30	Yes	Journal of Applied Psychology	Stevens, C. K., & Kristof, A. L	1995	Making the right impression: A field study of applicant impression management during job interviews	3	202
30	Yes	Journal of Applied Psychology	Gaugler, B. B., Rosenthal, D. B., Thornton, G. C., & Bentson, C.	1987	Meta-analysis of assessment center validity	3	297
30	Yes	Organizational Behavior & Human Performance	Hackman, J. R.	1976	Motivation through the design of work: Test of a theory	3	2,436
30	Yes	Personnel Psychology	Ryan, A. M., & Laser, M.	1991	Negligent hiring and defamation: Areas of liability related to pre-employment inquiries	3	12
30	Yes	Journal of Applied Psychology	Middendorf, C. H., & Macan, T. H.	2002	Note-taking in the employment interview: Effects on recall and judgments	3	18
30	No	HR Magazine	Segal, J. A.	2010	Performance management blunders	3	na
30	Yes	Journal of Applied Psychology	Barrick, M. R., Stewart, G. L., & Piotrowski, M.	2002	Personality and job performance: Test of the mediating effects of motivation among sales representatives	3	262
30	Yes	Journal of Applied Psychology	Judge, T. A., Bono, J. E., Ilies, R., & Gerhardt, M. W.	2002	Personality and leadership: A qualitative and quantitative review	3	879
30	Yes	Personnel Psychology	Caldwell, D. F., & Burger, J. M.	1998	Personality characteristics of job applicants and success in screening interviews	3	84
30	Yes	Journal of Applied Psychology	Slaughter, J. E., Zickar, M. J., Highhouse, S., & Mohr, D. C.	2004	Personality trait inferences about organizations: Development of a measure and assessment of construct validity	3	93
30	No	HR Magazine	Zeidner, R.	2010	Putting drug screening to the test	3	na
30	Yes	Journal of Applied Psychology	Huffcutt, A. I., & Roth, P. L.	1998	Racial group differences in employment interview evaluations	3	98
30	Yes	Journal of Management	Schleicher, D. J., Bull, R. A., & Green, S. G.	2008	Rater reactions to forced distribution rating systems	3	19

30	Yes	Journal of Applied Psychology	Avery, D. R.	2003	Reactions to diversity in recruitment advertising: Are differences black and white?	3	83
30	Yes	Journal of Applied Psychology	Bretz, R. D., & Judge, T. A.	1998	Realistic job previews: A test of the adverse self-selection hypothesis	3	51
30	Yes	Personnel Psychology	Carlson, K. D., Connerley, M. L., & Mecham, R. L.	2002	Recruitment evaluation: The case for assessing the quality of applicants attracted	3	34
30	No	HR Magazine	Joinson, C.	2001	Refocusing job descriptions	3	na
30	Yes	Academy of Management Review	Marx, R. D.	1982	Relapse prevention for managerial training: A model for maintenance of behavior change ^a	3	
30	Yes	Journal of Applied Psychology	Judge, T. A., & Ilies, R.	2002	Relationship of personality to performance motivation: A meta-analytic review	3	439
30	No	Fortune	Lashinsky, A.	2007	Search and enjoy	3	na
30	Yes	Academy of Management Journal	Siebert, W. S., & Zubanov, N.	2009	Searching for the optimal level for employee turnover	3	51
30	Yes	Journal of Applied Psychology	Heidemeier, H., & Moser, K.	2009	Self-other agreement in job performance ratings: A meta-analytic test of a process model	3	100
30	Yes	Human Resource Management	Schneider, B., & Konz, A. M.	1989	Strategic job analysis	3	32
30	Yes	Journal of Applied Psychology	McEvoy, G. M., & Cascio, W. F.	1985	Strategies for reducing employee turnover: A meta-analysis	3	138
30	Yes	Human Resource Management Review	Buller, P. F., & McEvoy, G. M.	2012	Strategy, human resource management and performance: Sharpening line of sight	3	81
30	Yes	Journal of Applied Psychology	Hogan, J.	1991	Structure of physical performance in occupational tasks	3	36
30	Yes	Journal of Applied Psychology	Van Hoye, G., & Lievens, F.	2009	Tapping the grapevine: A closer look at word-of-mouth as a recruitment source	3	56
30	Yes	Personnel Psychology	Caliguiri, P. M.	2000	The Big Five personality characteristics as predictors of expatriate's desire to terminate the assignment and supervisor-rated performance	3	220
30	Yes	Personnel Psychology	Barrick, M. R., & Mount, M. K.	1991	The Big Five personality dimensions and job performance: A meta-analysis	3	2,908
30	Yes	Personnel Psychology	Campion, M. A., Outtz, J. L., Zedeck, S., Schmidt, F. L., Kehoe, J. F., Murphy, K. R., & Guion, R. M.	2001	The controversy over score banding in personnel selection: Answers to 10 key questions	3	33
30	Yes	Journal of Management	Bretz, R. D., Milkovich, G. T., & Read, W.	1992	The current state of performance appraisal research and practice: Concern, directions, and implications	3	184
30	Yes	Organizational Behavior & Human Decision Processes	Pulakos, E. D.	1986	The development of training programs to increase accuracy with different rating tasks	3	64
30	Yes	Monthly Review	Hudson, K.	2001	The disposable worker	3	13
30	Yes	Personnel Psychology	Macan, T. H., Avedon, M. J., Paese, M., & Smith, D. E.	1994	The effects of applicants' reactions to cognitive ability tests and an assessment center	3	139

30	Yes	Personnel Psychology	Antonioni, D.	1994	The effects of feedback accountability on upward appraisal ratings	3	56
30	Yes	Psychological Bulletin	Kluger, A. N., & DeNisi, A.	1996	The effects of feedback interventions on performance: A historical review, a meta-analysis, and a preliminary feedback intervention theory	3	1,782
30	Yes	Journal of Applied Psychology	Salgado, J. F.	1997	The five factor model of personality and job performance in the European community	3	587
30	No	Bloomberg BusinessWeek	Thornton, E.	2009	The hidden perils of layoffs	3	na
30	Yes	Academy of Management Journal	Delaney, J. T., & Huselid, M. A.	1996	The impact of human resource management practices on perceptions of organizational performance	3	1,033
30	Yes	Academy of Management Journal	Huselid, M. A.	1995	The impact of human resource management practices on turnover, productivity, and corporate financial performance	3	2,862
30	No	Wall Street Journal	Dunham, K. J.	2002	The jungle: Focus on recruitment, pay, and getting ahead	3	na
30	No	Fortune	Hira, N. A.	2007	The making of a UPS driver	3	na
30	Yes	Personnel Psychology	Wilson, M., Northcraft, G. B., & Neale, M.A.	1985	The perceived value of fringe benefits	3	17
30	Yes	Journal of Applied Psychology	Collins, C. J., & Stevens, C. K.	2002	The relationship between early recruitment-related activities and the application decisions of new labor-market entrants: A brand-equity approach to recruitment	3	149
30	Yes	Personnel Psychology	Maurer, T. J., & Solamon, J. M.	2006	The science and practice of a structured employment-interview coaching program	3	8
30	Yes	Psychological Bulletin	Schmidt, F. L., & Hunter, J. E.	1998	The validity and utility of selection methods in personnel psychology: Practical and theoretical implications of 85 years of research findings	3	1,564
30	Yes	Journal of Applied Psychology	McDaniel, M. A., Whetzel, D. L., Schmidt, F. L., & Maurer, S. D.	1994	The validity of employment interviews: A comprehensive review and meta-analysis	3	326
30	Yes	Journal of Applied Psychology	Sackett, P. R., DuBois, C. L., & Noe, A. W.	1991	Tokenism in performance evaluation: The effects of work group representation on male-female and white-black differences in performance ratings	3	147
30	Yes	Organizational Behavior & Human Performance	Locke, E. A.	1968	Toward a theory of task motivation and incentives ^a	3	
30	Yes	Personnel Psychology	Baldwin, T. T., & Ford, J. K.	1988	Transfer of training: A review and directions for future research	3	858
30	No	HR Magazine	Arnold, J. T.	2009	Twittering and Facebooking while they work	3	na
30	Yes	Journal of Applied Psychology	Harrison, D. A., Kravitz, D. A., Mayer, D. M., Leslie, L. M., & Lev-Arey, D.	2006	Understanding attitudes toward affirmative action programs in employment: Summary and meta-analysis of 35 years of research	3	113

30	Yes	Personnel Psychology	Zimmerman, R. D.	2008	Understanding the impact of personality traits on individuals' turnover decisions: A meta-analytic path model	3	136
30	Yes	Personnel Psychology	Peterson, N. G., Mumford, M. D., Borman, W. C., Jeanneret, P. R., Fleishman, E. A., Levin, K. Y., Campion, M. A., ... & Dye, D. M.	2001	Understanding work using the occupational information network (O*Net): Implications for practice and research	3	152
30	No	HR Magazine	Grossman, R. J.	2005	Unions follow suit	3	na
30	Yes	Journal of Applied Psychology	Messersmith, J. G., Patel, P. C., Lepak, D. P., & Gould-Williams, J. S.	2011	Unlocking the black box: Exploring the link between high-performance work system and performance	3	135
30	Yes	Journal of Applied Psychology	Kammeyer-Mueller, J. D., & Wanberg, C. R.	2003	Unwrapping the organizational entry process: Disentangling multiple antecedents and their pathways to adjustment	3	197
30	Yes	Journal of Applied Psychology	McFarland, L. A., & Ryan, A. M.	2000	Variance in faking across non-cognitive measures	3	167
30	No	T & D	Ketter, P.	2008	What can training do for brown?	3	na
30	Yes	Harvard Business Review	Kohn, A.	1993	Why incentive plans cannot work	3	174
30	Yes	Industrial and Organizational Psychology: Perspectives on Science and Practice	Pulakos, E. D., & O'Leary, R. S.	2011	Why is performance management broken?	3	56
30	Yes	Journal of Applied Psychology	Simons, T., & Roberson, Q.	2003	Why managers should care about fairness: The effects of aggregate justice perceptions on organizational outcomes	3	205
30	No	Workforce Magazine	Huff, C.	2005	With flextime, less can be more	3	na
30	Yes	Human Resource Management	Altman, Y., & Shortland, S.	2008	Women and international assignments: Taking stock- A 25-year review	3	71
30	Yes	Journal of Applied Psychology	Shaffer, M. A., Harrison, D. A., Gregersen, H., Black, J. S., & Ferzandi, L. A.	2006	You can take it with you: Individual differences and expatriate effectiveness	3	226
30	No	Fortune	O'Brien, J. M.	2009	Zappos knows how to kick it	3	na

Note: WoS = Web of Science. na = Not Applicable. Articles are ranked by number of citations in Human Resource Management textbooks. Articles with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the current Web of Science Journal Citations Report (JCR) database. Because multiple articles and book chapters are cited an equal number of times, table contains 159 entries instead of 50. The entire database including all 8,815 articles is available upon request. Web of Science citations counts are as of July 8, 2018.

^a We were unable to locate the Web of Citation counts for this article

Table S7: Top-50 Most Cited Articles and Book Chapters in Strategic Management Textbooks

Rank	Academic Source	Source	Authors	Year	Article/Chapter Title	Book Citations	WoS Citations
1	Yes	Journal of Management	Barney, J.	1991	Firm resources and sustained competitive advantage	7	13,945
2	Yes	Strategic Management Journal	Lieberman, M. B., & Montgomery, D. B.	1988	First-mover advantages	5	1,298
2	Yes	Harvard Business Review	Porter, M. E.	1987	From competitive advantage to corporate strategy	5	607
2	Yes	Strategic Management Journal	Amit, R., & Schoemaker, P. J. H.	1993	Strategic assets and organizational rent	5	2,666
2	Yes	Harvard Business Review	Kaplan, R. S., & Norton, D. P.	1992	The balanced scorecard: Measures that drive performance	5	3,228
2	Yes	Harvard Business Review	Prahalad, C. K., & Hamel, G.	1990	The core competence of the corporation	5	4,572
2	Yes	Strategic Management Journal	Peteraf, M. A.	1993	The cornerstones of competitive advantage: A resource-based view	5	3,143
2	Yes	Harvard Business Review	Porter, M. E.	1996	What is strategy?	5	1,674
9	Yes	Administrative Science Quarterly	Burgelman, R. A.	1983	A process model of internal corporate venturing in a major diversified firm	4	878
9	Yes	Strategic Management Journal	Wernerfelt, B.	1984	A resource-based view of the firm	4	6,792
9	Yes	Journal of Political Economy	Fama, E. F.	1980	Agency problems and the theory of the firm	4	2,923
9	Yes	Harvard Business Review	Hamel, G., Doz, Y. L., & Prahalad, C. K.	1989	Collaborate with your competitors-and win	4	727
9	Yes	Strategic Management Journal	Eisenhardt, K. M., & Martin, J. A.	2000	Dynamic capabilities: What are they?	4	4,171
9	Yes	Harvard Business Review	Porter, M. E.	1979	How competitive forces shape strategy	4	480
9	Yes	Strategic Management Journal	Harrigan, K. R.	1986	Matching vertical integration strategies to competitive conditions	4	111
9	Yes	Strategic Management Journal	Mintzberg, H., & Waters, J. A.	1985	Of strategies, deliberate and emergent	4	1,242
9	Yes	Academy of Management Journal	Chen, M. J., & Hambrick, D. C.	1995	Speed, stealth, and selective attack: How small firms differ from large firms in competitive behavior	4	404
9	Yes	Journal of Financial Economics	Jensen, M. C., & Meckling, W. H.	1976	Theory of the firm: Managerial behavior, agency costs and ownership structure	4	14,992
19	Yes	Strategic Entrepreneurship Journal	Hinkler, D. D., Kotabe, M., & Mudambi, R.	2010	A story of breakthrough versus incremental innovation: Corporate entrepreneurship in the global pharmaceutical industry	3	40

19	Yes	Strategic Management Journal	Johnson, R. A., Hoskisson, R. E., & Hitt, M. A.	1993	Board of director involvement in restructuring: The effects of board versus managerial controls and characteristics	3	235
19	Yes	Harvard Business Review	Collis, D. J., & Rukstad, M. G.	2008	Can you say what your strategy is?	3	45
19	Yes	Strategic Management Journal	McNamara, G., Deephouse, D. L., & Luce, R. A.	2003	Competitive positioning within and across a strategic group structure: The performance of core, secondary, and solitary firms	3	105
19	Yes	Academy of Management Review	Chen, M. J.	1996	Competitor analysis and inter-firm rivalry: Toward a theoretical integration	3	371
19	Yes	Academy of Management Journal	Walsh, J. P., & Kosnik, R. D.	1993	Corporate raiders and their disciplinary role in the market for corporate control	3	65
19	Yes	Harvard Business Review	Campbell, A., Goold, M., & Alexander, M.	1995	Corporate strategy: The quest for parenting advantage	3	65
19	Yes	Harvard Business Review	Porter, M. E., & Kramer, M. R.	2011	Creating shared value	3	1,073
19	Yes	Strategic Management Journal	Palich, L. E., Cardinal, L. B., & Miller, C. C.	2000	Curvilinearity in the diversification performance linkage: An examination of over three decades of research	3	375
19	Yes	Academy of Management Review	Hill, C. W. L.	1988	Differentiation versus low cost or differentiation and low cost: A contingency framework	3	200
19	Yes	Harvard Business Review	Ghemawat, P.	2001	Distance still matters: The hard reality of global expansion	3	587
19	Yes	Strategic Management Journal	Eesley, C., & Lenox, M. J.	2006	Firm responses to secondary stakeholder action	3	228
19	Yes	Strategic Management Journal	Spencer, J. W.	2003	Firms' knowledge sharing strategies in the global innovation system: Empirical evidence from the flat panel display industry	3	164
19	Yes	Quarterly Journal of Economics	Caves, R. E., & Porter, M. E.	1977	From entry barriers to mobility barriers: Conjectural decisions and contrived deterrence to new competition	3	705
19	No	McKinsey Quarterly	Anslinger, P. L., & Copeland, T. E.	1996	Growth through acquisition: A fresh look	3	na
19	Yes	Harvard Business Review	Hout, T., Porter, M. E., & Rudden, E.	1982	How global companies win out	3	133
19	Yes	Strategic Management Journal	Rumelt, R. P.	1991	How much does industry matter?	3	875
19	Yes	Strategic Management Journal	Hawawini, G., Subramanian, V., & Verdin, P.	2003	Is performance driven by industry- or firm-specific factors? A new look at the evidence	3	263
19	Yes	Organization Science	Kogut, B., & Zander, U.	1992	Knowledge of the firm, combinative capabilities, and the replication of technology	3	4,672
19	Yes	Strategic Management Journal	Inkpen, A. C.	2008	Knowledge transfer and international joint ventures: The case of Nummi and General Motors	3	68

19	Yes	Strategic Management Journal	Hoang, H., & Rothaermel, F. T.	2010	Leveraging internal and external experience: Exploration, exploitation, and R&D project performance	3	127
19	Yes	Strategic Management Journal	Harrison, J. S., Bosse, D. A., & Phillips, R. A.	2010	Managing for stakeholders, stakeholder utility functions, and competitive advantage	3	217
19	Yes	Academy of Management Review	Barney, J. B.	1986	Organizational culture: Can it be a source of sustained competitive advantage?	3	1,068
19	Yes	Strategic Management Journal	Markides, C. C., & Williamson, P. J.	1994	Related diversification, core competencies, and corporate performance	3	299
19	Yes	Academy of Management Journal	Martin, J. A., & Eisenhardt, K. M.	2010	Rewiring: Cross-business-unit collaborations in multi-business organizations	3	104
19	Yes	Journal of Law & Economics	Fama, E. F., & Jensen, M. C.	1983	Separation of ownership and control	3	4,700
19	Yes	Harvard Business Review	Bryce, D. J., & Dyer, J. H.	2007	Strategies to crack well-guarded markets	3	9
19	Yes	Academy of Management Review	Baysinger, B., & Hoskisson, R. E.	1990	The composition of boards of directors and strategic control: Effects on corporate strategy	3	477
19	Yes	Journal of Finance	Rajan, R., Servaes, H., & Zingales, L.	2000	The cost of diversity: The diversification discount and inefficient investment	3	506
19	Yes	Harvard Business Review	Porter, M. E.	2008	The five competitive forces that shape strategy	3	291
19	Yes	Harvard Business Review	Levitt, T.	1983	The globalization of markets	3	1,044
19	No	Journal of Business	Roll, R.	1986	The hubris hypothesis of corporate takeovers	3	na
19	Yes	Journal of Financial Economics	Jensen, M. C.	1983	The market for corporate control: The scientific evidence	3	1,309
19	Yes	Academy of Management Review	Dyer, J. H., & Singh, H.	1998	The relational view: Cooperative strategy and sources of inter-organizational competitive advantage	3	4,049
19	Yes	Strategic Management Journal	Mahoney, J. T., & Pandian, J. R.	1992	The resource-based view within the conversation of strategic management	3	948
19	Yes	Harvard Business Review	Goleman, D.	1998	What makes a leader?	3	131
19	Yes	MIT Sloan Management Review	Stuckey, J., & White, D.	1993	When and when not to vertically integrate	3	33
19	Yes	Harvard Business Review	Ibarra, H., & Otilia, O.	2009	Women and the vision thing	3	23

Note: WoS = Web of Science. na = Not Applicable. Articles are ranked by number of citations in Strategic Management textbooks. Articles with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the Web of Science Journal Citations Report (JCR) database. Because multiple articles and book chapters are cited an equal number of times, table contains 56 entries instead of 50. The entire database including all 4,799 articles is available upon request. Web of Science citations counts are as of July 8, 2018.

Table S8: Top-50 Most Cited Articles and Book Chapters in General Management Textbooks

Rank	Academic Source	Source	Authors	Year	Article/Chapter Title	Book Citations	Wos Citations
1	Yes	Harvard Business Review	Katz, R. L.	2009	Skills of an effective administrator	8	224
2	Yes	Harvard Business Review	Kotter, J. P., & Schlesinger, L. A.	1979	Choosing strategies for change	7	266
2	Yes	Academy of Management Perspectives	Kirkpatrick, S. A., & Locke, E. A.	1991	Leadership: Do traits matter? ^a	7	
2	Yes	Group & Organization Management	Tuckman, B. W., & Jensen, M. A. C.	1977	Stages of small-group development revisited ^a	7	
2	No	Studies in Social Power	French, J. R. P., & Raven, B. H.	1959	The bases of social power	7	na
6	No	Fortune	Varies	Yearly	100 best companies to work for	6	na
6	Yes	Journal of Applied Psychology	Rodgers, R., & Hunter, J. E.	1991	Impact of management by objectives on organizational productivity	6	81
6	No	Journal of Contemporary Business	House, R. J., & Mitchell, T. R.	1974	Path-goal theory of leadership	6	na
6	Yes	Harvard Business Review	McClelland, D. C., & Burnham, D. H.	1976	Power is the great motivator	6	190
6	Yes	Organizational Behavior & Human Performance	Kerr, S.	1978	Substitutes for leadership: Their meaning and measurement	6	690
11	Yes	Administrative Science Quarterly	House, R. J.	1971	A path goal theory of leader effectiveness	5	1,008
11	Yes	Psychological Review	Maslow, A. H.	1943	A theory of human motivation ^a	5	
11	Yes	Academy of Management Perspectives	Pfeffer, J.	2010	Building sustainable organizations: The human factor	5	193
11	No	Psychology Today	Mehrabian, A.	1968	Communication without words	5	na
11	Yes	Psychological Bulletin	Tuckman, B. W.	1965	Developmental sequence in small groups	5	1,661
11	Yes	Academy of Management Review	Jones, T. M.	1991	Ethical decision making by individuals in organizations: An issue-contingent model	5	1,384
11	Yes	Academy of Management Review	Dane, E., & Pratt, M. G.	2007	Exploring intuition and its role in managerial decision making	5	426
11	No	Wall Street Journal	Kwoh, L.	2012	Firms hail new chiefs (of diversity)	5	na
11	Yes	Organizational Dynamics	Bass, B. M.	1985	Leadership: Good, better, best	5	174
11	Yes	Academy of Management Perspectives	Cascio, W. F.	2000	Managing a virtual workplace	5	188
11	Yes	Academy of Management Perspectives	Furst, S. A., Reeves, M., Rosen, B., & Blackburn, R. S.	2004	Managing the life cycle of virtual teams	5	70

11	Yes	Organizational Dynamics	Hofstede, G.	1980	Motivation, leadership and organization: Do American theories apply abroad?	5	770
11	Yes	Academy of Management Review	Ford, J. D., Ford, L. W., & D'Amelio, A.	2008	Resistance to change: The rest of the story	5	269
11	Yes	Academy of Management Journal	Miller, C. C., & Cardinal, L. B.	1994	Strategic planning and firm performance: A synthesis of more than two decades of research	5	299
11	No	Fortune	Kaplan, D. A.	2010	The best company to work for	5	na
11	Yes	Journal of International Business Studies	Hofstede, G.	1983	The cultural relativity of organizational practices and theories	5	867
11	Yes	American Sociological Review	Carey, A.	1967	The Hawthorne studies: A radical criticism ^a	5	
11	Yes	Journal of World Business	Perlmutter, H. V.	1969	The tortuous evolution of the multinational corporation	5	519
29	Yes	Academy of Management Journal	Stajkovic, A. D., & Luthans, F.	1997	A meta-analysis of the effects of organizational behavior modification on task performance	4	141
29	Yes	Administrative Science Quarterly	Jehn, K. A.	1995	A multi-method examination of the benefits and detriments of intragroup conflict	4	1,396
29	Yes	Administrative Science Quarterly	Jehn, K. A.	1997	A qualitative analysis of conflict types and dimensions in organizational groups	4	730
29	Yes	Academy of Management Review	Carroll, A. B.	1979	A three-dimensional conceptual model of corporate performance ^a	4	
29	Yes	Academy of Management Perspectives	Ireland, R. D., & Hitt, M. A.	1999	Achieving and maintaining strategic competitiveness in the 21st century: The role of strategic leaders	4	53
29	Yes	Academy of Management Journal	Amabile, T. M., Conti, R., Coon, H., Lazenby, J., & Herron, M.	1996	Assessing the work environment for creativity	4	1,676
29	No	Wall Street Journal	Needleman, S. E.	2010	Business owners try to motivate employees	4	na
29	Yes	Journal of Applied Psychology	Harter, J. K., Schmidt, F. L., & Hayes, T. L.	2002	Business-unit level relationship between employee satisfaction, employee engagement, and business outcomes: A meta-analysis	4	1,064
29	Yes	Academy of Management Review	Byron, K.	2008	Carrying too heavy a load? The communication and miscommunication of emotion by email	4	88
29	Yes	Organization Studies	Orlitzky M., Schmidt, F. L., & Rynes, S. L.	2003	Corporate social and financial performance: A meta-analysis	4	1,962
29	Yes	Academy of Management Journal	McGuire, J. B., Sundgren, A., & Schneeweis, T.	1988	Corporate social responsibility and firm financial performance	4	856
29	Yes	Organizational Dynamics	Wageman, R.	1997	Critical success factors for creating superb self-managing teams	4	61
29	Yes	Academy of Management Journal	Srivastava, A., Bartol, K. M., & Locke, E. A.	2006	Empowering leadership in management teams: Effects on knowledge sharing, efficacy, and performance	4	391

29	Yes	Academy of Management Perspectives	Ford, R. C., & Fottler, M. D.	1995	Empowerment: A matter of degree ^a	4	
29	Yes	Psychological Bulletin	Peters, L. H., Hartke, D. D., & Pohlman, J. T.	1985	Fiedler's contingency theory of leadership: An application of the meta-analysis procedures of Schmidt and Hunter	4	66
29	Yes	Journal of Applied Psychology	Judge, T. A., & Bono, J. E.	2000	Five-factor model of personality and transformational leadership	4	445
29	Yes	Harvard Business Review	Thomas, R. R.	1990	From affirmative action to affirming diversity	4	204
29	Yes	Psychological Bulletin	Locke, E. A., Shaw, K. N., Saari, L. M., & Latham, G. P.	1981	Goal setting and task performance 1969-1980	4	1,225
29	Yes	Academy of Management Journal	Schweitzer, M. E., Ordonez, L., & Douma, B.	2004	Goal setting as a motivator of unethical behavior	4	239
29	No	Fortune	Taylor, A.	2010	Hyundai smokes the competition	4	na
29	Yes	Academy of Management Journal	Dvir, T., Eden, D., Avolio, B. J., & Shamir, B.	2002	Impact of transformational leadership on follower development and performance: A field experiment	4	548
29	No	Advances in Experimental Social Psychology	Adams, J. S.	1965	Inequity in social exchange	4	na
29	No	Fast Company Magazine	Deutschman, A.	2004	Inside the mind of Jeff Bezos	4	na
29	Yes	Journal of Applied Behavioral Science	Howell, J. P., & Dorfman, P. W.	1986	Leadership and substitutes for leadership among professional and nonprofessional workers	4	51
29	Yes	Harvard Business Review	Goleman, D.	2000	Leadership that gets results	4	278
29	Yes	Academy of Management Perspectives	Malhotra, A., Mjchrzak, A., & Rosen, B.	2007	Leading virtual teams	4	112
29	Yes	Business Horizons	Koontz, H., & Bradspies, R. W.	1972	Managing through feed-forward control ^a	4	
29	Yes	Administrative Science Quarterly	Ouchi, W. G.	1980	Markets, bureaucracies, and clans	4	1,604
29	Yes	California Management Review	Amabile, T. M.	1997	Motivating creativity in organizations	4	494
29	Yes	Journal of Management	Wofford, J. C.	1993	Path-goal theories of leadership: A meta-analysis	4	49
29	Yes	Leadership Quarterly	House, R. J.	1996	Path-goal theory of Leadership: Lessons, legacy, and a reformulated theory	4	337
29	Yes	Journal of Social Psychology	Lewin, K., Lippitt, R., & White, R. K.	1939	Patterns of aggressive behavior in experimentally created "social climates"	4	1,106
29	Yes	Academy of Management Journal	O'Reilly, C. A., Chatman, J., & Caldwell, D. F.	1991	People and organizational culture: A profile comparison approach to assessing person-organization fit	4	1,375
29	Yes	Journal of Psychology	Stogdill, R. M.	1948	Personal factors associated with leadership: A survey of the literature	4	671
29	Yes	Journal of Applied Psychology	Judge, T. A., Bono, J. E., Ilies, R., & Gerhardt, M. W.	2002	Personality and leadership: A qualitative and quantitative review	4	879

29	Yes	Annual Review of Psychology	Digman, J. M.	1990	Personality structure: Emergence of the five-factor model	4	2,698
29	Yes	Academy of Management Learning & Education	Jassawall, A., Sashittal, H., & Sashittal, A.	2009	Students' perceptions of social loafing: Its antecedents and consequences in undergraduate business classroom teams	4	31
29	Yes	Academy of Management Journal	Jehn, K. A., & Mannix, E. A.	2001	The dynamic nature of conflict: A longitudinal study of intragroup conflict and group performance	4	807
29	Yes	Academy of Management Review	Staw, B. M.	1981	The escalation of commitment to a course of action ^a	4	
29	Yes	Academy of Management Review	Cavanagh, G. F., Moberg, D. J., & Velasquez, M.	1981	The ethics of organizational politics ^a	4	
29	Yes	Academy of Management Review	Kirkman, B. L., & Shapiro, D. L.	1997	The impact of cultural values on employee resistance to teams: Toward a model of globalized self-managing work team effectiveness	4	192
29	Yes	Academy of Management Perspectives	Smith, E. S., & Shefy, E.	2004	The intuitive executive: Understanding and applying 'gut feel' in decision making	4	156
29	Yes	Harvard Business Review	Mintzberg, H.	1975	The manager's job: folklore and fact	4	77
29	Yes	Academy of Management Perspectives	Latham, G. P.	2004	The motivational benefits of goal setting	4	50
29	Yes	Academy of Management Perspectives	Dess, G. G., Rasheed, A. M. A., McLaughlin, K. J., & Priem, R. L.	1995	The new corporate architecture ^a	4	
29	Yes	Academy of Management Journal	Joshi, A., & Roh, H.	2009	The role of context in work team diversity research: A meta-analytic review	4	330
29	Yes	Academy of Management Review	Howell, J. M., & Shamir, B.	2005	The role of followers in the charismatic leadership process: Relationships and their consequences	4	328
29	Yes	Academy of Management Perspectives	Lengel, R. H., & Daft, R. L.	1989	The selection of communication media as an executive skill ^a	4	
29	Yes	Journal of Management	House, R. J.	1997	The social scientific study of leadership: Quo vadis?	4	599
29	Yes	Academy of Management Review	Donaldson, T., & Preston, L. E.	1995	The stakeholder theory of the corporation: Concepts, evidence, and implications	4	2,961
29	Yes	Harvard Business Review	Lubin, D. A., & Esty, D. C.	2010	The sustainability imperative	4	150
29	Yes	Journal of Management	Seltzer, J., & Bass, B. M.	1990	Transformational leadership: Beyond initiation and consideration	4	145
29	Yes	Journal of Management	Konovsky, M. A.	2000	Understanding procedural justice and its impact on business organizations	4	281
29	Yes	Academy of Management Perspectives	Kerr, S., & Landauer, S.	2004	Using stretch goals to promote organizational effectiveness and personal growth: General Electric and Goldman Sachs	4	21

29	Yes	Academy of Management Perspectives	Townsend, A. M., DeMarie, S. M., & Hendrickson, A. R.	1998	Virtual teams: Technology and the workplace of the future ^a	4	
29	Yes	Journal of Management Studies	Hales, C. P.	1986	What do managers do? A critical review of the evidence	4	138
29	No	Fortune	Varies	Yearly	World's most admired companies	4	na
29	No	Bloomberg BusinessWeek	McGregor, J	2006	World's most innovative companies	4	na

Note: WoS = Web of Science. na = Not Applicable. Articles are ranked by number of citations in General Management textbooks. Articles with equal numbers of citations are ranked alphabetically and assigned the same rank. Sources are classified as “Academic” if they are included in the current Web of Science Journal Citations Report (JCR) database. Because multiple articles and book chapters are cited an equal number of times, table contains 86 entries instead of 50. The entire database including all 11,407 articles is available upon request. Web of Science citations counts are as of July 8, 2018.

^a We were unable to locate the Web of Citation counts for this article

Table S9: Most Cited Authors in Organizational Behavior Textbooks

Rank	Author Name	Text Citations	WoS Citations	Current/Most Recent Affiliation	Doctoral Year	Doctoral Degree School
1	Fred Luthans	186	9,913	Emeritus, College of Business Administration, University of Nebraska, Lincoln	1965	University of Iowa
2	Timothy A. Judge	169	24,075	Fisher College of Business, Ohio State University	1990	University of Illinois, Urbana-Champaign
3	Bruce J. Avolio	119	12,926	Foster School of Business, University of Washington	1981	University of Akron
4	Edwin A. Locke	116	10,352	Emeritus, Robert H. Smith School of Business, University of Maryland	1964	Cornell University
5	Robert J. House	105	10,375	Deceased. Wharton School, University of Pennsylvania	1960	Ohio State University
6	Gary P. Latham	97	11,380	Rotman School of Management, University of Toronto, Canada	1974	University of Akron
7	Gerald R. Ferris	78	9,753	College of Business, Florida State University	1982	University of Illinois, Urbana-Champaign
8	Jeffrey Pfeffer	77	12,059	Graduate School of Business, Stanford University	1972	Stanford University
9	Jeffery A. LePine	71	8,015	W. P. Carey School of Business, Arizona State University	1998	Michigan State University
9	Remus Ilies	71	6,452	Business School, National University of Singapore, Singapore	2003	University of Florida
11	J. Richard Hackman	68	8,340	Deceased. Department of Psychology, Harvard University	1966	University of Illinois, Urbana-Champaign
12	Murray R. Barrick	64	9,619	Mays Business School, Texas A&M University	1988	University of Akron
13	Jerald Greenberg	59	5,859	Deceased. College of Business, University of Texas, Arlington	1975	Wayne State University
14	Gary A. Yukl	56	4,969	School of Business, State University of New York, Albany	1967	University of California, Berkeley
15	Jason A. Colquitt	54	9,181	Terry College of Business, University of Georgia	1999	Michigan State University
16	Robert C. Liden	52	10,883	University of Illinois at Chicago Business	1981	University of Cincinnati
16	Michael K. Mount	52	9,195	Tippie College of Business, University of Iowa	1977	Iowa State University
16	Joyce E. Bono	52	8,464	Warrington College of Business Administration, University of Florida	2001	University of Iowa
16	John R. Hollenbeck	52	4,767	Eli Broad College of Business, Michigan State University	1984	New York University
20	Albert Bandura	51	48,390	Emeritus, Department of Psychology, Stanford University	1952	University of Iowa
21	Edward E. Lawler III	50	5,877	Marshall School of Business, University of Southern California	1964	University of California, Berkeley

22	Philip M. Podsakoff	49	35,009	Warrington College of Business Administration, University of Florida	1980	Indiana University
23	Terence R. Mitchell	48	10,279	Foster School of Business, University of Washington	1969	University of Illinois, Urbana-Champaign
23	Russell S. Cropanzano	48	8,716	Leeds School of Business, University of Colorado, Boulder	1988	Purdue University
25	Michael A. Hitt	47	20,338	Neeley School of Business, Texas Christian University	1974	University of Colorado, Boulder
26	Linda K. Trevino	46	10,993	Smeal College of Business, Pennsylvania State University	1987	Texas A&M University
27	Daniel R. Ilgen	45	5,858	Emeritus, Eli Broad College of Business, Michigan State University	1969	University of Illinois, Urbana-Champaign
28	Bernard M. Bass	43	6,261	Deceased. School of Business, State University of New York, Binghamton	1949	Ohio State University
29	Victor H. Vroom	42	1,292	School of Management, Yale University	1958	University of Michigan
30	Barry M. Staw	41	9,625	Haas School of Business, University of California, Berkeley	1972	Northwestern University
30	Mansour Javidan	41	2,451	Thunderbird School of Global Management, Arizona State University	1983	University of Minnesota
30	Peter W. Dorfman	41	1,906	Emeritus, School of Business, New Mexico State University	1972	University of Maryland
33	Benjamin Schneider ^a	40	10,268	Emeritus, Department of Psychology, University of Maryland	1967	University of Maryland
33	Lyman W. Porter	40	8,114	Deceased. Paul Merage School of Business, University of California, Irvine	1956	Yale University
33	Sandy J. Wayne	40	7,793	University of Illinois at Chicago Business	1987	Texas A&M University
33	Edgar H. Schein	40	3,425	Emeritus, Sloan School of Management, Massachusetts Institute of Technology	1952	Harvard University
37	Denise M. Rousseau	39	10,920	Tepper School of Business, Carnegie Mellon University	1977	University of California, Berkeley
37	Cristina B. Gibson	39	4,734	School of Business, University of Western Australia	1995	University of California, Irvine
37	John P. Kotter	39	2,267	Emeritus, Harvard Business School, Harvard University	1972	Harvard University
40	Edward L. Deci	37	45,330	Department of Psychology, University of Rochester	1970	Carnegie Mellon University
40	Daan van Knippenberg	37	8,666	LeBow College of Business, Drexel University	1993	Leiden University
40	Michael A. Campion	37	6,860	Krannert School of Management, Purdue University	1982	North Carolina State University
43	Greg R. Oldham	36	9,676	Freeman School of Business, Tulane University	1974	Yale University
43	David A. Harrison	36	8,951	McCombs School of Business, University of Texas, Austin	1988	University of Illinois, Urbana-Champaign
43	Daniel Goleman	36	876	Management Consultant	1974	Harvard University

46	John P. Meyer	35	13,211	Department of Psychology, University of Western Ontario, Canada	1978	University of Western Ontario, Canada
46	Cartsen K. W. De Dreu	35	11,838	Department of Psychology, Leiden University	1993	University of Groningen
46	Fred O. Walumbwa	35	5,275	College of Business, Florida International University	2002	University of Illinois, Urbana-Champaign
49	Richard M. Ryan	34	50,454	Department of Psychology, University of Rochester	1981	University of Rochester
49	Paul E. Spector	34	13,069	Department of Psychology, University of South Florida	1975	University of South Florida
49	Henry Mintzberg	34	10,332	Desautels Faculty of Management, McGill University, Canada	1968	Massachusetts Institute of Technology
49	Jennifer M. George	34	8,280	Jones Graduate School of Business, Rice University	1987	New York University
49	Wayne A. Hochwarter	34	3,499	College of Business, Florida State University	1993	Florida State University
49	Steve Kerr	34	2,460	Jack Welch Management Institute, Chancellor University	1973	City University of New York
55	Frank L. Schmidt	33	13,481	Emeritus, Tippie College of Business, University of Iowa	1970	Purdue University
55	Eduardo Salas	33	11,042	Department of Psychology, Rice University	1984	Old Dominion University
55	Daniel M. Cable	33	5,346	London Business School, England	1995	Cornell University
55	Bradley L. Kirkman	33	4,709	Poole College of Management, North Carolina State University	1996	University of North Carolina, Chapel Hill
55	Neal M. Ashkanasy	33	4,180	School of Business, University of Queensland, Australia	1989	University of Queensland, Australia
55	Howard M. Weiss	33	3,325	College of Sciences, School of Psychology, Georgia Institute of Technology	1976	New York University
55	Alex D. Stajkovic	33	2,088	School of Business, University of Wisconsin, Madison	1996	University of Nebraska, Lincoln
62	Herbert A. Simon	32	22,944	Deceased. Department of Psychology, Carnegie Mellon University	1943	University of Chicago
62	K. Michelle Kacmar	32	6,378	McCoy College of Business Texas State University	1990	Texas A&M University
62	George B. Graen	32	4,970	LMX-Team Leadership, Inc.	1967	University of Minnesota
62	Benson Rosen	32	4,656	Emeritus, Kenan-Flagler Business School, University of North Carolina, Chapel Hill	1970	Wayne State University
62	Chester A. Schriesheim	32	4,413	School of Business, University of Miami	1978	Ohio State University
62	Angelo J. Kinicki	32	3,836	Emeritus, W.P. Carey School of Business, Arizona State University	1982	Kent State University
62	Debra L. Shapiro	32	3,468	Robert H. Smith School of Business, University of Maryland	1986	Northwestern University
69	Daniel Kahneman	31	78,643	Emeritus, Woodrow Wilson School, Princeton University	1961	University of California, Berkeley
69	Geert Hofstede	31	7,426	Emeritus, Faculty of Arts and Social Sciences, Maastricht University, Netherlands	1967	Groningen University, Netherlands
69	Karen A. Jehn	31	6,664	Melbourne Business School, University of Melbourne, Australia	1992	Northwestern University

69	Ronald F. Piccolo	31	3,507	College of Business Administration, University of Central Florida	2005	University of Florida
73	Robert I. Sutton	30	8,038	Graduate School of Business, Stanford University	1984	University of Michigan
73	Max H. Bazerman	30	8,015	Harvard Business School, Harvard University	1979	Carnegie Mellon University
73	P. Christopher Earley	30	5,544	School of Business and Economics, University of Tasmania, Australia	1984	University of Illinois, Urbana-Champaign
73	James B. Avey	30	3,283	College of Business, Central Washington University	2007	University of Nebraska, Lincoln
77	John E. Mathieu	29	10,409	School of Business, University of Connecticut	1985	Old Dominion University
77	Cary L. Cooper ^a	29	5,973	Manchester Business School, University of Manchester, England	1968	University of Leeds, England
77	John Schaubroeck	29	4,991	Eli Broad College of Business, Michigan State University	1988	Purdue University
77	Greg L. Stewart	29	2,972	Tippie College of Business, University of Iowa	1993	Arizona State University
77	Mark J. Martinko	29	1,882	School of Business and Industry, Florida A&M University	1977	University of Nebraska, Lincoln
77	Fred E. Fiedler	29	1,023	Emeritus, Department of Psychology, University of Washington	1949	University of Chicago
83	Scott B. MacKenzie	28	28,490	Kelley School of Business, Indiana University	1983	University of California, Berkeley
83	Daniel C. Feldman	28	8,616	Emeritus, Terry College of Business, University of Georgia	1976	Yale University
83	Frederick P. Morgeson	28	6,956	Eli Broad College of Business, Michigan State University	1998	Purdue University
83	Talya N. Bauer	28	3,180	School of Business, Portland State University	1994	Purdue University
83	Berrin Erdogan	28	1,967	School of Business, Portland State University	2002	University of Illinois, Chicago
88	William L. Gardner	27	9,414	Rawls College of Business, Texas Tech University	1984	Florida State University
88	Robert A. Baron	27	8,709	Spears School of Business, Oklahoma State University	1968	University of Iowa
88	Joel Brockner	27	6,468	Columbia Business School, Columbia University	1977	Tufts University
88	Robert G. Lord	27	6,019	Durham Business School, Durham University	1975	Carnegie Mellon University
88	Donald E. Conlon	27	3,486	Eli Broad College of Business, Michigan State University	1989	University of Illinois, Urbana-Champaign
88	Bennett J. Tepper	27	3,087	Fisher College of Business, Ohio State University	1990	University of Miami
88	Carolyn M. Youssef	27	721	College of Business, Bellevue University	2004	University of Nebraska-Lincoln
95	John W. Slocum	26	4,301	Emeritus, Cox School of Business, Southern Methodist University	1967	University of Washington
95	Barry Gerhart	26	4,155	School of Business, University of Wisconsin, Madison	1985	University of Wisconsin, Madison
95	Charles A. O'Reilly III	26	3,699	Graduate School of Business, Stanford University	1975	University of California, Berkeley

95	Jay A. Conger	26	3,558	Department of Psychology, Claremont McKenna College	1985	Harvard University
99	Karl E. Weick	25	17,239	Emeritus, Ross School of Business, University of Michigan	1962	Ohio State University
99	Blake E. Ashforth	25	16,643	W. P. Carey School of Business, Arizona State University	1986	University of Toronto
99	John E. Hunter	25	10,348	Deceased. Department of Psychology, Michigan State University	1964	University of Illinois, Urbana-Champaign
99	Teresa M. Amabile	25	10,283	Harvard Business School, Harvard University	1977	Stanford University
99	Julian Barling	25	5,541	Smith School of Business, Queen's University	1979	University of the Witwatersrand
99	David C. McClelland	25	4,570	Deceased. Department of Psychology, Boston University	1941	Yale University
99	Pamela L. Perrewe	25	3,251	College of Business, Florida State University	1985	University of Nebraska, Lincoln
99	Robert E. Quinn	25	2,683	Ross School of Business, University of Michigan	1975	University of Cincinnati
99	Paul J. Hanges	25	2,666	Department of Psychology, University of Maryland	1987	University of Akron
99	Stephen E. Humphrey	25	2,602	Smeal College of Business, Pennsylvania State University	2004	Michigan State University
99	Kenneth W. Thomas	25	1,660	Emeritus, School of Business and Public Policy, Naval Postgraduate School	1971	Purdue University

Note: Authors are listed in decreasing order of number of citations in Organizational Behavior (OB) textbooks, and then in decreasing order of number of Web of Science citations. Authors with equal numbers of textbook citations are assigned the same rank. Text = OB textbook citations. WoS = Web of Science. na = not applicable. Because multiple authors are cited an equal number of times, table contains 109 entries instead of 100. The entire database including all 16,289 authors is available upon request. Web of Science counts are as of July 8, 2018.

Table S10: Most Cited Authors in Human Resource Management Textbooks

Rank	Author Name	Text Citations	WoS Citations	Current/Most Recent Affiliation	Doctoral Year	Doctoral Degree School
1	Frank L. Schmidt	80	13,481	Emeritus, Tippie College of Business, University of Iowa	1970	Purdue University
2	Michael A. Campion	68	6,860	Krannert School of Management, Purdue University	1982	North Carolina State University
3	Herman Aguinis	67	6,186	School of Business, George Washington University	1993	State University of New York, Albany
3	Wayne F. Cascio	67	2,916	School of Business, University of Colorado, Denver	1973	University of Rochester
5	Timothy A. Judge	63	24,075	Fisher College of Business, Ohio State University	1990	University of Illinois, Urbana-Champaign
6	Paul R. Sackett	57	5,829	Department of Psychology, University of Minnesota	1979	Ohio State University
7	H. John Bernardin	56	1,123	College of Business, Florida Atlantic University	1976	Bowling Green State University
8	Barry Gerhart	55	4,155	School of Business, University of Wisconsin, Madison	1985	University of Wisconsin, Madison
9	Philip L. Roth	53	3,906	College of Business, Clemson University	1988	University of Houston
10	Luis R. Gomez-Mejia	52	5,668	W. P. Carey School of Business, Arizona State University	1981	University of Minnesota
11	Neal Schmitt	47	6,762	Emeritus, Department of Psychology, Michigan State University	1972	Purdue University
12	Gary P. Latham	46	11,380	Rotman School of Management, University of Toronto, Canada	1974	University of Akron
13	Kevin R. Murphy	45	2,791	Kemmy School of Business, University of Limerick, Ireland	1979	Pennsylvania State University
14	Frederick P. Morgeson	44	6,956	Eli Broad College of Business, Michigan State University	1998	Purdue University
15	John E. Hunter	43	10,348	Deceased. Department of Psychology, Michigan State University	1964	University of Illinois, Urbana-Champaign
16	Filip Lievens	40	4,508	Department of Personnel Management and Work and Organizational Psychology, Ghent University, Belgium	1999	Ghent University, Belgium
17	Edward E. Lawler III	38	5,877	Marshall School of Business, University of Southern California	1964	University of California, Berkeley
18	Murray R. Barrick	37	9,619	Mays Business School, Texas A&M University	1988	University of Akron
19	Sara L. Rynes	36	5,220	Tippie College of Business, University of Iowa	1981	University of Wisconsin, Madison
19	Philip Bobko	36	3,396	Pamplin College of Business, Virginia Tech	1976	Cornell University
20	Robert J. Grossman ^{a, b, c}	34		School of Management, Marist College		
20	Joann S. Lublin	34	na	Wall Street Journal	na	na
23	Kathryn Tyler	33	na	Freelance Writer	na	na
24	Joyce E. A. Russell	32	1,895	School of Business, Villanova University	1983	University of Akron

25	Raymond A. Noe	31	5,601	Fisher College of Business, Ohio State University	1985	Michigan State University
26	Edwin A. Locke	30	10,352	Emeritus, Robert H. Smith School of Business, University of Maryland	1964	Cornell University
27	Peter Cappelli	29	2,427	Wharton School, University of Pennsylvania	1984	University of Oxford, England
27	Manuel London	29	2,180	College of Business, Stony Brook University	1974	Ohio State University
29	Patrick M. Wright	28	7,376	Darla Moore School of Business, University of South Carolina	1988	Michigan State University
29	John W. Boudreau	28	2,825	Marshall School of Business, University of Southern California	1981	Purdue University
29	Fay Hansen	28	na	Workforce Management	na	na
29	Bill Roberts	28	na	Freelance Writer	na	na
33	Michael K. Mount	27	9,195	Tippie College of Business, University of Iowa	1977	Iowa State University
33	Walter C. Borman	27	3,107	Department of Psychology, University of South Florida	1972	University of California, Berkeley
35	Eric Krell	26	na	Freelance Writer	na	na
36	Deniz S. Ones	25	6,725	Department of Psychology, University of Minnesota	1993	University of Iowa
36	David B. Balkin	25	1,795	Leeds School of Business, University of Colorado, Boulder	1981	University of Minnesota
36	Steven Greenhouse	25	na	New York Times	na	na
39	Eduardo Salas	24	11,042	Department of Psychology, Rice University	1984	Old Dominion University
39	David A. Harrison	24	8,951	McCombs School of Business, University of Texas, Austin	1988	University of Illinois, Urbana-Champaign
39	Daniel C. Feldman	24	8,616	Emeritus, Terry College of Business, University of Georgia	1976	Yale University
39	J. Kevin Ford	24	4,767	Department of Psychology, Michigan State University	1983	Ohio State University
39	Robert D. Bretz	24	2,909	Mendoza College of Business, University of Notre Dame	1988	University of Kansas
44	Ann Marie Ryan	23	3,934	Department of Psychology, Michigan State University	1987	University of Illinois, Chicago
44	George T. Milkovich	23	1,561	Emeritus, School of Industrial and Labor Relations, Cornell University	1970	University of Minnesota
44	Bill Leonard	23	na	Deceased. Society for Human Resource Management	na	na
47	Remus Ilies	22	6,452	Business School, National University of Singapore, Singapore	2003	University of Florida
47	Robert E. Ployhart	22	4,743	Darla Moore School of Business, University of South Carolina	1999	Michigan State University
47	Adrienne Fox	22	na	HR Magazine	na	na
50	John R. Hollenbeck	21	4,767	Eli Broad College of Business, Michigan State University	1984	New York University
50	Michael A. McDaniel	21	2,876	School of Business, Virginia Commonwealth University	1986	George Washington University

50	Joseph J. Martocchio	21	2,379	School of Labor & Employment Relations, University of Illinois, Urbana-Champaign	1989	Michigan State University
50	Elaine D. Pulakos	21	1,841	CEB (Gartner)	1984	Michigan State University
50	Allen I. Huffcutt	21	1,831	Department of Psychology, Bradley University	1992	Texas A&M University
50	Charles A. Pierce	21	1,647	Fogelman College of Business & Economics, University of Memphis	1995	State University of New York, Albany
50	Miguel A. Quinones	21	1,118	Edwin L. Cox School of Business, Southern Methodist University	1993	Michigan State University
50	Allen Smith	21	na	Society for Human Resource Management	na	na
58	Chad H. Van Iddekinge	20	876	College of Business, Florida State University	2001	Clemson University
58	Jonathan A. Segal	20	na	Freelance Writer/Duane Morris, LLP	na	na
60	Terence R. Mitchell	19	10,279	Emeritus, Foster School of Business, University of Washington	1969	University of Illinois, Urbana- Champaign
60	Douglas T. Hall	19	5,165	Boston University	1966	Massachusetts Institute of Technology
60	J. Stewart Black	19	4,887	INSEAD, France	1988	University of California, Irvine
60	Richard D. Arvey	19	3,666	Business School, National University of Singapore, Singapore	1971	University of Minnesota
60	Jason D. Shaw	19	3,549	Hong Kong Polytechnic University	1997	University of Arkansas
60	Angelo S. DeNisi	19	2,551	Emeritus, Freeman School of Business, Tulane University	1977	Purdue University
60	Kenneth N. Wexley	19	1,485	Wexley Consulting	1969	University of Tennessee
60	George C. Thornton	19	1,359	Emeritus, College of Natural Sciences, Department of Psychology, Colorado State University	1966	Purdue University
60	Kris Maher	19	na	Wall Street Journal	na	na
69	John P. Wanous	18	3,745	Emeritus, Fisher College of Business, Ohio State University	1972	Yale University
69	Talya N. Bauer	18	3,180	School of Business, Portland State University	1994	Purdue University
69	David J. Woehr	18	2,310	Belk College of Business Administration, University of North Carolina, Charlotte	1989	Georgia Institute of Technology
69	Kurt Kraiger	18	2,019	College of Natural Sciences, Department of Psychology, Colorado State University	1983	Ohio State University
69	Sheldon Zedeck	18	1,956	Emeritus, Department of Psychology, University of California, Berkeley	1969	Bowling Green State University
69	James W. Smither	18	1,771	School of Business, La Salle University	1985	Stevens Institute of Technology
69	Susan J. Wells	18	na	HR magazine	na	na
76	Jeffrey Pfeffer	17	12,059	Graduate School of Business, Stanford University	1972	Stanford University
76	Gerald R. Ferris	17	9,753	College of Business, Florida State University	1982	University of Illinois, Urbana- Champaign
76	Jason A. Colquitt	17	9,181	Terry College of Business, University of Georgia	1999	Michigan State University
76	Chockalingam Viswesvaran	17	7,216	Department of Psychology, Florida International University	1993	University of Iowa

76	Tammy D. Allen	17	6,468	Department of Psychology, University of South Florida	1996	University of Tennessee
76	Mark A. Huselid	17	6,248	D'Amore-McKim School of Business, Northeastern University	1993	State University of New York, Buffalo
76	Connie R. Wanberg	17	3,479	Carlson School of Management, University of Minnesota	1992	Iowa State University
76	Hal B. Gregersen	17	2,701	Sloan School of Management, Massachusetts Institute of Technology	1989	University of California, Irvine
76	Timothy T. Baldwin	17	2,499	Kelley School of Business, Indiana University	1987	Michigan State University
76	Wendy R. Boswell	17	2,411	Mays Business School, Texas A&M University	2000	Cornell University
76	Ryan D. Zimmerman	17	2,223	Pamplin College of Business, Virginia Tech	2006	University of Iowa
76	Richard R. Reilly	17	2,095	Emeritus, Howe School of Technology Management, Stevens Institute of Technology	1969	University of Tennessee
76	Peter Villanova	17	757	Appalachian State University	1987	Virginia Tech
76	Gillian Flynn	17	na	Riviera Magazine	na	na
76	Jessica Marquez	17	na	Workforce Magazine	na	na
91	Scott A. Snell	16	7,165	Darden School of Business, University of Virginia	1989	Michigan State University
91	Lillian T. Eby	16	5,504	Department of Psychology, University of Georgia	1996	University of Tennessee-Knoxville
91	Randall S. Schuler	16	5,313	School of Management and Labor Relations, Rutgers University	1973	Michigan State University
91	Greg L. Stewart	16	2,972	Tippie College of Business, University of Iowa	1993	Arizona State University
91	Winfred Arthur	16	2,916	Department of Psychology, Texas A&M University	1988	University of Akron
91	Mark Mendenhall	16	2,429	College of Business, University of Tennessee, Chattanooga	1983	Bingham Young University
91	Scott I. Tannenbaum	16	1,953	Group for Organizational Effectiveness	1986	Old Dominion University
91	Brian E. Becker	16	1,615	School of Management, State University of New York, Buffalo	1977	University of Wisconsin, Madison
91	Theresa M. Welbourne	16	1,539	Culverhouse College of Commerce, University of Alabama	1992	University of Colorado, Boulder
91	David Ulrich ^{b, c}	16	1,523	Ross School of Business, University of Michigan		
91	Edwin A. Fleishman	16	1,064	Emeritus, Department of Psychology, George Mason University	1951	Ohio State University
91	Alison E. Barber	16	859	Emeritus, Eli Broad College of Business, Michigan State University	1990	University of Wisconsin, Madison
91	Lynn A. McFarland	16	850	Darla Moore School of Business, University of South Carolina	2000	Michigan State University
91	Rachel E. Silverman	16	na	Wall Street Journal	na	na
91	Margery Weinstein	16	na	Training Magazine	na	na

Note: Authors are listed in decreasing order of number of citations in Human Resource Management (HRM) textbooks, and then in decreasing order of number of Web of Science citations. Authors with equal numbers of textbook citations are assigned the same rank. Text = HRM textbook citations. WoS = Web of Science. na = Not Applicable. Because multiple authors are cited an equal number of times, table contains 105 entries instead of 100. The entire database including all 9,744 authors is available upon request. Web of Science counts are as of July 8, 2018.

^a We were unable to accurately determine the author's WoS citations count

^b We were unable to locate the year the author received their doctoral degree

^c We were unable to locate the school from which the author received their doctoral degree

Table S11: Most Cited Authors in Strategic Management Textbooks

Rank	Author Name	Text Citations	WoS Citations	Current/Most Recent Affiliation	Doctoral Year	Doctoral Degree School
1	Michael A. Hitt	93	20,338	Neeley School of Business, Texas Christian University	1974	University of Colorado, Boulder
2	Michael E. Porter	72	22,314	Harvard Business School, Harvard University	1973	Harvard University
3	Jay Bryan Barney	56	11,464	David Eccles School of Business, University of Utah	1982	Yale University
4	Robert E. Hoskisson	53	10,955	Jones Graduate School of Business, Rice University	1984	University of California, Irvine
5	Kathleen M. Eisenhardt	37	40,303	Graduate School of Business, Stanford University	1982	Stanford University
6	Charles W. L. Hill	36	6,152	Foster School of Business, University of Washington	1983	University of Manchester, England
7	Frank T. Rothaermel	35	4,789	Scheller College of Business, Georgia Institute of Technology	1999	University of Washington
8	R. Duane Ireland	33	10,076	Mays Business School, Texas A&M University	1977	Texas Tech University
9	Gary Hamel	28	10,011	Management Innovation Exchange	1990	University of Michigan
10	Donald C. Hambrick	27	18,389	Smeal College of Business, Pennsylvania State University	1979	Pennsylvania State University
11	Harbir Singh	26	14,178	Wharton School, University of Pennsylvania	1974	University of Michigan
12	Oliver E. Williamson	25	13,367	Emeritus, Haas School of Business, University of California, Berkeley	1963	Carnegie Mellon University
12	C. K. Prahalad	25	12,700	Deceased. Stephen M. Ross School of Business, University of Michigan	1975	Harvard University
14	Jeffrey H. Dyer	24	10,526	Marriott School of Management, Brigham Young University	1993	University of California, Los Angeles
15	Clayton M. Christensen	22	4,500	Harvard Business School, Harvard University	1992	Harvard University
16	Pankaj Ghemawat	21	2,884	Stern School of Business, New York University	1982	Harvard University
17	Michael C. Jensen	20	35,716	Emeritus, Harvard Business School, Harvard University	1968	University of Chicago
18	Shaker A. Zahra	19	17,073	Carlson School of Management, University of Minnesota	1982	University of Mississippi
18	Henry Mintzberg	19	10,332	Desautels Faculty of Management, McGill University, Canada	1968	Massachusetts Institute of Technology
18	Danny Miller	19	15,733	School of Business, HEC Montreal, Canada	1976	McGill University, Canada
18	Robert S. Kaplan	19	7,752	Emeritus, Harvard Business School, Harvard University	1968	Cornell University
18	Ian C. MacMillan	19	5,722	Wharton School, University of Pennsylvania	1975	University of South Africa, South Africa
18	Ming-Jer Chen	19	4,059	Darden School of Business, University of Virginia	1988	University of Maryland, College Park
18	Robert A. Burgelman	19	3,759	Graduate School of Business, Stanford University	1980	Columbia University
18	David G. Sirmon	19	3,589	Foster School of Business, University of Washington	2004	Arizona State University
26	Julian Birkinshaw	18	7,648	London Business School, England	1995	University of Western Ontario, Canada
26	Ken G. Smith	18	6,836	Emeritus, Robert H. Smith School of Business, University of Maryland	1983	University of Washington
26	Jeffrey S. Harrison	18	2,325	Robins School of Business, University of Richmond	1985	University of Utah

29	Mike W. Peng	17	11,172	Naveen Jindal School of Management, University of Texas, Dallas	1996	University of Washington
29	Gregory G. Dess	17	9,474	Naveen Jindal School of Management, University of Texas, Dallas	1980	University of Washington
29	Rita G. McGrath	17	3,776	Columbia Business School, Columbia University	1993	University of Pennsylvania
29	Cynthia A. Montgomery	17	2,990	Harvard Business School, Harvard University	1979	Purdue University
33	David J. Teece	16	19,464	Haas School of Business, University of California, Berkeley	1975	University of Pennsylvania
33	Sumantra Ghoshal	16	14,602	Deceased. London Business School, England	1985	Massachusetts Institute of Technology
33	Albert A. Cannella	16	5,462	Mays Business School, Texas A&M University	1991	Columbia University
33	Mike Wright ^{a, b}	16	3,373	Imperial College, England		
33	Jeffrey J. Reuer	16	3,268	Leeds School of Business, University of Colorado, Boulder	1997	Purdue University
33	Richard A. Johnson	16	3,113	Robert J. Truslake, Sr. College of Business, University of Missouri, Columbia	1992	Texas A&M University
33	Yves L. Doz	16	2,722	Emeritus, INSEAD, France	1976	Harvard University
33	Richard P. Rumelt	16	2,120	Anderson School of Management, University of California, Los Angeles	1972	Harvard University
33	Kathryn R. Harrigan	16	1,682	Columbia Business School, Columbia University	1979	Harvard University
33	Jim Collins ^{a, b}	16	223	Management Consultant		
43	Ranjay Gulati	15	13,255	Harvard Business School, Harvard University	1993	Harvard University
43	Birger Wernerfelt	15	11,129	Sloan School of Management, Massachusetts Institute of Technology	1977	Harvard University
43	David P. Norton	15	5,986	Palladium Group	1972	Harvard University
46	Robert M. Grant	14	12,119	SDA Bocconi School of Management, Italy	1983	City University, London, England
46	Jeffrey Pfeffer	14	12,059	Graduate School of Business, Stanford University	1972	Stanford University
46	David J. Ketchen, Jr.	14	8,901	Raymond J. Harbert College of Business, Auburn University	1994	Pennsylvania State University
46	James D. Westphal	14	6,558	Ross School of Business, University of Michigan	1996	Northwestern University
46	Sydney Finkelstein	14	5,706	Tuck School of Business, Dartmouth College	1988	Columbia University
46	Will Mitchell	14	4,624	Rotman School of Management, University of Toronto, Canada	1988	University of California, Berkeley
46	Christopher A. Bartlett	14	2,796	Emeritus, Harvard Business School, Harvard University	1979	Harvard University
46	Marvin B. Lieberman	14	2,567	Anderson School of Management, University of California, Los Angeles	1982	Harvard University
54	Paul W. Beamish	13	7,301	Ivey Business School, Canada	1995	University of Western Ontario, Canada
54	Vijay Govindarajan	13	4,705	Tuck School of Business, Dartmouth College	1978	Harvard University
54	Anita M. McGahan	13	1,670	Rotman School of Management, University of Toronto, Canada	1990	Harvard University
57	Margaret A. Peteraf	12	4,936	Tuck School of Business, Dartmouth College	1987	Yale University
57	Igor Filatotchev	12	3,841	King's Business School, King's College, London, England	1986	Institute of World Economy and International Relations, Russia

57	John A. Pearce II	12	2,757	School of Business, Villanova University	1976	Pennsylvania State University
57	Laurence Capron	12	1,552	INSEAD, France	1996	HEC Paris, France
57	Jaideep Anand	12	1,492	Fisher College of Business, Ohio State University	1995	University of Pennsylvania
57	Costa C. Markides	12	1,244	London Business School, England	1990	Harvard University
63	Bruce M. Kogut	11	18,644	Columbia Business School, Columbia University	1983	Massachusetts Institute of Technology
63	Rapahael Amit	11	6,104	Wharton School, University of Pennsylvania	1977	Northwestern University
63	Morten T. Hansen	11	6,075	School of Information, University of California, Berkeley	1996	Stanford University
63	James P. Walsh	11	4,970	Ross School of Business, University of Michigan	1985	Northwestern University
63	Paul J. H. Schoemaker	11	4,835	Wharton School, University of Pennsylvania	1978	University of Pennsylvania
63	Joseph T. Mahoney	11	3,965	Gies College of Business, University of Illinois, Urbana-Champaign	1989	University of Pennsylvania
63	Alan M. Rugman	11	3,433	Deceased. Henley Business School, University of Reading, England	1974	Simon Fraser University, Vancouver, Canada
63	Suresh Kotha	11	2,777	Foster School of Business, University of Washington	1988	Rensselaer Polytechnic Institute
63	Laszlo Tihanyi	11	2,649	Mays Business School, Texas A&M University	1996	Indiana University
63	Shreeram (Ram) Mudambi	11	2,601	Fox School of Business, Temple University	1986	Cornell University
63	Dovev Lavie	11	2,521	SDA Bocconi School of Management, Italy	2004	University of Pennsylvania
63	Kevin H. Steensma	11	2,223	Foster School of Business, University of Washington	1997	Indiana University
63	Richard L. Priem	11	2,162	Neeley School of Business, Texas Christian University	1990	University of Texas, Arlington
63	Henry W. Chesbrough	11	2,089	Haas School of Business, University of California, Berkeley	1997	University of California, Berkeley
63	Dan E. Schendel	11	1,841	Emeritus, Krannert School of Management, Purdue University	1963	Stanford University
63	Jean-Luc Arrègle	11	1,550	EMLYON Business School, France	1992	I.A.E. of Aix en Provence, France
79	Eugene F. Fama	10	47,776	Booth School of Business, University of Chicago	1963	University of Chicago
79	Michael L. Tushman	10	12,999	Harvard Business School, Harvard University	1976	Massachusetts Institute of Technology
79	Jeff G. Covin	10	6,475	Kelley School of Business, Indiana University	1985	University of Pittsburgh
79	Gerard George	10	6,201	Leo Kong Cian School of Business, Singapore Management University, Singapore	1997	Virginia Commonwealth University
79	Anil K. Gupta	10	6,068	Robert H. Smith School of Business, University of Maryland	1980	Harvard University
79	Karel Cool	10	3,661	INSEAD, France	1985	Purdue University
79	Prashant Kale	10	3,465	Jones Graduate School of Business, Rice University	2000	University of Pennsylvania
79	W. Chan Kim	10	3,033	INSEAD, Singapore	1984	University of Michigan
79	Michael H. Lubatkin	10	3,015	Emeritus, School of Business, University of Connecticut	1981	University of Tennessee, Knoxville
79	Sayan Chatterjee	10	2,427	Weatherhead School of Management, Case Western Reserve University	1985	University of Michigan
79	Gareth R. Jones ^a	10	2,169	Mays Business School, Texas A&M University	1979	University of Lancaster, England
79	David J. Collis	10	1,607	Harvard Business School, Harvard University	1986	Harvard University

79	Curtis M. Grimm	10	1,366	Robert H. Smith School of Business, University of Maryland	1983	University of California, Berkeley
79	Donald D. Bergh	10	1,337	Daniels College of Business, University of Denver	1991	University of Colorado, Boulder
79	Richard A. D'Aveni	10	495	Tuck School of Business, Dartmouth College	1987	Columbia University
79	Thomas A. Stewart ^{a, b}	10	477	Fisher College of Business, Ohio State University		
79	Andrew Campbell ^{a, b}	10	267	Ashridge Executive Education, England		
79	Andrew S. Grove	10	256	Deceased. Intel	1963	University of California, Berkeley
79	Geoffrey Colvin	10	na	Fortune	na	na
79	Joann S. Lublin	10	na	Wall Street Journal	na	na
99	Edward J. Zajac	9	7,670	Kellogg School of Management, Northwestern University	1986	University of Pennsylvania
99	G. Thomas Lumpkin	9	6,031	Price College of Business, University of Oklahoma	1996	University of Texas, Arlington
99	Luis R. Gomez-Mejia	9	5,668	W. P. Carey School of Business, Arizona State University	1981	University of Minnesota
99	Henrich R. Greve	9	4,637	INSEAD, Singapore	1994	Stanford University
99	Richard E. Caves	9	4,543	Emeritus, Department of Economics, Harvard University	1958	Harvard University
99	Alain Verbeke ^a	9	4,384	Haskayne School of Business, University of Calgary, Canada		University of Antwerp, Belgium
99	Gary P. Pisano	9	2,928	Harvard Business School, Harvard University	1988	University of California, Berkeley
99	James B. Quinn	9	2,340	Deceased. Tuck School of Business, Dartmouth College	1958	Columbia University
99	Peter F. Drucker	9	2,174	Deceased. Drucker School of Management, Claremont Graduate University	1932	Frankfurt University, Germany
99	Zeki Simsek	9	2,161	College of Business, Clemson University	2002	University of Connecticut
99	Russell W. Coff	9	1,469	Wisconsin School of Business, University of Wisconsin, Madison	1993	University of California, Los Angeles
99	William P. Wan	9	1,291	College of Business, City University of Hong Kong, Hong Kong	2000	Texas A&M University
99	Gerry McNamara	9	1,188	Eli Broad College of Business, Michigan State University	1996	University of Minnesota
99	Abdul A. Rasheed	9	981	College of Business, University of Texas, Arlington	1988	University of Pittsburgh
99	Thomas Keil	9	971	University of Zurich, Switzerland	2000	Helsinki University of Technology
99	Matthew Semadeni	9	682	W. P. Carey School of Business, Arizona State University	2003	Texas A&M University
99	Jerry I. Porras	9	602	Emeritus, Graduate School of Business, Stanford University	1974	University of California, Los Angeles
99	Michael Goold ^{a, b}	9	561	Ashridge Executive Education, England		
99	Fred R. David	9	220	School of Business, Francis Marion University	1981	University of Southern Carolina
99	Ram Charan	9	168	Management Consultant	1967	Harvard University
99	Katsuhiko Shimizu	9	55	KBS Keio Business School, Keio University	2000	Texas A&M University
99	Shawn Tully	9	na	Fortune	na	na

Note: Authors are listed in decreasing order of number of citations in Strategic Management textbooks, and then in decreasing order of number of Web of Science citations. Authors with equal numbers of textbook citations are assigned the same rank. Text = Strategic Management textbook citations. WoS = Web of Science. na = Not Applicable. Because multiple authors are cited an equal number of times, table contains 120 entries instead of 100. The entire database including all 6,326 authors is available upon request. Web of Science counts are as of July 8, 2018.

^a We were unable to locate the year the author received their doctoral degree

^b We were unable to locate the school from which the author received their doctoral degree

Table S12: Most Cited Authors in General Management Textbooks

Rank	Author Name	Text Citations	WoS Citations	Current/Most Recent Affiliation	Doctoral Year	Doctoral Degree School
1	Edwin A. Locke	73	10,352	Emeritus, Robert H. Smith School of Business, University of Maryland	1964	Cornell University
2	Robert J. House	54	10,375	Deceased. Wharton School, University of Pennsylvania	1960	Ohio State University
3	Joann S. Lublin	51	na	Wall Street Journal	na	na
4	Jeffrey Pfeffer	50	12,059	Graduate School of Business, Stanford University	1972	Stanford University
5	Gary P. Latham	49	11,380	Rotman School of Management, University of Toronto, Canada	1974	University of Akron
5	Jae Yang	49	na	USA Today	na	na
7	Henry Mintzberg	48	10,332	Desautels Faculty of Management, McGill University, Canada	1968	Massachusetts Institute of Technology
8	Bernard M. Bass	44	6,261	Deceased. School of Business, State University of New York, Binghamton	1949	Ohio State University
8	Edward E. Lawler III	44	5,877	Marshall School of Business, University of Southern California	1964	University of California, Berkeley
10	Del Jones	41	na	USA Today	na	na
10	Rachel E. Silverman	41	na	Wall Street Journal	na	na
12	Richard L. Daft	39	5,571	Emeritus, Owen Graduate School of Management, Vanderbilt University	1974	University of Chicago
13	Linda K. Trevino	36	10,993	Smeal College of Business, Pennsylvania State University	1987	Texas A&M University
14	Michael E. Porter	35	22,314	Harvard Business School, Harvard University	1973	Harvard University
14	Geert Hofstede	35	7,426	Emeritus, Faculty of Arts and Social Sciences, Maastricht University, Netherlands	1967	Groningen University, Netherlands
16	Timothy A. Judge	34	24,075	Fisher College of Business, Ohio State University	1990	University of Illinois, Urbana-Champaign
17	Fred Luthans	33	9,913	Emeritus, College of Business Administration, University of Nebraska, Lincoln	1965	University of Iowa
18	Geoffrey Colvin	31	na	Fortune	na	na
18	Sue Shellenbarger	31	na	Wall Street Journal	na	na
20	Gary Hamel	30	10,011	Management Innovation eXchange	1990	University of Michigan
20	J. Richard Hackman	30	8,340	Deceased. Department of Psychology, Harvard University	1966	University of Illinois, Urbana-Champaign
20	Margery Weinstein	30	na	Training Magazine	na	na
23	Carol Hymowitz	29	na	Bloomberg	na	na
24	John P. Kotter	28	2,267	Emeritus, Harvard Business School, Harvard University	1972	Harvard University
24	Peter F. Drucker	28	2,174	Deceased. Claremont Graduate University	1932	Frankfurt University, Germany

26	Herbert A. Simon	27	22,944	Deceased. Department of Psychology, Carnegie Mellon University	1943	University of Chicago
26	Peter W. Dorfman	27	1,906	Emeritus, School of Business, New Mexico State University	1972	University of Maryland
26	Jim Collins ^{a, b}	27	223	Management Consultant		
26	Jena McGregor	27	na	Washington Post	na	na
30	Bruce J. Avolio	26	12,926	Foster School of Business, University of Washington	1981	University of Akron
30	Steve Kerr	26	2,460	Jack Welch Management Institute, Chancellor University	1973	City University of New York
32	Fred E. Fiedler	25	1,023	Emeritus, Department of Psychology, University of Washington	1949	University of Chicago
32	Daniel Goleman	25	876	Management Consultant	1974	Harvard University
32	Dana Mattioli	25	na	Wall Street Journal	na	na
32	Claire Cain Miller	25	na	New York Times	na	na
36	Rosabeth Moss Kanter	24	3,340	Harvard Business School, Harvard University	1967	University of Michigan
36	Leigh Buchanan	24	na	Inc. Magazine	na	na
36	Brad Stone	24	na	Bloomberg	na	na
39	Benson Rosen	23	4,656	Emeritus, Kenan-Flagler Business School, University of North Carolina, Chapel Hill	1970	Wayne State University
39	David C. McClelland	23	4,570	Deceased. Department of Psychology, Boston University	1941	Yale University
39	Michelle Conlin	23	na	Thomson Reuters	na	na
39	Sarah E. Needleman	23	na	Wall Street Journal	na	na
43	Karen A. Jehn	22	6,664	Melbourne Business School, University of Melbourne, Australia	1992	Northwestern University
43	P. Christopher Earley	22	5,544	School of Business and Economics, University of Tasmania, Australia	1984	University of Illinois, Urbana-Champaign
43	Charles C. Snow	22	3,700	Emeritus, Smeal College of Business, Pennsylvania State University	1972	University of California, Berkeley
43	Erin White	22	na	Wall Street Journal	na	na
47	Michael A. Campion	21	6,860	Krannert School of Management, Purdue University	1982	North Carolina State University
47	Bradley L. Kirkman	21	4,709	Poole College of Management, North Carolina State University	1996	University of North Carolina, Chapel Hill
47	Jay A. Conger	21	3,558	Department of Psychology, Claremont McKenna College	1985	Harvard University
47	Mansour Javidan	21	2,451	Thunderbird School of Global Management, Arizona State University	1983	University of Minnesota
47	Raymond E. Miles	21	1,848	Emeritus, Haas School of Business, University of California at Berkeley	1963	Stanford University
47	Stephanie Armour	21	na	Wall Street Journal	na	na

47	Steven Greenhouse	21	na	New York Times	na	na
47	Jon Swartz	21	na	USA Today	na	na
55	C. K. Prahalad	20	12,700	Deceased. Stephen M. Ross School of Business, University of Michigan	1975	Harvard University
55	Warren G. Bennis	20	810	Deceased. Marshall School of Business, University of Southern California	1955	Massachusetts Institute of Technology
55	Paul Trap	20	na	USA Today	na	na
58	Michael A. Hitt	19	20,338	Neeley School of Business, Texas Christian University	1974	University of Colorado, Boulder
58	Frank L. Schmidt	19	13,481	Emeritus, Tippie College of Business, University of Iowa	1970	Purdue University
58	Gary A. Yukl	19	4,969	School of Business, State University of New York, Albany	1967	University of California, Berkeley
58	Adam Bryant	19	na	New York Times	na	na
58	John A. Byrne	19	na	C-Change Media Inc.	na	na
58	Brian Dumaine	19	na	Fortune	na	na
64	Teresa M. Amabile	18	10,283	Harvard Business School, Harvard University	1977	Stanford University
64	Jennifer M. George	18	8,280	Jones Graduate School of Business, Rice University	1987	New York University
64	Robert I. Sutton	18	8,038	Graduate School of Business, Stanford University	1984	University of Michigan
64	Max H. Bazerman	18	8,015	Harvard Business School, Harvard University	1979	Carnegie-Mellon University
64	John W. Slocum	18	4,301	Emeritus, Cox School of Business, Southern Methodist University	1967	University of Washington
64	Edgar H. Schein	18	3,425	Emeritus, Sloan School of Management, Massachusetts Institute of Technology	1952	Harvard University
64	Kurt Lewin	18	8	Deceased. Sloan School of Management, Massachusetts Institute of Technology	1914	University of Berlin
64	Spencer E. Ante	18	na	Wall Street Journal	na	na
64	Matthew Boyle	18	na	Breitbart News Network	na	na
64	Stephanie Clifford	18	na	New York Times	na	na
64	Alex Taylor III	18	na	Fortune & Time Magazine	na	na
75	James G. March	17	16,109	Graduate School of Business, Stanford University	1953	Yale University
75	Terence R. Mitchell	17	10,279	Foster School of Business, University of Washington	1969	University of Illinois, Urbana- Champaign
75	Greg R. Oldham	17	9,676	Freeman School of Business, Tulane University	1974	Yale University
75	Robert S. Kaplan	17	7,752	Emeritus, Harvard Business School, Harvard University	1968	Cornell University
75	Archie B. Carroll	17	2,427	Emeritus, Terry College of Business, University of Georgia	1972	Florida State University
75	Jay R. Galbraith	17	1,405	Deceased. Marshall School of Business, University of Southern California	1966	Indiana University
75	Victor H. Vroom	17	1,292	School of Management, Yale University	1958	University of Michigan
75	James R. Hagerty	17	na	Wall Street Journal	na	na

75	Julie Jargon	17	na	Wall Street Journal	na	na
75	Jill Jusko	17	na	IndustryWeek	na	na
75	David A. Kaplan	17	na	Fortune	na	na
75	Jack Welch	17	na	Management Consultant, former CEO of General Electric	1960	University of Illinois, Urbana-Champaign
75	Nick Wingfield	17	na	New York Times	na	na
88	Philip M. Podsakoff	16	35,009	Warrington College of Business Administration, University of Florida	1980	Indiana University
88	Denise M. Rousseau	16	10,920	Tepper School of Business, Carnegie Mellon University	1977	University of California, Berkeley
88	Danny Miller	16	15,733	School of Business, HEC Montreal, Canada	1976	McGill University, Canada
88	Joel Brockner	16	6,468	Columbia Business School, Columbia University	1977	Tufts University
88	Jerald Greenberg	16	5,859	Deceased. College of Business, University of Texas, Arlington	1975	Wayne State University
88	Jane M. Howell	16	3,207	Emeritus, Richard Ivey School of Business, Western University	1986	University of British Columbia
88	Thomas A. Stewart	16	477	Fisher College of Business, Ohio State University	na	na
88	Kenneth H. Blanchard	16	61	The Ken Blanchard Companies	1967	Cornell University
88	Diane Brady	16	na	dB Omnimedia	na	na
88	Anne B. Fisher	16	na	Fortune	na	na
88	Leslie Kwoh	16	na	Wall Street Journal	na	na
88	Steve Lohr	16	na	New York Times	na	na
88	Patricia Sellers	16	na	Fortune & SellersEaston Media	na	na
88	Lauren Weber	16	na	Wall Street Journal	na	na

Note: Authors are listed in decreasing order of number of citations in General Management textbooks, and then in decreasing order of number of Web of Science citations. Authors with equal numbers of textbook citations are assigned the same rank. Text = General Management textbook citations. WoS = Web of Science. na = Not Applicable. Because multiple authors are cited an equal number of times, table contains 101 entries instead of 100. The entire database including all 11,558 authors is available upon request. Web of Science counts are as of July 8, 2018.

^a We were unable to locate the year the author received their doctoral degree

^b We were unable to locate the school from which the author received their doctoral degree